

“12 Little-Known, Niche eBay Markets You Can Profit from Now!”

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Introduction

“Now Is the Time to Start Your Own eBay Business!”

eBay started out as one man’s modest idea to create an online marketplace where people could buy, sell, and trade their unwanted or unused items. It’s come a long way since those humble beginnings. There are now over 147 million registered users on eBay, and every hour, more than 3,000 new users become part of the eBay marketplace of buyers and sellers. There are over 12 million items for sale on eBay at any given time.

eBay has fast become an excellent way to make a little money on the side, or to make an entire living. AC Nielsen International Research recently did a survey and found that more than 724,000 Americans report eBay as their primary or secondary source of income. Additionally, over 1.5 million Americans supplement their income by selling on eBay. This should make anyone who is thinking about using eBay as an additional income source feel very comfortable. It is more than possible to make a living with auction sales, or even make a little or a lot of extra money.

Below are 12 niche markets to give you an idea of how to start your own eBay selling venture. Read about products that other sellers are using to make money, and then start thinking about things you could sell. Everyone has unique interests, and eBay is definitely a way to reach those people. Remember, over 700,000 people are successfully making a living on eBay. Why shouldn’t you be one of them?

Looking to start a part-time business just to bring in a few extra bucks each month? No problem! Most of these ideas can be started on a part-time basis so you can work when you want.

Good luck with your eBay selling adventures!

Niche eBay Market #1:

“This Easy To Find Consumer Electronics Item Is Always a Hot Seller on eBay”

What happens to all those used cell phones that people have when they upgrade to a new one or change plans or providers? They usually get thrown in a drawer somewhere where they will remain for years. However, on eBay, there is a thriving market for used cell phones of every type imaginable.

Since many people change phones every year there is always a steady supply of perfectly good used cell phones. Many of them are new models that have only been out for a few months or a year at the most. Every brand you can think of: Sprint, Kyocera, Nokia, Qualcomm, Alltel, Motorola, Ericsson, etc.

[Click here for a listing of completed Used Cell Phones auctions on eBay](#) *(note: you must be logged into eBay to see the auctions)*

It's amazing that these phones, which most people just toss away, can bring \$50, \$75, \$100 or even more. The sell through rate for used cell phones on eBay is very high -- 76.9% at the time of this writing.

How do you find used cell phones?

First off, you probably have two or three lying around your house that you don't use but didn't really want to throw away because your mother taught you that if it isn't broken, then you shouldn't throw it away. Chances are, your friends also have some cell phones taking up space at their houses.

Like everyone else, you probably also have that one friend that upgrades the minute something new comes out, even if their current phone is two weeks old. Your friends will thank you for getting one more piece of clutter out of their lives.

One way to get used cell phones on a consistent basis is to place a classified ad in the newspaper that states that you pay cash for used cell phones. Do some research on how much used cell phones are generally selling for on eBay, and then set a price that is about 1/5 that amount. So, for a phone that sells for \$75.00 on eBay I would pay no more than \$15.00. You can add a little extra if the phone is a great model and subtract a little if it is nothing special. This way, people get a few dollars in their pocket for their used cell phones (and they don't have to feel guilty about their mom giving them a hard time for throwing away a perfectly useful item).

Another way to get used cell phones is to team up with a local charity. The charity would collect the phones and you pay them a set amount for each one. You could even work with multiple charities at once and provide them a price list of the phones that you are currently buying. Set up drop off points at retail locations around town, such as a dry cleaner or coffee shop.

Used cell phones are a booming niche market. Be sure to spend some time on eBay researching the market and then go for it. Get started now and you can have a great income stream in no time.

Niche eBay Market #2:

“How To Make Money from Vintage Magazine Ads”

With more than 25,000 positive ratings, eBay seller, 237, ([click here for Auction Listings](#)) knows what people want and knows how to keep them returning again and again: by finding and selling all the best vintage ads.

