



The Auction Rebel Guide To Cross Stitch Patterns On eBay

An Auction Rebel Special Report

Published by:

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Message From The Author

Hello, I'm Gary Hendrickson and I've been making my living selling on eBay since 1998.

Prior to 1998 I had sold antiques and collectibles, many of which I found at garage and yard sales, via flea markets and antique shows for more than 20 years.

During those early years nearly all my inventory came from garage and yard sales that I went to every Saturday morning. Today, more than 35 years later, I still have a soft spot in my heart for garage sales. If I'm home on a Thursday, Friday, or Saturday morning during garage sale season I can more than likely be found digging under tables and quizzing people having garage sales about other items they might have for sale that they haven't put out.



When I began my eBay adventure in 1998, although I still concentrated on antiques and collectibles. I began noticing other things that often showed up at sales and could be readily sold on eBay. Everything from books to small kitchen appliances, to vintage electronic equipment, and much more.

I call this type of thing "pay the gas items". While a morning spent at garage sales or in thrift shops might not produce any antiques or collectibles, it always produced enough of these other items to pay for the gas I used with a little profit left over.

Over time, I discovered enough of these "pay the gas items" that they became a little sideline to my antiques and collectibles business.

It's these "pay the gas items" that this series of reports is all about.

Today I run my eBay business from my home in Grand Forks, North Dakota. My eBay business allows me to indulge in my passions in life – travel, ice hockey, golf, and restoring old sports cars.

In recent years I've been able to share with others some of the ideas and techniques that have made my business a success and this report is part of that sharing.

A handwritten signature in black ink, appearing to read "Gary Hendrickson". The signature is written in a cursive, slightly slanted style.

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Introduction

In an ideal world we could spend a Saturday morning going to garage sales , thrift shops, or an auction sale and bring home a half dozen or more items we paid very little for but that would sell for \$25 to \$50 or more on eBay.

As most of us know though, we don't live in an ideal world. Some days the great buys just aren't there. Other days, someone beats us to them. If all we look for at garage sales or thrift shops are those \$25 to \$50 items, there are going to be a lot of days when we go home empty-handed.

The purpose of this special report is to provide you with enough information about something that can be found at many garage sales, thrift shops, book sales, and auction sales, that, when marketed properly, can provide sales of \$30 to \$50 on eBay

That something is cross stitch patterns and related items.

At first glance cross stitch patterns may not appear to be eBay gold. However, consider the following:

- The term "cross stitch pattern" is entered into Google's search box more than 160,000 times each month
- One enterprising couple has operated an on-line membership site devoted to providing cross stitch patterns to it's subscribers for more than four years. They charge \$3.95 a month and make more than a quarter of a million dollars a year.
- Some individual cross stitch patterns regularly bring \$30 or more on eBay
- It's not uncommon for small lots of cross stitch patterns to bring \$50 or more on eBay
- When found, cross stitch patterns can often be purchased for \$.25 or less. When purchased at these prices, even patterns that have no value on their own can be listed in lots and often bring \$1 or a little more per pattern when listed in mixed lots of 30 to 50 or more.

Of course not all cross stitch patterns are created equal. While some do very well

on eBay if marketed properly, others attract little, or no, attention.

The purpose of this special report is to show the reader what patterns are worth buying and how to list them for maximum profits.

We will look at the specific brands that do well, what designers to look for, what subjects and styles to look for, and what related items are worth buying when you see them.

Precious Moments Cross Stitch Patterns

The Precious Moments series of cross stitch patterns is probably America's most popular cross stitch series.

Produced by Designs By Gloria & Pat, Inc. under license from Precious Moments for more than twenty-five years, the series now numbers more than seventy different patterns. Here's a list of the patterns in the series I'm aware of along with their leaflet numbers.

1. Counting your Moments – PM 1
2. Sew In Love – PM 2
3. Dear Jon – PM 3
4. Peace On Earth – PM 4
5. Furever Friends – PM 5
6. Occupations – PM 6
7. Book Of Clowns – PM 7
8. Baby Book – PM 8
9. Wedding Book – PM 9
10. Collector – PM 10
11. Winter's Song – PM 11
12. The Voice Of Spring – PM 12
13. Summer's Joy – PM 13
14. Autumn's Praise – PM 14
15. Uncle Sam – PM 15
16. Togetherness – PM 16

17. The Lord Is My Shepherd – PM 17
18. A Calendar Year – PM 18
19. Keep Looking Up – PM 19
20. The Lord Giveth – PM 20
21. A Parade Of Birthday Wishes – PM 21
22. Precious Moments In Miniature 1 – PM 22
23. Precious Moments In Miniature 2 – PM 23
24. A Precious Moments Year – PM 24
25. A Precious Moments Alphabet – PM 25
26. Precious Moments In Miniature 3 – PM 26
27. Bring The Little Ones Of Jesus – PM 27
28. Bless Those Who Serve Their Country – PM 28
29. Baby Vol. 2 – PM 29
30. Dear Friends – PM 30
31. Good Friends Are Forever – PM 31
32. Precious Moments In Miniature 4 – PM 32
33. This Is Your Day To Shine – PM 33
34. Noah's Ark – PM 34
35. Precious Moments in Miniature 5 – PM 35
36. The Good Lord Has Blessed Up Tenfold – PM 36
37. May Only Good Things Come Your Way – PM 37
38. Sewing Kindness – PM 38
39. Precious Moments in Miniature 6 – PM 39

