

save
or
Make
Money on

eBay[™].com.au

By

Ron Atkinson

How to save money or Make money

On

Ebay.

Ebay is the largest ‘garage sale’ on the internet. It appears that no matter what you want to buy or sell can be found on Ebay.

This item will show you how to save many dollars when buying goods on Ebay, as well as some tips on how to get more dollars for your item when you sell your items.

Buying Items.

There is an art in buying things on Ebay. Firstly, in most cases you have a choice to buy on auction or use the buy now price

and not have to wait for the auction to finish, which could be up to 7 to 10 days away. It is very important to find out how much the item will cost you at a regular shop down the road or elsewhere on the internet, and also any deliver or postage costs. If there is a delivery cost you must treat this as part of the cost of the item. Let us use an example, let us suppose that you want to buy a camera, brand X and model Y, in a shop down the road you see that you can buy it there for, say \$200.00 including any delivery costs. Now you will look up that same brand and model number on Ebay, have a look at the postage (e.g. \$20.00) and or insurance prices (e.g. \$10.00) and deduct those amounts from the price down the road, which now is down to \$170.00. That now means that we must not spend more than \$170.00 for it on Ebay

otherwise it would end up costing us more than we could get it down the road. Now take note of any buy now prices and unless time is an importance, I would opt for the auction. If it is less than the \$170.00 and you want it quickly then purchase it with the buy now price.

However, as I mentioned I would opt for the auction, now, even if the auction price is only 10 cents you do not place a bid on it yet. This is a mistake a lot of people make, auctions thrive on ‘frenzied bidding’ where people start bidding against each other, and for you that is not good as it will inflate the price. As I would be bidding on this item in the hope of saving money, I would say to myself that I would not bid over, say \$130.00. That would then show me a minimum saving of \$70.00 if I win the auction. So, do I bid yet? NO! I would

put the item in my 'Watching List' and wait. Over the few days till the auction finishes I will just keep a check on it, if the auction price exceeds our \$170.00 then I delete the item and look again for another.

I now wait until 5 minutes before the auction finishes, and if the price is still low enough, I will log-in to my account as you need to be logged in the bid and logging in at this point saves considerable time when placing the bid. Then when the clock gets to one minute I place my bid for \$131.56. This leaves very little time (if any at all) for your opponents to overbid you.

So now you ask "Why such an unusual amount?" The answer is that it is the highest bidder wins, and if your bid is the same as another bid, the older bid wins. You have to think that the other bidder is

smart, and also wants to bid 130.00 but he thinks that going to 131.00 will win it for him. I recently won a bid by only 56 cents over the other bidder, I stayed ‘under the radar’ by waiting till the last minute, I ended up saving over \$250 using this method. Another trick is to go for items that finish about 1am to 2am, so yes, you have to stay up late, but it could be worth your while as there will be fewer bidders awake at that time and that means less chance of being out bid.

SELLING ITEMS.

Selling items requires more thought and a different approach. I have mentioned before the ‘frenzied bidding’ where it is not wanted in buying items, however in selling items the seller just rubs his hands

together if a lot of people start bidding against each other meaning that he will get a higher price for his item. One thing is to put a buy now price on the item, this amount should be one that you are satisfied with and also put an initial auction price of \$100. Next, I would pay a bit extra in the listing to have a delayed auction and time it to finish about 9.00pm on a Sunday evening. This will maximise the ‘frenzied bidding’ as some people have all weekend to surf the Ebay pages and they will be more interested and ably to await the auction close time and hopefully add more bids.

I would also make sure that you have at least one photograph of the item in the listing. Finally, protect your rating like gold, when you receive money for your item, make very sure that it is packed well

and posted at the FIRST opportunity, if something holds you up from doing this, let the buyer know ASAP.

With ratings for items I have sold, I will post the rating as soon as I receive the money, and as a buyer I post it as soon as I have the goods in my hand. If there is any dispute raised deal with it promptly and fairly, do not let it drag on otherwise a negative rating will result. You have to act professionally in all your dealings. Following these guidelines will result in much savings on purchases and more profit in sales.

SECURITY OF BUYING ONLINE.

Buying on Ebay is very secure, to set your mind at ease a few points are worthy of note.

I prefer to ALWAYS pay using PayPal, should there be a problem, such as a non-delivery of your item you can notify both Ebay and PayPal for assistance. But only go to that extreme after contacting the seller to get him to rectify the problem, then if he won't or doesn't reply to your emails then is the time to notify Ebay and PayPal.

FEEDBACK

It is up to the individual as to when to leave feedback, however in my case, if I am selling something I will leave the feedback as soon as I receive the payment, for I know I will do everything right in supplying the goods quickly and safely. However I know some sellers will wait until the buyer has left feedback which for me is playing tit for tat. When I am buying

something I will leave feedback as soon as I receive the goods and make sure they are exactly what I ordered and that they are not damaged and also that they got to me in a reasonable time depending on where in the world they come from. It is this feedback that determines the rating a person acquires, for every positive feedback you receive your rating increases by one (1), and for every negative feedback you receive your rating diminishes by one (1) and they also effect the % of positive feedback that shows in the 'Seller Info' section at the top right hand side of each item for sale. So, common sense should prevail and make you determined to obtain a high rating number and keep it at 100%. When checking out a seller if he shows less than 100% positive, click on his username in

the seller info box and this will take you to see his feedback where you can get a better and total view of feedback he has received, you can then make an informed decision as to whether to deal with them or not.

I have been dealing on Ebay since March 2000 and have not had any bad deals, I am always surfing their site, the largest 'garage sale' in the world.

Good dealing.

Ron Atkinson