Seller 237's store is filled with vintage ads from old magazines, and at any one time, eBay buyers can find several thousand items for sale. His supply is a collector's dream. Among the many items currently for sale are ads featuring legends like The Bee Gees, the Rolling Stones, Audrey Hepburn, Marlene Dietrich and Frank Sinatra.

The huge supply of vintage ads is separated into categories, making it easier for buyers to find what they want. Seller 237 classifies ads into categories including: Great Art, Opera, Music Instrument, Classical Music, Aviation, Nautical, Soda, Celebrities and so on. A simple click on the category in which you're interested, and a list of all the vintage ads available, including a photograph, pulls up. You can also search via a "list view" or a "gallery view."

You, too, can reach the level of success to which 237 has climbed, if you know where to look and what to do. Finding old magazines can be great fun. Frequent flea markets and garage sales, and you might be surprised to find what gems you uncover. You can also put a classified ad in the paper, requesting old magazines. Some people, who just want to clean out their basements or attics, may be glad to get rid of what they deem as simply "junk."

Perhaps you live in a neighborhood where several older people live. Ask them if they have any old magazines they don't want anymore.

You might just stumble upon a goldmine. Keep an eye on the local papers, and attend all estate sales, and tell everyone you know you're on the lookout for old magazines. A friend might know someone who has a huge collection of old magazines they're ready to set out for the trash. You never know unless you ask.

Once you've got some old magazines, go through them and start cutting out all of the old ads. Keep in mind, when we're talking about old or vintage, that doesn't mean you're confined to the 40s or 60s or 80s for that matter. You might just run across a rare ad featuring Michael Jordan or a campaign ad for President Clinton. Keep your eyes and your mind open.

How are you going to sell all of the vintage ads you find? Well, you could offer them to seller 237, or you can set up your own shop on eBay where you'll have instant access to thousands of potential customers.

If you do set up your own shop on eBay, keep in mind that you are rated on how well the transaction goes. So, always be professional in your business dealings. If you'd rather not enter the online marketplace at eBay, you might want to sell your old ads at flea markets, through classified ads or on your own website.

Niche eBay Market #3:

"A Product Anyone Can Find Locally and Sell On eBay for a Profit"

Who else wants to make a few extra bucks on a part-time basis? Here is how you can you can make extra money by buying a certain niche product that is readily available in your area and reselling it on eBay.

The product is used How To Books.

I like dealing in How To Books because they are relatively easy to find, their value can be quickly determined, they can be purchased for \$1.00 or less and the market is broader then purely collectable books. Whereas a collectable book is of interest mainly to collectors of rare books a How to Book is of interest to people who want to learn a certain skill AND it may also be of interest to collectors of books in general or on a specific subject.

How To books will generally not bring the money that pure collectable books will but I have been surprised by the amount some how to books have sold for. For example, a quick search on eBay turned up these gems:

- A book on Salmon Fishing sold for \$42.00
- A book on Building Log Cabins sold for \$177.00
- A book on How to Find Giant Bucks sold for \$51.00
- How To Service Your Own Tube Amp (stereo amplifier) went for \$49.00
- 1981 Book Titled "How To Perfect Your Golf Swing" went for \$36.00
- A 1948 Hat Making Book sold for \$72.00

You can get how to books from:

- Thrift Shops
- Yard Sales
- Estate Sales
- Library Sales
- Used Book Stores
- Book Sale Finder has a list of book sales by state --
<http://www.booksalefinder.com/>

Now lets look at the types of books you will be looking for:

- Pre 1980 (the older the better) OR Out of Print
- First Printing is a plus
- Hard Cover
- Dust Jacket is a plus but not mandatory
- How To/Informational/Hobby Books
- Out of Print best but not mandatory

Note: Only pay \$1 at the most for a book of unknown value.

