

Guide to Selling Heritage and Vintage Tools and Machinery

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1. Create an inventory of the items you have to sell.
2. Separate items into categories like machines, power tools, hand tools, materials, and supplies.
3. Research prices using Google, eBay sold items, Facebook Marketplace current items, Etsy, and vintage tool websites. Keep in mind that the asking price of items for sale is not necessarily the actual value. The value of your tools and machines that are current or recent models can be determined from current prices. If the tool you have is recently made and in excellent condition, then figure its value is 60% of the current retail. Decrease the value as the condition decreases.
4. If you have a lot of items to sell, then consider having an estate sale. Pick a Saturday that does not conflict with a holiday or an event like the fishing opener. Run the sale from 10 am to 2 pm. Have a lot of friends at your sale to oversee, make sales, and collect money. Consider restricting the number of buyers who can enter the room at one time. Create an ad for the sale that gives a buyer good reasons to attend. Show pictures of your best items, and pictures of lots or the entire lot.
5. If you have fewer items that have greater value, then consider selling them piecemeal listing them on the Woodworkers Guild's website, Facebook Marketplace, or Craig's List. Show lots of good pictures and give very accurate descriptions. Be prepared to be scammed. Remember that if it sounds too good to be true then something is wrong. Do not trust anyone you don't know. The current Facebook Marketplace scam is they to ask to contact you by phone to prove you are real. I know, that in itself sounds crazy! Then they want to send you a code. That code will compromise your computer or phone. The current Craig's List scam is to ask you to ship the item to them or they say they will have their shipper pick it up. They say they will pay you extra for this and they ask for your PayPal email address. If you give

them that address (DON'T), then they send you some amount greater than the amount you agreed upon. Then they ask you to refund them the difference that they claim they sent by mistake. If you do that, then you find out they never actually sent you any money in the first place because the transaction was made using a fraudulent account. I've heard this scam too using a money order sent as payment.

6. Do not put yourself in a vulnerable situation. If you accept people coming to your house to look at items you have for sale, then have at least one capable male friend or family member with you for protection. Meet and greet the buyer in your driveway so you can evaluate them before they enter your house. It's a good idea to get a photo of their license plate if possible.
7. If you are selling something small and very valuable, then contact your local police department and find out if you can make the sale in their lobby. Most police stations will allow this.
8. Accept cash only for payments. Know how real money looks and feels. Review the bills given as payment before you turn over the sold item. If you are at all suspicious, then go with the buyer to your bank and have the bank confirm the validity of the bills.
9. Hone your negotiating skills. Set your asking price at the value you want to be paid for the item, do not inflate it with the anticipation that you will be asked to sell it for less. Doing that will drive away serious buyers. Be prepared for offers less than your asking price. Accept any reasonable offer. Keep in mind your goal is to sell your items.

Vintage Tools and Machines

Do your research, but most old common hand tools have no value; tools like hand saws, hammers, screwdrivers, pliers, wrenches, brace drills, and auger bits.