40. Tell It To Jesus – PM 40
41. Four Seasons – PM 41
42. Our Friendship Is Soda-Licious – PM 42
43. Nutcrackers – PM 43 (two copies)
44. Tiffany – PM 44 (two copies)
45. We Belong To The Lord – PM 45
46. You Can Always Bank On Me – PM 46
47. Special Occasions – PM 47
48. Precious Moments ABC Baby Collections – PM 48
49. Precious Moments Baby Collection – PM 49
50. Precious Moments Life Of Christ Chapel Series – PM 50 (two copies)
51. Precious Moments The Beatitudes – PM 51 (two copies)
52. Two-By-Two - PM 52
53. World Harmony – PM 53
54. Country Lane – PM 54
55. Sports And Occasions – PM 55
56. Precious Gifts – PM 57
57. The ABC's Of Friendship – PM 58
58. Furr-Ever Friends – PM 59
59. Sweet Dreams – PM 60
60. Sweet Land Of Liberty – PM 61
61. Pretty As A Princess – PM 63
62. Love, Family, And Friends – PM 64

63. Friendship – PM 65
64. Our Loving Family – PM 67
65. Welcome Home Baby – PM 68
66. Moments To Remember – PM 69
67. For Little Boys And Girls (Beginnings) – PM 70
68. For Little Boys And Girls 2 – PM 71
69. Window Series: Blessed Are The Poor In Spirit – PMW 1
70. Window Series: Blessed Are They That Mourn – PMW 2
71. Window Series: Blessed Are The Meek – PMW 3
72. Chapel Series: Come Let Us Adore Him – PMC 1
73. Chapel Series: They Followed The Star – PMC 2
74. Chapel Series: Flight Into Egypt – PMC 3
75. Chapel Series: The Carpenter Shop – PMC 4
76. Nothing Can Dampen The Spirit Of Caring – PML 1
77. Counting Our Moments Anniversary Edition – PMR 1
78. Sew In Love Anniversary Edition – PMR 2
79. Gifts From The Heart – PMR 3
80. Precious Moments Miniature Collection PMR 22-39
81. Baby Book PMR 8-29

There may have been other booklets published but these are the only ones I am currently aware of. The first fourteen books, PM 1 through PM 14, plus many others up to PM 55 are no longer available from the publisher or in most stores. Some of the earlier books have been republished. These later editions are readily identifiable because they are numbered as either PMR or PM # Revised. There doesn't seem to be any significant price difference between the original and later

editions.

These are best sold in lots of 10 to 15 or more although lots of as few as 5 low number booklets will also usually do well.

What they will bring on eBay can vary considerably, ranging anywhere from \$1.50 to \$2.00 up to \$7.00 to \$8.00 per booklet. This disparity seems to be dictated by the age and availability of the booklets being offered. The higher end prices usually come from lots made up of earlier patterns or lots that are focused on one subject such as babies, religious themes, etc.

Because of the difference in prices, I wouldn't recommend that you pay more than \$.50 each when buying these. That shouldn't be a problem because these are often seen in thrift stores and garage sales for \$.25 to \$.50 individually and often less than that when you find a group of them at a garage sale.

P. Buckley Moss Cross Stitch Patterns

This is another extremely popular series of patterns.

P. (Pat) Buckley Moss is known for her paintings of farm life, family, friends, and nature. Many of her works are based on the Amish and Mennonite people that reside in the part of the country in which she lives.

Cross stitch patterns of at least thirty-four of her works have been produced. All were published by June Grigg Designs, Inc. which has the exclusive rights to convert P. Buckley Moss paintings to cross stitch. Each pattern has been published in a limited edition of 15,000 copies.

Below is a list of the thirty-four patterns that I'm aware of along with the leaflet number for each. Those with an OOP designation after the listing are those I know are out-of-print after reaching their 15,000 limit.

1. Apple Girl – L 101
2. Sisters – L 102 (OOP)

3. Tarry Not - L 103
4. Adam And Amy - L 104 (OOP)
5. Summer Love - L 105
6. Solitary Skater - L 106
7. Taking Turns - L 107 (OOP)
8. Cameo Geese - L 108
9. Country Church - L 109 (OOP)
10. The Newborn - L 110
11. Loving Stitches - L 111 (OOP)
12. Graceful Lady - L 112
13. Christmas Carol - L 113 (OOP)
14. Grampa's House - L 114 (OOP)
15. Friendship Sampler - L 115 (OOP)
16. Cinders - L 116
17. Best Friends - L 117
18. Dad's Loving Arms - L 118
19. Nurses Three - L 119
20. The Parade - L 120 (OOP)
21. Mountain Lodge - L 121
22. Graduation Boy - L 122 (OOP)
23. Graduation Girl - L 123 (OOP)
24. Christmas Stocking - L 124 (OOP)
25. ??? L-125 ???