Here are some specific types of books to look for:

Hobbies

- Photography
- Auto Specific Books ("How to Keep Your Volkswagen Alive" Book)
- Blacksmithing
- Clock Building and Repair
- Woodworking
- Magic
- Treasure Hunting
- Ironwork
- Pipe Smoking
- Dog Training (specific breed)
- Prospecting

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- Antiques
- Coins
- Buttons
- Medals
- Guns and other Weaponry
- Amateur Radio
- Golf
- Sailing (Yachting, Marine Life, etc)
- Fishing (specific type)
- Unusual Hobbies (rope making)
- Craft Making (specific)
- Dolls
- Leather craft
- Loom Weaving
- Quilting
- Baskets
- Lamp Shades
- Doll Houses
- Pottery
- Unusual or "lost art" Crafts (Tole Painting, Hat Making)
- Art
- Drawing
- Painting
- Sketching

Unusual

- How To Stay Alive In Vietnam
- How to Draw Occult & Horror
- How To Belly Dance
- How to Strip For Your Husband

Home and Garden

- Home Decorating
- Home Remodeling
- Garden Trellis
- Architecture

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- Koi Pond
- Bonsai

Self Help and Motivational

- Tony Robbins
- Jay Abraham
- Gary Halbert
- Dan Kennedy

Misc

- How To Repair (doll repair, watch repair, violin repair)
- How To Play (violin, banjo, harmonica, etc)
- Old Maps
- Lost Treasure
- Early Aviation

Now let's look at listing your books on eBay and how to position them for the maximum profit.

Think Fast: When you think of listing "how to" books on eBay which category comes to mind?

If you're like most people you would say the "Books" category. That is where most people list their books -- how to or not. In fact I see most how to books listed on eBay in the Books > Fiction/Non-Fiction category.

But, if you think in terms of your prospective buyer who is interested in, for example, photography he or she is probably not searching in the books category for products about photography. They will probably peruse the Sub Categories under Cameras & Photos for items of interest. And, one of those sub categories just happens to be Manuals, Guides & Books. So, the best place to list a book about photography would be the sub category Manuals, Guides & Books under the main category of Cameras & Photos.

In fact, I just listed and sold a book about Black and White

photography on eBay. My item, listed in the proper category, sold for \$11.00 and had 4 bids. Another person selling the exact same item BUT listed in the Books > Fiction/Non-Fiction category had 1 bid and sold for \$4.00.

So be sure to list your how to books in the category that is specific to the subject of the book. Many times there will not be a sub category for books on a certain topic but you can always find an appropriate sub category to list them under. If all else fails there is usually an "Other Item" sub category under most main categories.

Before you list your how to books do a quick search on <http://www.abe.com> and/or <http://www.alibris.com> to see what used book dealers are getting for the same book. You may find that you have something of collector interest that you can sell for a higher price. At the very least a quick Alibris or Abe search will give you an indication of what price to start your auction at.

As a general rule if I find a book is listed at less then \$20.00 on Alibris or Abe I will start my auction at \$1.99. That gives me a small profit even if the book only sales for the opening bid. Books that are valued at more then \$20.00 I will generally start the bidding higher and I will also do more research to see if others have successfully sold the book on eBay in the past. If they have and the book closed at a relatively high price I will study their auction to see if I can figure out what they did that I can duplicate.

The next area you should look out when listing your how to books is keywords. You want to get as many relevant keywords in the item listing as possible. You can find a list of the most searched keyword phrases on eBay at: <http://buy.eBay.com> These are the top keywords that people are using to search for items on eBay. Look through this list and see if you can find other relevant keywords that you can include in your auction title. For example, one of the top keywords (as of right now) is Vintage. If you have a book that is 40, 50 or more years old including the word Vintage in your title would be appropriate and may help your listing get more exposure.

Another thing that I do to "keyword load" my auctions is to scan the Table of Contents of the books I list and include the scanned text in the description. (note: scan as a document not an image) The Table of Contents is a gold mine of highly relevant keyword phrases. While I am at it I also scan the Dust Jacket description of the book and the cover image. I include the image as a Gallery Picture (extra 35 cent cost but worth it) and I use the Dust Jacket Description as the first part of my Auction Description. That along with a couple of lines about the condition of the book and the Table of Contents makes up my auction description.

In Summary

Find Hardcover How To book at:

- Thrift Shops
- Yard Sales
- Estate Sales
- Library Sales
- Used Book Stores

Never pay more then \$1.00 per book.

