

From Hobby to Hustle: 10 Tips for Making Money from Antiques

Learn how to build a lucrative business from antique collecting with these ten tips

MIAMI, FLORIDA, U.S.A, May 4, 2023 /EINPresswire.com/ -- Interested in turning a hobby of antique collecting into a profitable venture? With the increasing popularity of antiques, some people are turning their hobby into a profitable side hustle or a full-time career. But to make a decent living from antique collecting, the hobby needs to be approached strategically. And luckily in this article, Avi-Meir Zaslavskiy gives 10 tips that both collectors and sellers can use to kickstart their career in antique collecting and enjoy a successful and fulfilling journey. Dig in!

- Start by learning the basics: "Before you start buying and selling antiques, you need to know what is valuable and what is trash," says Avi-Meir. Research the different types of antiques, including their history, materials, and market value through books or online materials. This way, a collector can identify valuable pieces and avoid purchasing overpriced or fake items.

- Build a niche: "Once enough research is done, the next thing to do is to narrow down your focus to a specific niche," says Avi-Meir. Antiques and collectibles are very broad and it might be difficult to know everything about them. But by narrowing down — choosing one area to deal in



Clock antiques



Female artist painting vintage picture frame

— a collector can become an expert in that area. This will help him know how to buy and sell to the right people.

- Attend auctions and estate sales: One of the best ways to find valuable antiques is by attending auctions and estate sales. These events also offer an opportunity to discover unique pieces that can be bought at a lower price than what is sold in a shop. "So, keep an eye out for upcoming auctions and sales in your area — you might just find something very valuable," says Avi-Meir.

- Network with other collectors: Networking with other antique collectors can be beneficial in many ways. "Not only do you learn from their expertise and experience, but you might also get an opportunity to buy or sell antiques through the connections you have made," explains Avi-Meir.

-Buy with passion: "Buy what you love or else you will find it difficult to sell to others." When collectors invest in pieces they don't have a genuine interest in, they find it extremely difficult to connect to the items or talk about them with passion. This can lead to regrets. "So, go for what you love. It is a hobby, not a life sentence," says Avi-Meir.

- Clean and maintain antiques properly: Antiques require proper care and maintenance to retain their value and appeal. "Regular maintenance helps your antiques look better and attract more buyers," says Avi-Meir. So, clean them regularly and store them in a cool, dry place away from direct sunlight. Also, avoid harsh chemicals or abrasive materials while cleaning.

- Avoid buying fakes: Not all antique sellers are trustworthy. Some can actually reproduce the original pieces to make more money. Learn how to spot fakes and if in doubt, take it to an expert or don't buy it at all.

- Build an online presence: In today's digital age, having an online presence is essential for any business, including antique sales. Create a website or social media profile with high-quality images and descriptions to showcase collections and connect with potential buyers.

- Set fair prices: Setting fair prices is crucial to making a profit when selling antiques. Don't be too greedy and set high prices or undervalue your antiques and sell them at a lower price. "Research the market value of antiques and consider their condition, rarity, and demand before deciding prices. Negotiate properly with buyers and set fair prices to help you build a reputation as a trustworthy seller and attract repeat customers," explains Avi-Meir.

- Sell through consignment: Consignment can be an ideal option for selling antiques, especially if a collector does not have the time or resources to do so by themselves. "Consignment shops and dealers like 999Consignment sell the items for you and only take a percentage of the sale price as a commission," says Avi-Meir. This option is both convenient and profitable.

- Go for rare pieces: Not all antiques are valuable. Look for rare items that are in demand and

only few sell. While they might be expensive, they will surely bring a high ROI when sold in the future.

- Stay up-to-date on industry news: Subscribe to antique publications, attend conferences and events, and stay connected with industry professionals to stay current on the latest developments in the field. This knowledge can help collectors make informed decisions about buying and selling antiques as well as keep them informed about market changes.

- Know the market: It's important to remember that the value of antiques can fluctuate over time. While some pieces may increase in value, others may lose their appeal or demand on the market. Therefore, it's important to stay informed and flexible when buying or selling antiques.

Making money from antiques can be rewarding and profitable. However, it takes time, effort, and knowledge to succeed in this field. By following these tips and staying committed to learning and improving, anybody can turn their love of antiques into a steady source of income.

Happy antique collecting.

Avi-Meir

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