26. Baby Boy And Baby Girl – L 126
27. Little Blue Church – L 127 (OOP)
28. Happy Together – L 128 (OOP)
29. School Bus – L 129
30. Moss Stitcher's Quilt – L 130
31. Sister Love – L 131
32. Together In The Park – L 132
33. My Little Star – L 133
34. Engagement – L 134 (OOP)
35. Heavenly Grace – L 135 (OOP)

I don't know if a pattern leaflet L 125 was ever produced. I've never seen one or seen one listed for sale anywhere. Some of the later leaflets have a list of patterns on the back and all the ones I've seen skip from L 124 to L 126.

One pattern in this series – Cinders L 116 – has, for some reason, developed somewhat of a cult following and should be sold alone. The pattern is of a scraggly looking black cat against a snow covered landscape regularly brings between \$15 and \$35 by itself on eBay.

A few other early patterns that are now out of print will occasionally bring between \$7 and \$12 if offered individually, but the chances are just as good they may bring only \$3 or \$4.

When sold in lots you can expect to get somewhere between \$2 and \$5 per pattern leaflet, depending on the age and makeup of the lot. Ten to fifteen leaflets is about the optimal lot size, but lots as small as four or five leaflets can bring \$5 each also.

Similar to the Precious Moments series already discussed, I wouldn't recommend paying more than \$.50 per leaflet and they can frequently be found for less than that.

June Grigg Designs, Inc. also marketed limited edition kits and pattern leaflets for cross stitch Christmas ornaments for several years. Either the complete kits or

just the leaflets will also sell well on eBay. Complete kits can bring anywhere from \$10 to \$25 individually depending on what year they are from. Lots of the pattern leaflets will bring between \$2 and \$5 per leaflet.

In 1997 the Christmas ornament kit depicted Cinders the cat and, due to Cinders' popularity, this kit will often bring between \$30 and \$50 on it's own.

To the best of my knowledge, Christmas ornament kits were first available in 1990. I'm not aware of any after 2002, but they may have been offered in subsequent years.

As a side note, you may come across completed cross stitches of these patterns. If you can buy them for a few dollars do so. They will regularly bring anywhere from \$25 on up when listed on eBay

The Prairie Schooler Cross Stitch Patterns

The Prairie Schooler has been one of the cross stitch industry's premier designers of counted cross stitch patterns since 1984. During that time they produced more than one hundred fifty different design leaflets.

Many of their pattern leaflets are now out-of-print and individual copies of these can bring anywhere from \$5 to more than \$40 on eBay.

Below is a complete list of all Prairie Schooler regular cross stitch patterns. Out-of-print designs are designated by "OOP" after their title. If a design is out-of-print you will also find a conservative estimate of what nice examples usually bring on eBay. The numbers shown below for each design correspond to the leaflet number that is found on each pattern.

1. Country Fair I – OOP - \$10
2. Country Fair II – OOP - \$10
3. Noah's Ark – OOP - \$5
4. Bremen Town Musicians – OOP - \$10

5. Wedding – Birth Samplers – OOP - \$5
6. Barn Cats – OOP - \$15
7. Punch & Judy
8. American Primitive
9. Johnny Appleseed – OOP - \$20
10. A Prairie Christmas – OOP - \$5
11. Sunshine & Shadow – OOP - \$10
12. The Three Bears – OOP - \$15
13. A Prairie Year – OOP - \$7
14. Holiday Homestead
15. Village Sampler – OOP - \$20
16. Prairie Flowers – OOP - \$30
17. Woodland Samplers – OOP - \$10
18. The Three Pigs – OOP - \$20
19. Rabbit Folk – OOP - \$5
20. St. Nicholas – OOP - \$5
21. Doorstops
22. Borders & Corners – OOP - \$5
23. A Prairie Year II – OOP - \$5
24. Prairie Birds
25. Up On The Housetop – OOP - \$10
26. Wedding – Birth Samplers II – OOP - \$7
27. Nursery Rhymes – OOP - \$5