Scan:

- Cover
- Dust Jacket Description
- Table of Contents

List books on eBay in a Subject Specific Category (not in the Books Category)

Niche eBay Market #4:

“Turn News Into eBay Profits”

If you're quick enough, sometimes news items can turn into healthy profits for you on eBay.

People collect just about everything, and during election years, political junkies and historical enthusiasts are ready to dish out cold hard cash for what they perceive will be a collectable or an historically worthy item down the road.

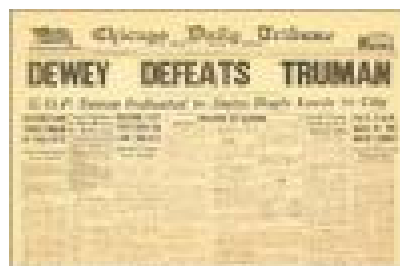
Some of you may not be old enough to remember the 1948 blunder by the Chicago Daily Tribune. It was an election year and President Truman was in the political battle of his life against Republican opponent, Thomas Dewey.

For several reasons, the national press, Republican Party, and even many Democrats did not expect Truman to be re-elected.

In the early hours of November 3, 1948 the Chicago Daily Tribune prepared its presses for what almost everyone expected to be the outcome of the day's election and went to press with the headline: Dewey Defeats Truman.

When later in the morning it became clear that Truman had in fact won the election, the Chicago Daily Tribune did everything possible to retrieve all delivered copies, but with limited success.

As a result, today a copy of this infamous edition goes for around \$600. One eBay seller attempted an ambitious auction for \$1,750 but received no bids.



A more recent case of news making money is the July 6, 2004 cover of the NY Post stating that presidential candidate, John Kerry had picked Dick Gephardt as his running mate. Within minutes of the paper hitting the streets, quick and clever eBay sellers had copies of this journalistic error up for auction.

Amazingly, copies of the 25-cent paper were selling easily for as low as \$6.00 with a few early "Buy It Now" options going for over \$50.00. One auction topped out at \$76.00 after 22 bids!



Niche eBay Market #5:

“How to Profit From Highly Targeted Reference and Study Guides”

Cheat sheets, also known as crib sheets or study guides, are the paper-based one-stop-shop for everything you need to know about a particular subject. These subjects can range from anything from basketball to knitting or sewing, and cheat sheets make perfect study guides for students to jog their memories.

Typically, a cheat sheet will be on a single sheet of paper, mounted in plastic laminate and contain a summary of every topic on which ever subject the cheat sheet is about. The use of the word “cheat” is a little misleading, and refers only to the fact that the cheat sheet saves you from referring to a manual or guide book by having the information you need in one place.

Ebay seller “[zbay_direct](#)” has a feedback score of 400, with 99.5% feedback. Selling cheat sheets on all manner of academic subjects, they are each listed with “Buy It Now” prices of \$9. Currently, “zbay_direct” lists cheat sheets on the subject of networking, each sheet carrying all of the information necessary for the buyer to cram in advance of taking an exam for a Cisco networks qualification.

Cheat sheets are incredibly useful tools, and can be easily created by anyone with good knowledge in a particular topic or area. A quick browse of eBay reveals that other cheat sheets on offer include poker rules, bartender drink recipes, digital camera instructions; other subjects suitable for this treatment might include a guitar chord guide, rules of a sport such as soccer or horse racing, the Periodic

Table, trivia about pop music or a particular band, or even a list of cheat codes for console games.

A browse of the items "[zbuy direct](#)" has listed on eBay at any one time reveals images of the cheat sheets – these are very attractive, well laid-out objects that have had plenty of thought and planning applied to them. This particular level of design isn't a necessity.

As described earlier, cheat sheets are usually laminated, although this isn't always necessary. However, if you're creating a cheat sheet that will be referred to often or used in a work environment you will probably want to laminate them to increase durability.

There is a vast market in cheat sheets to be explored, so get creating! You might know someone who is studying a particular subject either at school or at work – they're just the sort of customer you're looking for, and you might just learn something yourself!

