**Furniture & Equipment Flipping**

**Introduction**

There are liquidation companies that auction off items from commercial properties for cheap. Here are two legitimate websites I found:

* <https://aacbid.com/>
* <https://restaurantequipment.bid/>

There are more as well, but they require further research:

* <https://liquidations.walmart.com/>

I’m also interested in IRS, FBI, CIA, DEA, & Police auctions (especially their vehicles, but that requires more capital to start, involves a lot more traveling, and requires a lot more expertise)

I will use the internet to do research and find the comparables of the product I’m buying. I will use:

* Google
* Ebay
* ChatGPT
* Reddit
* Facebook Marketplace

To find an accurate sale price to estimate where to sell.

I will then record my research into an Excel sheet for all items I’m interested in, listing:

* Comparable items on the internet
* My bid limit
* Estimated sale price (on my end)
* Other notes

I plan to buy items I can confidently sell and flip them for a profit. I will post these items on FB Marketplace, Reddit, Ebay, Mercari, Instagram, etc. I can also cold-call places to sell equipment to and sell it to other second-hand dealers.

My goal is to make a minimum of 1.5x on each investment and at least $100 profit.

**Bidding Strategy**

* Come in with a number – The auction is only profitable if you can sell the item for a profit. Do your research to find what is the maximum you are willing to purchase, and make sure it isn’t a ‘regular number’ like $100, $150, or $1000. Limits like $111.28, $154.39, or $1082.45 allow you to surpass similar limits that competitors had. You're winning the auction for a few more dollars, and it looks hard-fought.
* Read the Description – Sometimes, certain bids may have different bid increments, have different rules, or have some shipping/transportation complications (LIKE REFRIGERATORS(AVOID!)). Make sure to read each description and clearly understand what you are bidding on.
* Use ‘Ugly Numbers’ – People love to use whole numbers, especially when incrementing a bid, so to beat them, throw in an extra dollar or two and some change.
  + Instead of bidding $1, $10, or $100, I should bid $1.27, $12.49, or $105.89
  + These numbers usually beat people’s maximum bid (if they set one), and you get to mess with their psyche by making them question the ‘random’ number
* Don’t be afraid of a big market – The whole point of having a lot of bidders in a bid creates competition which drives up the price, which may seem daunting. The people who want to win the auction the most will get it, so don’t let the irrational fear discourage you, the competition is easy to wave away.
* Don’t show your cards – There is no point in bidding early; you are just revealing your interest to everyone else. Wait until the last 5 seconds of an auction if it closes at a hard stopping point to ‘snipe’ the bid. If the auction adds additional time for ‘last-minute’ bids, you should ‘snipe’ the bid by buying before the auction starts rewinding the clock.
* Control the flow – Bidding small doesn’t deter competitors; bidding big does. But what people don’t understand is timing. An initial big bet turns into a violent bidding war pretty quickly, so use the ‘shock’ factor of a big bid at the final moments of an auction. You can also ‘Slow’ people’s bets down by gradually decreasing the bid size, right before making a huge bid at the end. Just make sure not to annoy them too much.

**Target Locations**

Within a 5hr driving distance + traffic (1 way)

5786 State Route 96, Building 328, Romulus, NY 14541

* Hoboken: 4hr 30min
* Pittstown: 4hr

175 Lowrey Place, Newington, CT 06111

* Hoboken: 2hr 15min
* Pittstown: 3hr

2890 Emma Lee Street, Falls Church, Virginia 22042

* Hoboken: 3hr 45min
* Pittstown: 3hr 30min

541 Arsenal Street Watertown, MA 02472

* Hoboken: 3hr 30min
* Pittstown: 4hr 15min

**Notes**

Make sure to Update the excel sheet before and after each auction!

Big Ticket items >= $500 usually fetch high prices aftermarket, look at these!

High end Refrigerators, Ovens, and Ice-Cream Machines fetch a lot of money

For [restaurantequipment.bid](https://restaurantequipment.bid/) they run the clock back for an additional 3 minutes when anyone places a bid within the last 3 minutes of an auction.