28. Stockings & More – OOP - \$5
29. Christmas Miniatures – OOP - \$7
30. Nursery Rhymes II – OOP - \$7
31. Adam Names The Creatures
32. The Christmas Ark – OOP - \$10
33. Christmas Collection
34. New World Sampler – OOP - \$30
35. A Prairie Garden- OOP - \$10
36. St. Nicholas II – OOP - \$5
37. Holiday Harvest – OOP - \$5
38. Prairie Lodge – OOP - \$15
39. Farmers Market – OOP - \$10
40. Band Samplers – OOP - \$30
41. Still Life – OOP - \$10
42. Angels – OOP - \$5
43. Father Christmas – OOP - \$7
44. Birds & Berries – OOP - \$20
45. Garden Samplers – OOP - \$20
46. In The Woods
47. Santa Rides
48. A Christmas Visit
49. Garden Verse – OOP - \$20
50. Prairie Seasons – OOP - \$25

51. Christmas Past
52. Prairie Year Rounds
53. Santa Moon
54. Garden Beasties – OOP - \$10
55. Garden Blooms
56. Garden Birds
57. Pumpkins – OOP - \$5
58. Old Saint Nick – OOP - \$10
59. Nutcrackers – OOP - \$20
60. Spring Samplers – OOP – \$20
61. Garden Alphabet – OOP - \$20
62. Kris Kringle
63. Christmas Samplers – OOP - \$20
64. Christmas Alphabet – OOP - \$10
65. Acorns – OOP - \$15
66. Autumn Samplers – OOP - \$30
67. Wedding – Birth Samplers III
68. Animal Alphabet – OOP - \$40
69. A Prairie Village I – OOP - \$5
70. A Prairie Village II – OOP - \$20
71. Two By Two
72. Two By Two II
73. Christmas Sampler II – OOP - \$25

- 74. The 12 Days Of Christmas – OOP - \$5
- 75. A Prairie Garden II – OOP - \$10
- 76. Farmer's Alphabet
- 77. Summer Samplers – OOP - \$10
- 78. Kitchen Table
- 79. Christmas Village – OOP - \$20
- 80. Old World Santas – OOP - \$7
- 81. Songs Of The Seasons – OOP - \$10
- 82. Christmas Trees – OOP - \$25
- 83. Winter Samplers – OOP - \$15
- 84. Friends – OOP - \$5
- 85. More Friends – OOP - \$10
- 86. Home For Christmas – OOP - \$5
- 87. Christmas Trees II – OOP - \$5
- 88. Old World Santas II
- 89. Village Green – OOP - \$5
- 90. Spring & Fall
- 91. Summer & Winter
- 92. Welcome Home
- 93. Harvest Time
- 94. Barnyard Christmas
- 95. Christmas Traditions
- 96. Woodland Santas

- 97. All You Can Eat
- 98. A*B*C
- 99. D*E*F
- 100. American Strawberries
- 101. Christmas Strawberries
- 102. Redwood Santas
- 103. Blackwork Angels
- 104. G*H*I
- 105. J*K*L
- 106. M*N*O
- 107. Just Hatched
- 108. Farm Fresh
- 109. Starry Night
- 110. Santa & Friends
- 111. P*Q*R
- 112. S*T*U
- 113. V*W*X
- 114. The Needle's Eye
- 115. Pins & Needles
- 116. Y*&*Z
- 117. Prairie Stars
- 118. Mittens
- 119. Stockings

- 120. Garden Gloves
- 121. Bunnies & Chicks
- 122. Wedding – Birth Samplers IV
- 123. Country Seasons – OOP - \$20
- 124. Folk Art Christmas
- 125. Santa's 12 Days Of Christmas 1-4
- 126. Santa's 12 Days Of Christmas 5-8
- 127. Santa's 12 Days Of Christmas 9-12
- 128. Birdsong I
- 129. Birdsong II
- 130. Country Wine
- 131. Home Words
- 132. Autumn Leaves
- 133. Winter Wind
- 134. Christmas Day
- 135. Good Saint Nick
- 136. Spring Has Come
- 137. Summer Breeze
- 138. Measure Of A Year
- 139. Rain, Rain, Go Away
- 140. Pumpkin Patch
- 141. Thanksgiving Comes Again
- 142. Cranberry Christmas

143. Button Up
144. A Farmer's Almanac
145. Weather Wise
146. Daffodils
147. Old MacDonald
148. When Witches Go Riding
149. November
150. December
151. Santas & Snowmen

As a general rule, out-of-print designs will normally bring the most return when sold separately although small lots made up of 2-3 leaflets will often bring close to what the individual ones would have.

For each of the out-of-print patterns I've tried to provide a conservative amount that you might expect to get if you listed the pattern separately on eBay. Several of these are in the \$5 to \$7 range. In many cases, although I show a figure of \$5 or \$7, there are instances when some of these will bring \$15 to \$20 or more. It all depends on who is looking when you list your item.

It's up to each individual whether it would be worth your time to list these lower priced patterns separately. You may want to group them together into smaller lots of 3 to 5 when listing them. Doing so should bring at least \$2 to \$3 per pattern.

Designs that are still in-print are available in stores and on The Prairie Schooler website for between \$4 and \$8 each depending on the design. As a general rule, these are best sold in lots of ten to fifteen or more. They will usually bring somewhere between \$1 and \$2 per pattern, so are still worth picking up for \$.25 or less and keeping until you have enough to put together a decent sized lot.