Niche eBay Market #6:

“A Certain Cheap Collectible Product You Can Buy Now that Consistently Increases In Value 250 – 700 Percent”



What do Bob Hope, Ronald Reagan and Julia Child have in common?

- A) They each appeared on film and TV
- B) They all lived in California
- C) They are each deceased
- D) Their memorabilia sold for high \$\$

Answer: All of the above

Immediately upon their passing, their memorabilia sold for high dollars on eBay! Why? The same reason some artists' paintings increase in value upon their death - there are no more paintings to be had.

When Bob Hope passed away on July 27, 2003, hundreds of new 'Bob Hope' auctions appeared on eBay within hours. Crass? Maybe. Capitalistic? Probably. Profitable? Definitely!

Non-renewable memorabilia such as autographs, limited edition photographs, out of print films, etc., can sell for hundreds of dollars.

When a celebrity person passes away, what they touched or owned becomes a part of history and people are willing to pay well for it. Items such as original portraits, out of print posters, lobby cards, and

the like are also highly desirable.

Here are some interesting numbers I pulled from eBay a couple of hours after the death of Katherine Hepburn:

Before Death (completed items)

Items Listed: 330
Avg Bids per Item: 1.2692
Avg Final Value: \$6.68

After Death (completed items)

Items Listed: 228
Avg Bids per Item: 3.34
Avg Final Value: \$49.30

That's a *738% increase* in value in just a few days time!

Here are the numbers for Bob Hope:

Before Death (completed items)

Items Listed: 150
Avg Bids per Item: 2.93
Avg Final Value: \$8.60

After Death (completed items)

Items Listed: 283
Avg Bids per Item: 3.30
Avg Final Value: \$23.81

When President Ronald Reagan died on June 5, 2004 within hours hundreds of auctions hit the eBay boards. One item, a high school year book which he signed to a fellow student sold on eBay for \$2,291.00.

When chef Julia Child died on August 13, 2004, as expected, within hours hundreds of auctions were posted. But, unlike 'flooding the market' with other types of items, celebrity memorabilia is more unique. Rarely are identical items (except autographs - and even

those are each unique) are up for sale. Case in point: JULIA CHILD The Way To Cook 6 VHS SET OOP RARE which sold for \$355.00 and Julia Child SIGNED From Julia Child's Kitchen 1st Ed which sold for \$250.00.

What do these sellers know that you don't know?

Many collectors, who are in it for profit, buy memorabilia while an aging celebrity is still alive for low dollars and hold on to it until the celebrity passes away. At that point, they put their collection up for sale and can make a handsome profit.

Niche eBay Market #7:

“How To Profit from All Those Discount Coupons You Don’t Use”

We all have them -- a drawer stuffed with discount coupons that you’re never going to use but you can’t bring yourself to throw away until they have been expired for six months or the drawer is so stuffed full you can barely open it anymore. The good news is that sellers on EBay have found a way to make money from those unwanted coupons, discounts, and points offers. If you take some time to peruse the Reward Points and Incentive Programs section of EBay, which is actually listed under the tab of Everything Else, you might find a good way to make a little cash on items that you aren’t going to use anyway.

For instance, there are several sellers that are offering cigarette points for the different brands that have point incentive programs like Winston and Marlboro. If there is a smoker you know that isn’t using their points, gather them up and sell them on EBay.

Others are selling airline miles, which for some people are a much-coveted item. Moms will love the Box Tops For Education, which are worth money to their local schools to buy school supplies and equipment. These are found on many different products, including Betty Crocker, General Mills and Gold Medal Flour, to name a few. Since you buy these things anyway, take a moment to clip out the Box Top coupons and when you have a bunch, sell them. Chances are there is a parent out there who will buy them. Other point programs are featured, like Kool-Aid, Kellogg’s, Pampers, etc. If you

are paying attention, you can spot point programs and incentive rewards on lots of different products.

