First Card Show Vendor Kit

Prepare your collection, run a clear table, and understand what you sold.



A practical first-show plan for selling cards you already own. Build a usable inventory, explain condition, set asking prices, record transactions, and review the day with six printable worksheets. All financial examples are fictional.

GUIDE AND PRINTABLE WORKSHEETS

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Separate Observed Sales from Asking Prices

An asking price tells you what a seller wants. An observed completed sale is evidence of a past transaction. Neither guarantees what your card will sell for at this show. Start with the exact identification from your inventory and compare like with like: issue, variant, language, condition, quantity, and grading company and grade where applicable.

Record a small set of relevant observations with source, observation date, sale date, currency, item price, shipping treatment, and any limitation. A three-card lot is not a direct comparable for one card. A damaged raw copy is not a direct comparable for a graded copy. Exclude mismatches and write down why instead of averaging everything returned by a search.

eBay says Product Research includes actual sold amounts even when a Best Offer was accepted, and provides filters for more specific comparisons. Check the tool's current access and data before use. An ordinary displayed asking amount or an unclear offer result should not be entered as a verified completed-sale amount. [5]

For a fictional card, suppose three reasonably comparable item-only observations are $24, $28, and $31 in the same currency. Record the range and the differences; do not announce that the card is 'worth $27.67.' A small sample, different condition descriptions, shipping charges, and an older sale can make that precision misleading. A separate active listing at $45 remains an asking-price observation.

Choose an initial table ask using those observations, your actual card, and your willingness to sell. Keep the evidence date beside it and review stale or weak comparisons. You can decide not to offer a card when the evidence is too thin.

Use worksheet 18 to preserve the reasoning for selected items. You need enough evidence to explain your decision, not a screen full of numbers. None of these observations is a forecast of appreciation or advice to buy more cards.

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Inventory and Condition Shortlist

PRIVATE WORKSHEET. Use one ID per distinct item; grouped copies or lots need a consistent unit definition. Keep acquisition costs and location notes private. Continue on a fresh copy rather than squeezing several identities into one row.

ID / location	Exact identity / raw or graded	Condition / label details	Qty / cost known?

Linked certificate records or supporting identification notes:

Items removed from sale pending research, and why:

Unit definition, opening count, date, and person checking:

Record the existing grade and company accurately. Unknown acquisition cost stays unknown. Keep personally retained cards outside the sale count.

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