The Art Of Disney Cross Stitch Patterns

You will find two kinds of Disney cross stitch patterns. Those sold under the Disney name and those with Disney character themes sold by other pattern publishers. The kits and patterns talked about here are only those sold under the Disney name.

You will find these with "The Art Of Disney" and just "Disney" on them.

I believe all Disney patterns were originally only available in kit form. I'd recommend you buy any unopened kit you come across if you can buy it for \$3 - \$4 or less.

Below are some of the more sought after kits along with a conservative figure of what you could expect to get for them on eBay.

1. Cinderella Castle – The Art Of Disney - \$40
2. Family Dinner – The Art Of Disney - \$50
3. Barbershop Quartet – The Art Of Disney - \$40
4. The Happiest Celebration – The Art Of Disney - \$40
5. Tinker Bell Spring Blossoms – Disney - \$35
6. Self Portrait – The Art Of Disney - \$30
7. Mickey & Minnie Wedding – The Art Of Disney - \$30
8. Past, Present, Forever – Disney - \$35
9. Firefighter & Mickey – Disney - \$20

Any unopened actual Disney kit should bring at least somewhere between \$10 and \$20 on eBay.

Prices realized for just the patterns from these kits can vary considerably. You will see them sell anywhere from \$5 on up to \$15 to \$20 or a little higher for the more desirable ones.

Other Disney Cross Stitch Patterns

Several other publishers of cross stitch patterns such as Leisure Arts, JanLynn,

etc. also produced Disney themed cross stitch pattern booklets and kits featuring Disney characters under license from the Disney Co.

All of these are worth picking up when you have the chance for \$.50 or less. Many of the older, more intricate, designs will sell individually for prices ranging from \$10 to \$30 and higher.

Those that aren't worth selling by themselves will still bring between \$3 and \$7 each when sold in small lots made up of 5 to 10 patterns.

Judith Kirby Cross Stitch Patterns

Judith Kirby produced a variety of cross stitch patterns but "Victorians" series of Victorian houses are by far the most popular and what we will look at here. The "Victorians" series consisted of fifteen patterns all with a Victorian house as the central design.

To the best of my knowledge all of these are out-of-print. Below is a list of the fifteen patterns. If I know the actual name of the design it is shown. These are all single pattern leaflets.

1. #1 – Queen Ann Victorian
2. #2 – Victorian Villa
3. #3 – Christmas Victorian
4. #4 – Summer Victorian
5. #5 – Autumn Victorian
6. #6 – Title unknown but it has an Independence Day theme
7. #7 – Title unknown
8. #8 – Seasons Greetings
9. #9 – Title unknown but it has a Halloween theme

10. #10 – Title unknown but it has a Valentines Day or Wedding theme
11. #11 – Title unknown
12. #12 – Spring Sunrise
13. #13 – Midwinter Moonlight
14. #14 – Summer Sunset
15. #15 – Halloween House – The Sequel

Most if not all of these were sold both in kit form and as stand alone leaflets. Surprisingly, in most cases the kits usually bring about the same as what just the leaflets do.

This is a series which you may want to consider selling the patterns individually rather than in lots to begin with.

By far the two most popular patterns are the two with Halloween themes - #9 and #15. Either of these will often sell in the \$20 to \$30 range, sometimes slightly higher. "Midwinter Moonlight", #13, can also sell in that price range.

The remainder of the patterns have the potential of selling in the \$7 to \$10 range, but I wouldn't start them at anything less than what you would be comfortable getting because they can just as easily end up with one bid, or none at all.

Most listings for these on eBay are singles, but when a lot of them does appear, they usually end up bringing between \$3 to \$7 per leaflet.

You will find other cross stitch patterns based on Ms. Kirby's artwork. There is a series of at least five leaflets called "Victorian Street Scenes". These leaflets contained two patterns that could be stitched individually and then connected to form one large cross stitch. Individual leaflets from this series can bring anywhere from \$7 to \$30+ on eBay.

Outside of these two series it can be somewhat hit and miss what individual patterns will bring. Overall, any of her other works are probably best grouped into small lots of four or five leaflets or more which should bring \$4 to \$5 each.

When found, you shouldn't usually have to pay more than \$.50 each for these although if need be you could probably safely pay \$1 to \$2 for the Halloween Houses.

Similar to P. Buckley Moss, completed cross stitches by Judy Kirby will also often bring \$25 to \$50 each when offered on eBay.

The American School Of Needlework Cross Stitch Patterns

It is probably worth your while to buy any American School Of Needlework cross stitch patterns you come across for \$.50 or less.

The following patterns are now out-of-print and are worthwhile listing individually on eBay.