There are a lot of great coupons, too. Coupons for larger dollar amounts seem to sell well. One seller was offering Fashion Bug coupons that gave you \$20 off a purchase. Another seller was offering Bath and Body Works coupons that gave you free trial merchandise. You can see coupons for The Children's Place, REI, Linens and Things, etc. Popular, higher end store discount coupons will always do well. By asking friends and family for their unwanted or unused coupons, you can turn them into money. There are a lot of people out there who like to use coupons and discount offers when they shop.

There are seasonal items, too. Lift tickets at many different ski resorts around the country for very reasonable prices could make you a lot of money if you know someone at a ski resort or you can get your hands on discount lift tickets. Or, if you come across some discounts on great vacation offers, you could probably sell them easily, too.

While you will probably not make a fortune in this category on EBay, you can still take that drawer full of stuff and get rid of some of it while pocketing a little spending money in the bargain.

Niche eBay Market #8:

“Breathing New Cash Into Old Radio Equipment”

Willis Bird became an amateur radio operator (ham) when he was in his last year of high school. This hobby began with Willis building a transmitter from old radio parts. For the last 53 years he's been a ham radio operator and was an intercept radio operator in the United States Air Force for most of his four year enlistment. You could say Radio electronics has been in his blood for a long time.

However, times change and with it the electronic world has changed rapidly. Willis and many people like him get nostalgic for the good old days of his early radio period. They like the glow and warmth of tubes which have been replaced by transistors and many other innovations. The look of the face of communications receivers just isn't the same. In fact all radios have had a transformation. But the old days have a strong attraction for many people. Unfortunately, the old radios do not broadcast the old radio programs and music that goes with their times. But they can add to the décor of the house if the cabinets are in good shape. Retro is back in style again and with modern telephones having the look of old phones, the old radios can fit right in.

Go to your favorite search engine such as Google and enter “Antique Radio Classifieds” and see what comes up. You will find a number of places to find such equipment. These old communications receivers are affectionately called “Boat Anchors” because they are so heavy. The parts have since been greatly miniaturized but in the past they were quite heavy...as is a boat anchor. So look under “Boatanchors” as well in the Classifieds. Other categories are Ham Radio Classifieds or Amateur Radio Classifieds and check under *boatanchors*.

Other good places to search for old radios, record players (78 rpm and 33 1/3 rpm) would be at Flea Markets, Antique Shops, Junk Shops, Goodwill Stores, and Military Surplus Stores. Sometimes an ad in the local paper will bring out an old treasure for you to look at from an old dusty attic. While you are looking, don't forget old ads of antique radios. You can sell them outright or make wall plaques of them for sale. That would be a unique item but has a very small target group.

As is always the case, when you are looking for these items, you will run across a number of items that fit the category that may not have been mentioned here. Use your imagination and turn them into big bucks. I guarantee that eBay will probably have a spot for it!

Niche eBay Market #9:

“Cashing In On Vintage Computers”

The home computer market is now around 30 years old. As technology improves, we tend to discard our older equipment in favor of the more powerful machines. But what happens to these old PCs?

They get new life breathed into them by enthusiasts, of course! These enthusiasts are similar in character to the old computer pioneers of the 1970s and their interest is often the same – they want to tinker with and program these old Tandy, Apple and CDC computers.

A quick eBay search under the term “vintage computers” reveals a whole wealth of home computers from the 1970s and 1980s, and one or two IBM compatibles from the 1990s. But why would anyone want an old, relatively useless computer? There are several reasons – many of the older models such as the original Apple are highly collectible, some collectors strive to amass examples of every model made, and they are still very educational machines – some even have special talents that even our PCs and Macs don’t have.

If you’re still doubtful, take a look at this. At the time of writing, a Vintage Kaypro 10 Luggable Computer is bid up to \$122 dollars with three hours to run. The RE-PC Online Store (link: <http://stores.eBay.com/RE-PC-ONLINE-STORE>) is run by “repc_auctions” who is an eBay “Power Seller” with feedback of 554. This sellers’ stock ranges from vintage computers to components such as circuit boards and printers.

