

## 1: Collectibles for sale | eBay

*eBay determines this price through a machine learned model of the product's sale prices within the last 90 days.*

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**A A The best ways to sell your stuff** How to make the most money with garage sales, auctions, consignment shops, and eBay Published: The presale estimated value: Of course, you may not have a masterwork, or even a minor work, hiding in a storage unit. But your basement and attic may be bursting with possessions you no longer want, and you might be surprised by the amount you can pocket if you know the best ways to sell your stuff. Just keep in mind that the IRS may want a cut of your profits. It taxes the proceeds from the sale of collectibles as capital gains, generally at a rate of 28 percent. Under IRS regulations, collectibles include works of art, rugs, antiques, metals such as gold, silver, and platinum bullion , gems, stamps, and coins. Your profit or loss is the difference between the basis, usually your purchase price, and the sale price. The results will tell how much a buyer might pay and what and how much insurance you should have to cover it. But written appraisals can be expensive. Expect to pay for at least an hour of his or her time. But there are lots of regional auction houses across the country that will handle less rarefied goods. In the past couple of years, many of those spots have started simulcasting their proceedings online. Live auction attendees bid against online bidders in real time. Expanding the buyer base in that way often produces additional revenue for sellers, says Tim Luke, an auctioneer and the president of TreasureQuest Appraisal Group in Hobe Sound, Fla. A local auctioneer can give you an idea of what he or she thinks an item you own will sell for at auction. Maximize your return Document your stuff. Take a few photographs of the possessions you want to auction and write detailed descriptions that you can share with potential auctioneers. Be sure to mention and capture in photos any restoration or repairs. Attend a few sales. A good rate is about 75 to 80 percent, says Luke. But fees are negotiable and often depend on how much an auctioneer wants to sell your goods. You should get a contract that lists all of your costs, including fees. Make sure your items are insured. See whether the auction house will cover your belongings in the event of loss, theft, or damage while it holds them. If not, check to see whether your homeowners insurance will cover them. Ask in advance about the rules for setting a reserve price, below which you will not sell, and get the policy in writing. If your item fails to sell, some auction houses might charge you a fee of about 5 to 15 percent of the reserve price. Some will send you a check after 30 days, or it might be Consignment shops Many stores now have an online presence, so more shoppers can see your items. There are also some consignment stores that exist solely online. Other items, including clothing, sporting goods, household goods, jewelry, and artwork, should also be in great shape. Maximize your return Find an appropriate shop. If you want to sell through local stores, visit a few to see how merchandise is displayed and make sure they stock items like the ones you have to sell. The busier it is, the better. If you want to use a website, check the list of designers and goods it will accept. Ask shopkeepers how much money you might make. Most consignment shop owners see sellers by appointment only, so call first. Show them your goods or photos of them. Check website terms carefully. Online sales Putting up your items on eBay or Amazon will attract millions of potential buyers. Consider posting easy-to-ship items on a site such as Amazon or eBay. If you have heavy, bulky items to sell, try free online listing services such as Craigslist. The ads are divided into local regions, allowing buyers to pick up items themselves. See what similar items are going for on the site you choose. Maximize your return Get some help. Most buyers research by title, so include all you need there. Include any condition info, such as pristine, chipped, or stained. You can generally list up to 50 items per month for auction on eBay free, for example. Amazon charges 99 cents per sale plus a sliding scale of fees if you post fewer than 40 items per month, plus shipping charges and a referral fee see its site for more information. If you do, it will probably cost only a few dollars, but the cost of a fine for neglecting to get one could wipe out your profits. Also ask whether there are restrictions on where you can post signs to your sale. Figuring out what to charge is the most time-consuming and stressful part of garage sales, says Hammond. To get an idea of appropriate valuation, check out Statricks. It aggregates pricing data from online auction sites such as eBay and classified sites such as Craigslist on hundreds of thousands of used

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products, including small appliances, bicycles, cell phones, computers and accessories, musical instruments, photo and video equipment, sporting goods, and video games. Make enough directional signs to attract people to your house from major routes. Get the word out. Also post information about your sale on social-media sites such as Facebook, Instagram, and Twitter. Go through your stuff. Start on Thursday or Friday. And start early—say, 6 a. You can always continue the sale during the weekend if you have items left to sell. People are less likely to buy from someone who is reading a book or talking on the phone, and more likely to buy if you greet them and are available to answer questions and negotiate. Keep your house locked during your sale, and keep your money and a phone with you at all times. People toting counterfeit bills sometimes turn up at garage sales, so turn down payments in big bills. How to decide where to sell your stuff This decision tree will help you decide which venue makes the most sense, depending on the type of goods you plan to sell and their condition. You can also find a price guide to more than , antiques and collectibles at Kovels. This article also appeared in the September issue of Consumer Reports magazine.

### 2: Electronics, Cars, Fashion, Collectibles, Coupons and More | eBay

*Looking through memorabilia—whether antique toys, trading cards, or militaria -can bring out the treasure hunter in us all. eBay's collectibles shop is the place to find collectibles for sale in just about any category imaginable, from Hello Kitty and Harry Potter to military surplus supplies.*

### 3: The Best Ways to Sell Your Stuff | Consumer Reports

*Find great deals on eBay for selling collectibles. Shop with confidence.*

### 4: Revealing the Top selling items on eBay | CrazyLister's eBay Blog

*The top-ten collectibles list (items selling on eBay) include; an collectible Inflatable Football Helmet (shown) that fetched \$24,, and a rare early American Coin that fetched \$, The top collectible was sold for \$,*

### 5: eBay Consignment Center

*Find great deals on eBay for how to sell antiques and collectibles. Shop with confidence.*

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