1. Angel Of Fancy
2. Angel Of Peace
3. Angel Of The Harvest
4. Angel Of Romance
5. Berries, Berries, Berries
6. Celtic Angel
7. Native American Angel
8. Nordic Angel
9. Russian Angel
10. South American Angel
11. Pasta, Pasta, Pasta
12. Music, Music, Music
13. 365 Cross Stitch Designs
14. 365 Alphabets
15. 365 Christmas Designs
16. Nautical Designs
17. Sun, Moon, & Stars
18. Tea Time
19. Watermelon

Other American School Of Needlework patterns can be sold in small lots of 3 to 10 each and will usually bring between \$3 and \$7 per pattern.

The Drawn Thread Cross Stitch Patterns

Drawn Thread cross stitch patterns are designed by Cynthia Zittel and are mostly traditional cross stitch designs. They also tend to be a little more sophisticated than patterns from many other companies making them more challenging to stitch.

All of this makes them popular with a certain segment of cross stitchers. This, along with the fact that many of their new pattern leaflets are more expensive than those of many other companies, means that even their pattern booklets still in print will often bring \$7 to \$15 each on eBay.

Drawn Thread pattern leaflets aren't seen as frequently as the patterns from many other companies but, when found for \$.25 or \$.50 each you should pick them up. Even when listed in small lots of as little as 3 or 4 patterns they will usually bring at least \$4 to \$5 per leaflet.

You can find a list of the leaflets that are currently in print at [The Drawn Thread](#).

Danish Handcraft Guild Cross Stitch Patterns

The Danish Handcraft Guild (Haandarbejdets Fremme) is a world-renowned Danish cross stitch firm that was established in 1928 and continues to do business today.

Over the years their designs have covered a huge range of styles and varieties and are the work of many highly talented Danish designers and artists including

Gerda Bengtsson, Mads Stage, Ida Winckler, and even Queen Margrethe of Denmark.

Fairly expensive when new, their charts won't be found on a regular basis, but over the years they have produced hundreds if not thousands of different patterns so they are out there. You should be aware of them because they may be the only cross stitch pattern publisher where many, possibly even the majority, of their patterns can be sold individually for nice profits. Some reaching three figures.

They produced patterns in four different formats.

They market complete kits containing fabric, thread, chart, and instructions. Some of these kits, particularly those by Eva Rosenstand, regularly bring \$50 to \$100 or more on eBay.

You should be able to pay \$5 to \$7 for any complete kit you find and still make a nice profit on eBay. The pattern charts from these kits are worth picking up just by themselves when found also. They can be sold individually or in small lots of 3 to 5, often bringing \$5 to \$10 per chart.

Each year, since at least 1966, they have produced a spiral bound calendar containing between 12 and 14 patterns by acclaimed Danish artists. (1966 is the earliest example I have seen. They may well have published them in years prior to that.) What these sell for on eBay can fluctuate considerably, but most will normally bring somewhere between \$30 and \$60. However, I've seen some bring \$150 and others only \$15.

Their pattern booklets are the product you are most likely to find. These normally had between 10 and 20 pages and contained multiple cross stitch patterns. Many of these will bring between \$15 to \$25 when sold individually. Some will bring much more. Small lots of 4 to 6 booklets will often bring \$10 to \$20 per booklet.

They also published a magazine titled "Haandarbejdets Fremme". Individual issues can bring anywhere from \$5 to \$25 or a little more.

The Danish Handcraft Guild also published catalogs of their current kits and booklets on a regular basis. These catalogs will often bring \$10 to \$25 each on eBay if you should find one.

Carriage House Samplings Cross Stitch Patterns

Carriage House Samplings pattern charts are always worth picking up when you can buy them for \$.50 or less. The majority of them don't sell well individually, but when packaged in lots of 10 or more they will normally bring between \$2 and \$5 per pattern.

A few specific patterns that have a chance of selling for \$10 or more are:

1. Alphabet Blocks
2. Shores Of Hawk Run Hollow
3. Houses Of Hawk Run Hollow
4. The Village Of Hawk Run Hollow
5. My Home Town
6. Pennsylvania Redware
7. Multiplication Table
8. Black Horse Inn
9. Butterflies
10. The Dainty Housewren
11. Bedtime Prayer Sampler

Teresa Wentzler Cross Stitch Patterns

Teresa Wentzler is an artist and designer who has converted many of her works into cross stitch kits and patterns. Much of her work is of a higher quality than that coming from many other companies and is highly sought after on eBay.

Her work is most often found in kit form. Below is a list of Teresa Wentzler kits that are known to be out-of-print. These will usually bring between \$25 and \$100 on eBay and any of them are worth picking up when you find them for \$5 or less.