These vintage home computers are not difficult to acquire. You should ideally be looking out for machines from the 1980s and 1970s.

If planning to buy stock on eBay, steer away from individual computers such as the Commodore or Spectrum brands. These were mass produced machines in the 1980s and are very common; however instances of them coupled with printers or storage devices (disk drives, tape drives) can be profitable.

Like the majority of eBay listings, suitable stock can be found in the real world – attics, boys or thirty-something men’s bedrooms, as well as the storage departments of large organizations. Second-hand and charity shops and garage sales would also be excellent sources of old computer equipment.

Investigate the auctions, look into the history of home computing and familiarize yourself with your market. Original machines from the 1970s include the Commodore PET, the Apple, TSR and home-build machines. More information on all of these can be found both via eBay and a search on Google.

Don’t forget there are plenty of sidelines to vintage computers, such as software, controllers (mouse, joysticks) and the vital magazines – how else would an enthusiast spend his time with one of these antiques but programming code printed in the back pages of one of these magazines?

Niche eBay Market #10:

“Hello Dolly: the Basics of Vintage Paper Dolls”

Vintage paper dolls span a wide range of possibilities for E-bay sales. They appear in boxed sets, children's and women's magazines, advertising, comic books, celebrity and movie star dolls, and greeting cards.

Places to find dolls include auctions, particularly estates of teachers or closing schools. An excellent source of paper dolls are old magazines, such as women's or children's or newspapers. Two sources that can yield highly collectible dolls are the Lady's Home Journal from 1908-1915 or Good Housekeeping 1919 to 1921.

In selling your dolls, grade them accurately. Paper dolls are graded like comic books on their condition. The levels are:

- Pristine Mint : Perfect unopened package with seals unbroken. No aging. (antiques will not fit in this category).
- Mint : Like new, with pages uncut.
- Near Mint : Almost perfect, uncut, may show slight wear/defects when closely inspected.
- Very Fine : Slight wear, uncut, maybe slightly wrinkled or creased at staple. No yellowing or brittleness.
- Fine : Uncut, flat, clean, no creases or folds. May show minor aging/yellowing.

- Very Good : As high as hand cut dolls can get unless originally a die cut piece.
- Good : Used, cut or uncut.
- Fair : Well used, original book/package missing, may have missing parts.
- Poor : Major damage, incomplete, soiled, or very age damaged.

Store paper dolls carefully: don't put them in sunlight, and keep them in archival quality envelopes. Don't expose them to temperature extremes or moisture.

Look on doll BBSes and forums to discover what artists are highly sought after. When listing items, you will want to include the publisher, title, code number, and publishing date. If the artist's name is known, include that.

Learn a little history so you can judge the period of a doll. The first manufactured paper dolls were created in London in 1810 by S&J Fuller. In the 1820s England exported boxes of paper dolls to America. In the 1830s, the first celebrity doll, showing ballerina Marie Taglioni, was published. Queen Victoria appeared later as a paper doll along with another ballerina, Fanny Elssler.

The largest American manufacturer of paper dolls was McLoughlin Brothers, which started printing in 1828 from wooden blocks. The sets sold for five or ten cents and featured Dottie Dimple, Lottie Love, and Jenny June. Milton Bradley bought the McLoughlin Brothers in 1920.

Other info to help place an early doll:

- Peter G. Thomson published dolls in the McLoughlin style which sold for eight to fifteen cents in the 1880s. Dolls included Pansy Blossom, Jessie Jingle, Lillie Lane, Bessie Bright and Nellie Bly.

- In the 1880s, Dennison Manufacturing Company used crepe paper to add dimension to the paper costumes and started a forty-year trend.
- European manufacturers produced color lithographed dolls from the 1870s to the 1890s. Subjects included famous actresses and European royalty.
- In 1866 Raphael Tuck became the best known manufacturer of paper dolls, with New York and Paris offices and made dolls into the twentieth century.

Niche eBay Market #11:

“Modern Day Uses for Old Typewriters Bring Cash”

Here’s a strange one: Vintage Typewriter and Adding Machine keys are a hot item on EBay.

