



THE YARD PIRATE DECISION FILTER

***A 5-CHECK SYSTEM TO SEPARATE THE
MONEY PARTS FROM THE TIME-WASTERS***

- ✓ ***Learn how to judge demand before you remove a single bolt***
- ✓ ***Avoid slow-moving parts that tie up your time and space***
- ✓ ***Make faster, more confident pull decisions in the yard***
- ✓ ***Short video walkthrough of checking parts on eBay using a real yard example***

✓ ***YES***



PASS



UNDERSTANDING EBAY SELL-THROUGH

Sell-Through Rate tells you how many of the listed items actually sold in the last 90 days. It's the quickest way to see if something moves – or just sits.

THE EQUATION

Sell-Through % = (Number Sold ÷ Number Listed) × 100

EXAMPLE

If eBay shows:

- 24 sold in the last 90 days
- 40 currently listed

Then:

$24 \div 40 = 0.60$

$0.60 \times 100 = 60\%$ Sell-Through

➡ That's a strong, fast-moving part.

**SELL-THROUGH =
WHAT'S LISTED VS.
WHAT'S SOLD**

Anything with at least a 50% sell through would get my attention. That isn't to say I won't grab parts with a lower sell through sometimes. But the lower the sell-through the pickier you need to be about the other checks - how is the condition, what's the margin, how easy is it to remove, store and ship?

High sell-through means:

- People are actively looking for that part
- It sells in a reasonable amount of time
- You're not going to sit on it forever

If you see:

- 20 listed
- 15 sold

That part moves.

If you see:

- 40 listed
- 2 sold

That part sits.

You're not just buying parts — you're deciding how long your money stays tied up in that investment.

SELL-THROUGH HELPS YOU CONTROL THAT.

CHECK 1 - DOES THIS ACTUALLY SELL?

Let's say I'm standing in front of a 2004 F-150.

The truck is full of parts that look valuable:

Visors. Door panels. Radio bezel. Center console.

This is where most beginners grab things because they seem worth money.

I don't guess anymore.

I check movement.

I pull up eBay and look at two numbers:

- How many are listed
- How many actually sold in the last 90 days

If I see a graveyard of listings with barely any sales → I leave it.

What matters isn't "Can this sell?"

It's **"Does this sell often?"**



**WHEN YOU'RE STARTING, AIM FOR PARTS WITH AT LEAST ~50%
SELL-THROUGH.**

Real Yard Example

You find a clean center console.

Listings look strong.

But sold history is thin and scattered.

That's a trap part: Looks good. Doesn't move.

CHECK 2 - IS THERE ENOUGH MARGIN?

Let's say I've found a part that *does* sell.

Good sell-through.

Plenty of sold listings.

Looks promising.

This is where a lot of beginners get burned.

They see a high sold price and assume that equals profit.

It doesn't.

I don't care what the highest one sold for.

I care what I'll actually keep after the work is done.

Before I pull anything, I reality-check the numbers.

What to Check

- Compare the yard price to the *average* sold price - *not the highest one*
- Factor in eBay fees, shipping cost, and the time it'll take to handle
- Look for roughly a 5× minimum return to make the effort worthwhile

That spread is what protects you from surprises.



COSTS VARY FROM YARD TO YARD. WATCH FOR PROMOS AND DISCOUNT DAYS AT YOUR LOCAL YARDS TO HAVE EVEN BETTER MARGINS.

Real Yard Example

The yard wants \$25.

Sold listings average about \$65.

After fees and shipping, you might clear around \$30.

Now, that doesn't make it a bad flip by some people's standards.

But when you're working with smaller margins like that you'd want everything else to check out - a solid sell-through, a quick pull, and a part that's in great condition.

Otherwise, going after parts with more spread in the margin is a better bet.

CHECK 3 - HOW RISKY IS THE CONDITION?

Not all parts handle wear the same way.

Some parts can be scratched, scuffed, or imperfect and still sell fast. Others need to be really clean or buyers won't touch them.

If you don't know which is which yet, this is where you can get burned.

What to Look For Before You Pull It:

- Broken tabs, cracks, deep scratches, missing pieces
- Sun fade, peeling coatings, or heavy cosmetic wear
- Whether the mounting points are intact (this kills sales fast)
- If the part still looks "complete" and install-ready
- SOLD listings: are worn ones selling, or only clean ones?

That last one matters most.

Some parts are forgiving.

Some parts absolutely are not.

The sold listings will tell you immediately.



IT CAN BE SAFER TO START OUT WITH SELLING NON-MECHANICAL PARTS. PARTS LIKE TRIM PIECES, SEATBELTS, LIDS, CONSOLES - ALL EASY. YOU CAN JUDGE THEIR CONDITION WITH YOUR EYES. NO TESTING, NO GUESSING, FEWER RETURNS.

Real Yard Example

You pull a dash trim piece that looks fine while it's still in the vehicle.

Once it's out, you notice deep scratches and sun fade that didn't stand out at first.

Looking at sold comps, buyers are choosing the cleaner ones every time, even at higher prices.

If the condition isn't competitive, the listing won't be either.

CHECK 4 - HOW LONG WILL IT TAKE TO PULL?

Time matters more than people think.

You're not just choosing what to pull -
you're choosing how much of your day this one part is about to eat.

A part can have good demand but not be time well spent
if it turns into a 45-minute extraction.

That's time you don't get back and it adds up fast.

At the same time, you're not expected to know exactly how long every pull will take.

Even after years of doing this, we still run into frozen bolts, hidden clips, or realize halfway through that something isn't coming out like we thought.

That's normal.

But do your best to judge if this is a pull you have time for.

What to Consider:

- Can you access it right now without disassembling half the interior?
- Are you removing seats, trim, or other parts just to reach it?
- Do you have the right tools with you?
- Could you pull two or three easier items in the same amount of time?



IF IT'S YOUR FIRST TIME REMOVING THAT PART, TAKE YOUR TIME AND EXPECT IT TO TAKE TWICE AS LONG.

BREAKS AND MISTAKES ARE COMMON WHEN YOU RUSH.

Real Yard Example

The fastest way to get efficient isn't rushing — it's repetition.

Focus on a few categories: *visors, seatbelts, trim pieces, consoles*. There are so many subcategories in the auto parts market that you can focus on and specialize in.

The more you pull the same types of parts, the faster you recognize: *where bolts are, what tools you need, what's worth grabbing*

Speed comes from familiarity.

Momentum comes from stacking easy wins.

CHECK 5 - CAN I STORE AND SHIP IT?

Some parts sell.

That doesn't automatically mean they fit your operation.

You have to know what your storage and shipping setup actually looks like.

Do you have the room to store a full seat set?

Do you know how you'd ship it without it turning into a headache?

Or does your setup work better with smaller parts that stack, store easily, and go out in normal boxes?

There's nothing wrong with either approach but you need to be honest about which one you're built for right now.

Smaller parts are what make this repeatable for most people starting out. They're easier to manage. Easier to protect. Easier to ship without reinventing the process every time.

What to Check:

- Where is this going to live once I get it home?
- Do I already know how I'm shipping it?
- Is this one part going to take the space of ten smaller ones?



WHILE BIG PARTS CAN BRING BIG PAYOFF AT TIMES, THEY ALSO CAN BE A HASSLE IF YOU AREN'T SET UP FOR IT.

Real Yard Example

You see a clean set of seats and think it's a big score.

But now you're figuring out where to store them, how to keep them clean, and how you'd even ship them when they sell.

Meanwhile, a handful of trim pieces, switches, or lids could've been cleaned, listed, and out the door with almost no extra thought.