1. Alexander And Abigail
2. Autumn Faerie
3. Best Of Teresa Wentzler The Christmas Collection – This is a book
4. Best Of Teresa Wentzler The Sampler Collection – This is a book

5. Birdhouse Bellpull
6. Carousel Horses For All Seasons
7. Castle Sampler
8. Day
9. Dragon Ride
10. English Garden Welcome
11. Fall
12. Floral Bellpull
13. Footprints In The Sand
14. Four Seasons Faeries
15. Fruit Bellpull
16. Fruit & Floral Wreaths
17. Lady Of Shalott
18. Magical Night
19. Millennium
20. Night
21. Noah's Ark
22. Peaceable Kingdom
23. Peacock Tapestry
24. Rapunzel
25. Spring
26. Spring Faerie
27. Summer
28. Summer Faerie
29. Tapestry Cat
30. Topiary Trees
31. Treetop Sampler a.k.a. Birdhouses
32. Unicorn
33. You Were Hatched

Many Teresa Wentzler designs were also published as pattern leaflets and any of these are worthwhile picking up for \$.50 or less when you find them. If the leaflet

is for one of the designs shown above, you will likely have the best results selling it individually. If not, they will usually do better when sold in small lots of 3 to 10 patterns in size.

Thea Gouverneur Cross Stitch Kits

Thea Gouverneur is a European cross stitch designer with her own production company who has a large world-wide following. Her company has produced a large number of kits. As would be expected, some of these do quite well on eBay while others generate little or no interest.

Below are some of the Thea Souvenir kits that should bring \$30 or upwards on eBay.

1. Amsterdam
2. Amsterdam 2000
3. Assortment Of Fruit
4. Basket Of Flowers
5. Bees And Queen Ann's Lace
6. Birdfeeder
7. Birds On Branch
8. Blooming Flowers #3
9. Blue Floral Arrangement
10. Blue Hydrangea Flowers
11. Blue Hydrangea In Basket
12. Bouquet
13. Butterflies
14. Chestnut Tree
15. Chickens In A Field
16. Christmas Sampler

17. Cut Flowers
18. Ducks In A Marsh
19. Elegant Cut Flowers
20. Floral Alphabet Sampler
21. Floral Garden
22. Floral Sprigs
23. Flowers I – 6 Designs
24. Flowers II – 6 Designs
25. Flowers III – 6 Designs
26. Flowers IV – 6 Designs
27. Flowers & All
28. Fruit
29. Fruit – 6 Designs
30. Fruit Sampler
31. Garden Sampler
32. Golden Bouquet
33. Hawks
34. Holstein Cow Looking Back
35. Holstein Cow Looking Forward
36. Hydrangeas
37. Indonesian Dancer
38. Irish Assortment
39. Kitchen Sampler
40. London
41. Lost Garden Of Heligan
42. New York
43. Oak Tree
44. Orange Poppies
45. Orange Rose
46. Oranges & Blossoms

47. Pansies, Pansies, Pansies
48. Peace
49. Peony
50. Pink Hydrangea In A Basket
51. Portals – Arches
52. Queen Ann's Lace
53. Red Gladiola
54. Red Poppies
55. Rembrandt Tulips
56. Roadside Garden
57. Rose Branches
58. Rose Hydrangea With Fence
59. Roses
60. Roses In A Vase
61. Sail 2005
62. Sampler – Tree Of Life
63. Sampler – With Cherubs
64. Sampler In Green
65. Silhouettes
66. Six Chairs
67. Six Floral Patterns
68. Soup Vegetables
69. Sprigs Of Berries
70. Squirrel
71. St. Petersburg
72. Statue In Fruits & Vegetables
73. Summer Basket
74. Teddy Bears & Flowers
75. Thai Lady
76. Toetanchaman

77. Unicorn

Cross Stitch Patterns By Paula Vaughan

Paula Vaughan is a popular artist who has had many of her works converted to cross stitch patterns. Most of these were available from either Leisure Arts or JanLynn.

Below is a list of some of her individual patterns are worthwhile listing individually on eBay.

1. The Best Of Paula Vaughan
2. The Best Of Paula Vaughan Book Two
3. A Mother's Love
4. Quilts For All Seasons
5. At Home With Paula Vaughan
6. Grandmother's House
7. Quilts From The Garden
8. Quilts Of The Bible
9. Bouquets And Blossoms

Pretty much all Paula Vaughan designs are worth picking up when you can get them for \$.25 or less. When sold in lots they will usually bring somewhere between \$2 and \$5 per pattern.

Michael Powell Cross Stitch Art Cross Stitch Patterns

Produced in both kits and as stand alone patterns these feature works by English artist Micheal Powell. Not frequently seen in the US, both the kits and the pattern

charts are worth picking up if you can get them for the right price.

Most of these kits will bring between \$10 and \$25 on eBay. Pattern charts, by themselves, don't lag far behind with most bringing from \$7 to \$20 each.

Elizabeth De Lisle Cross Stitch Kits

Elizabeth De Lisle is an artist who has had some of her work converted to cross stitch kits. While there aren't a large number of different designs available, almost any of her cross stitch kits will bring between \$20 and \$60 on eBay so they are worth grabbing when you see them if you can buy them at a price you can make a decent profit on.