And while many people buy them to replace damaged or missing keys on their antique typewriters, there are actually many other uses for them, as well. These keys are a great three-dimensional item that is very popular right now for scrap booking enthusiasts, and they are even used in making funky, eclectic jewelry.

So, whether your customers on eBay are desperately looking for that missing “K” and the semicolon key for their vintage model, or whether they want them for something else, these old typewriter keys are something to consider when deciding what to sell on eBay that is not being sold by everyone else and his brother.

The average price for these typewriter keys varies. Complete sets obviously go for more, but sets with rare and colored keys seem to fetch around \$40 and up. However, on eBay, the prices are all over the place for the different kinds of keys. By doing some research about which kinds of typewriter keys are most valuable, it will make it easier to set prices accordingly.

There are plenty of places to find typewriter keys: Estate sales, garage sales, yard sales and flea markets are always a good place to start. The merchandise at these types of sales is always interesting, and is usually a great way to while away an afternoon or a Saturday. You may find other treasures besides the vintage typewriter keys you went looking for!

Another good way to get these keys is by placing a classified ad in your local paper. Classified ads are cheap – especially the penny saver or trader type papers -- and can often yield great results. What one person is going to throw away as trash can turn out to be another person's ticket to some extra money.

Another idea is to let newspaper printers, schools, museums, and senior citizen centers know that you would be happy to take any old typewriters off their hands if they come across any, and offer a fee for doing so.

Once you get some vintage typewriter keys together, it is best to sell them in lots. This way you will earn more money, and if you have mixed lots, it is all the better, as most buyers don't want a full set anyway. These keys can be listed in a variety of categories on eBay, including the jewelry and watches, crafts and business and industrial sections, which will bring in many types of buyers for your item.

Niche eBay Market #12:

“Make a Bundle with Unused Gift Cards”

Gift cards have become very popular gifts. However, not everyone who receives these, as a gift, actually use them. For some people, the gift cards are unwanted and totally useless. If these people can get some money (even 20% of the value of gift certificate) for these unwanted gifts, it would be a better deal for them then just carrying the gift card around for years (or letting them expire).

If you check eBay you will find that most of these gift cards draw many bids and usually close at very close to their face value. It's almost like selling cash.

You can buy these gift card by advertising in the classifieds section of your local newspaper, penny shopper and trading post etc. Remember that you are looking to buy unused (but still valid) gift cards. Most gift cards have a toll free number on the back so you can call and verify the balance.

As far as the buying/selling price goes, you can start with determining the price by looking for the same or similar gift card auctions on eBay. You can keep your buying price at 50-60% lower than the selling price on eBay. In fact, it's a good idea to prepare a price list beforehand, by doing your research on eBay. You can publish this price list on your website and provide a reference to the same in your advertisement.

You can collect the gift card by either visiting the person who is selling it or by asking that person to mail it to your address. If receiving by mail, promise to send them a check within a decent time frame (say within 3 days of you receiving the gift card). You could also mail them a check along with pre-paid return envelope that they

can use to mail the card back to you in. If you do this you can use two methods to protect yourself from people who would cash the check and not send you the card:

#1) Post date the check 5 days and tell them that payment on the check will be stopped if you don't receive the card within 4 days.

#2) On the back of the check – right above where the recipient endorses the check -- write: Endorser to mail card within 24 hours.

(Note: It is doubtful if either of the two methods above could be used to collect payment in the event the seller defaults. However, it will make them think twice about cheating you.)

Tip: You could do two different buying rates for each gift card - One for collecting the gift card in person and the other for receiving it by mail (of course, the first one would be lower as it would have to cover your conveyance costs too).

Also, let all your friends and acquaintances know that you are buying gift cards. Sometimes, word of mouth helps spread the news faster.

Resources:

Gift certificates are popular:

http://money.cnn.com/2005/11/01/news/fortune500/gift_cards/

A sample gift certificate auction on eBay:

http://search.eBay.com/gift-certificate_W0QQfkrZ1QQfromZR8