Her designs that I'm aware of are:

1. Glorious Blossoms
2. Winter Delight
3. Blue Rhapsody
4. Enchanting Blossoms
5. Floral Splendour

Sweetheart Tree Cross Stitch Patterns

Sweetheart Tree produced both kits and stand alone pattern charts. Many of their kits will bring \$10 to \$30 in unopened condition on eBay. Individual pattern charts usually don't do very well on eBay but if you put together a lot of 15 to 20 or more there is a good chance you will get between \$2 and \$5 per chart.

Many Sweetheart Tree pattern charts were originally sold with some kind of a

trinket or attachment to be added when the cross stitch was finished. While these aren't a prerequisite for patterns to sell, if some of the charts in your lot have these with them be sure to make note of it when listing them. It will increase the value by a few dollars.

Christmas Related Cross Stitch Patterns

Many different companies produced Christmas related pattern leaflets and kits. Some of these remain popular while others have little value. However, there are some Christmas related items that are popular and worth picking up no matter who produced them.

Christmas tree skirts – Unopened cross stitch tree skirt kits from any company will almost always sell. Prices realized can range from more than \$100 to as little as \$10 to \$15 with the higher prices usually coming from those with a specific theme such as Snoopy, Disney, or something similar.

Tree skirt pattern leaflets by themselves will also normally do well with prices normally ranging from \$10 to \$50 or more, again, with specific themes bringing the higher prices.

Christmas stockings – These are also worth picking up when you find unopened kits for \$1 or \$2. What they will bring depends on both the theme and the business of the design. Expected final prices can range anywhere from \$5 for simpler ones on up to \$25 to \$35 with busier designs or specific themes.

Similar to tree skirt patterns, it's also worth picking up just the pattern leaflets for these when you can buy them for less than \$1.

Just Cross Stitch Magazine Christmas Ornament Issues – Just Cross Stitch magazine has been publishing an annual Christmas ornament issue for more than 20 years. Most of these will bring \$2 to \$4 on eBay, but there are three years that are very desirable and you should watch for them.

The 1997 Christmas Ornament issue regularly sells for between \$25 and \$50 when offered and will occasionally go a little higher.

The 1998 issue regularly sells for between \$15 and \$30 when offered and will occasionally reach \$50 or a little more.

The 1999 issue doesn't usually bring quite as much but you can still expect to get between \$10 and \$20 for an issue when you find them.

All the other years can be worth picking up when you find them for \$.50 or less per issue. When sold in lots of 2-3 or more they will bring anywhere from \$2 to \$5 each with occasional results going as high as \$7 to \$10 and issue.

Selling Patterns By The Lot

When selling patterns in lots a little thought can often increase the final price you receive for them. Here are a few tips that should help you get the highest price you can for pattern lots.

1. If your expected return is more than \$4 or \$5 per pattern, you will usually be better off packaging the patterns in small lots of 3 to 10 patterns. When you include more than 10 of these in a lot the overall price per pattern tends to go down.
2. If your expected return per pattern is \$3 or less, larger lots normally do better with the size of the lot determined by the value per pattern. Patterns with expected returns of \$2 to \$3 each will likely do best if sized between 10 and 30 patterns. If you expect \$1 or less per pattern save them up until you have a lot of a minimum of 50 patterns with 100 or more being the ideal size.
3. Lots consisting of patterns from just one publisher will often do better than lots of mixed publishers. As an example, a lot of only Prairie Schooler patterns will almost always bring higher returns than one of Prairie Schooler and P. Buckley Moss patterns.
4. The same applies if you are listing patterns by designer. Two lots, one of Paula Vaughan designs and another of Judith Kirby designs, will almost always bring higher prices than if they were combined together into one lot.
5. Lots targeted at men often do well. One or two patterns with outdoors, hunting, fishing, or other outdoor sports related themes included in a lot of 40 or 50 mixed patterns aren't likely to attract any attention. However, put together a lot of 10 to 20 patterns all with outdoor sports themes that men would be interested in and you likely have yourself a winner.

Where To Find Cross Stitch Patterns & Kits

1. Garage Sales – Many garage sales will have a pile or box of pattern leaflets along with a few unused kits.
2. Thrift Stores – If a thrift store has a section devoted to craft items they likely have cross stitch pattern leaflets and kits.
3. Book Sales – You have probably never noticed them, but cross stitch pattern booklets can frequently be found right along with all the other craft books at most FOL, AAUW, and other book sales.
4. Estate Sales – If the person who passed away was a cross stitcher there are likely to be patterns and unused kits at estate sales. You may have to dig a little for them. If you don't see any, ask one of the workers. You will be surprised how often there will be a box or two semi-hidden away somewhere.
5. Auction Sales – Similar to estate sales, if you've never looked for them before you probably haven't realized they can be found here. The auctioneer likely didn't pay much attention to them so the best place to look is either in the boxed stuff that gets sold early in the auction or if there are a lot of craft items being sold then with the other craft stuff.