



THE AMAZON BOOK SOURCING PLAYBOOK

BEST PLACES TO SOURCE BOOKS TO SELL ON AMAZON
IN 2025

OMER MUHIT



Hey, I'm Omer Muhit (also known as Bookupcycle). I help Amazon book resellers sell more and grow on Amazon.

Like many sellers, I started with cherry picking, driving across states in my minivan to load up on books. Over time, I shifted into bulk sourcing, built better systems including conveyor sorter hardwares, and eventually scaled the business and successfully sold the company. Along the way, I generated over \$20 million in lifetime Amazon book sales.

Each sourcing model has its own challenges. The key is choosing the one that matches your resources, preference, risk tolerance, and growth goals.

This playbook brings those lessons together. It's designed to give you clear, proven methods to find profitable books, build efficient workflows, and grow your Amazon business without burning out.

The end result? You'll know where to source, how to evaluate books quickly, and how to keep your pipeline full so your Amazon business keeps moving forward with confidence.

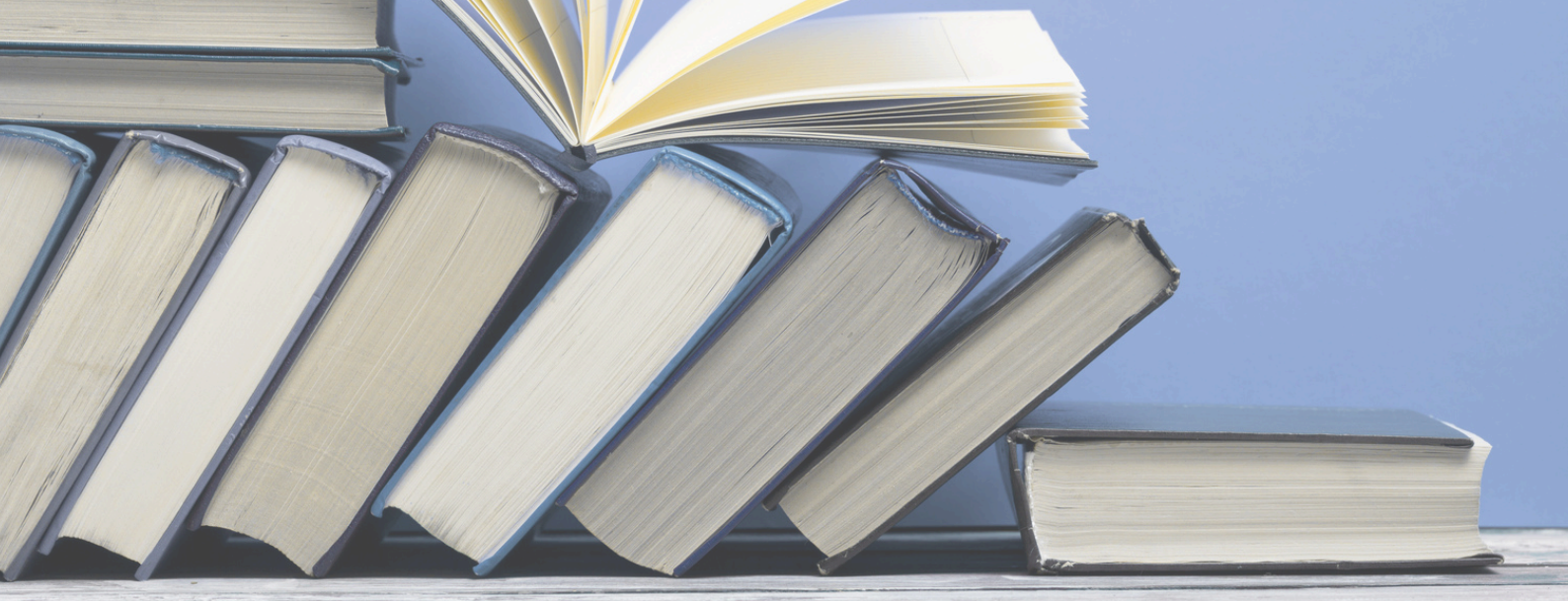


TABLE OF CONTENTS

GENERAL INFORMATION ABOUT AMAZON	05
WHY BOOK SOURCING IS THE FOUNDATION OF AMAZON BOOKSELLING SUCCESS IN 2025	06
THE 2025 SOURCING LANDSCAPE (AND WHY BOOKS STILL WIN)	07
CORE SOURCING MODELS: QUICK OVERVIEW	08
MODEL #1: ONLINE ARBITRAGE (OA)	09
MODEL #2: CHERRY PICKING	10
MODEL #3: BULK (BABY BULK → FULL BULK)	12
MODEL #4: DONATIONS (PICKUPS & BINS)	14
CHOOSING THE RIGHT SOURCING MODEL	16
QUICK DECISION CHART	18
ESSENTIAL TOOLS: BLUETOOTH SCANNERS & BOOKZY MOBILE	19
RED FLAGS & RISK MANAGEMENT	20
QUICK-START CHECKLIST	21
TURNING SCANS INTO SALES WITH BOOKZPRO	22
WANT TO SCALE FASTER?	23



WHO WE ARE

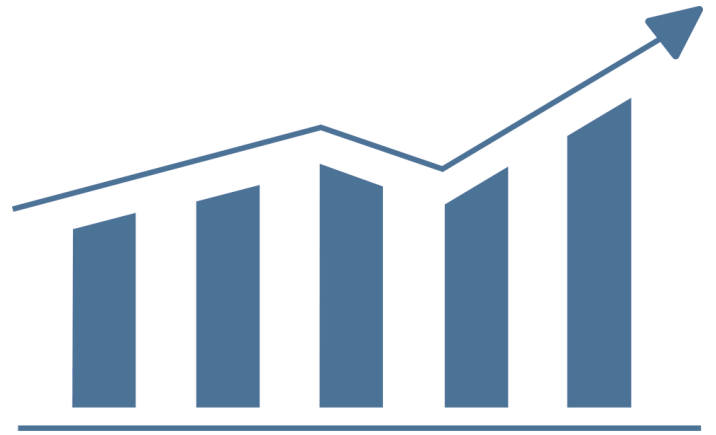
As entrepreneurs who have been actively involved in the field of e-commerce since 2015, we initiated our journey in 2015 by selling textbooks. In 2020 we proceeded to expand our operations by embracing the bulk model for book sales.

Thanks to our belief in innovation and technology, as well as our background in computer science, we have developed our own software and hardware solutions, which has enabled us to become one of the largest book retailers in the United States in terms of processing volume.

[BOOK A DEMO](#)

WHO WE ARE

With our extensive experience and knowledge in selling on e-commerce platforms, including Amazon and eBay, we have decided to create this ebook on sourcing books to sell on Amazon.

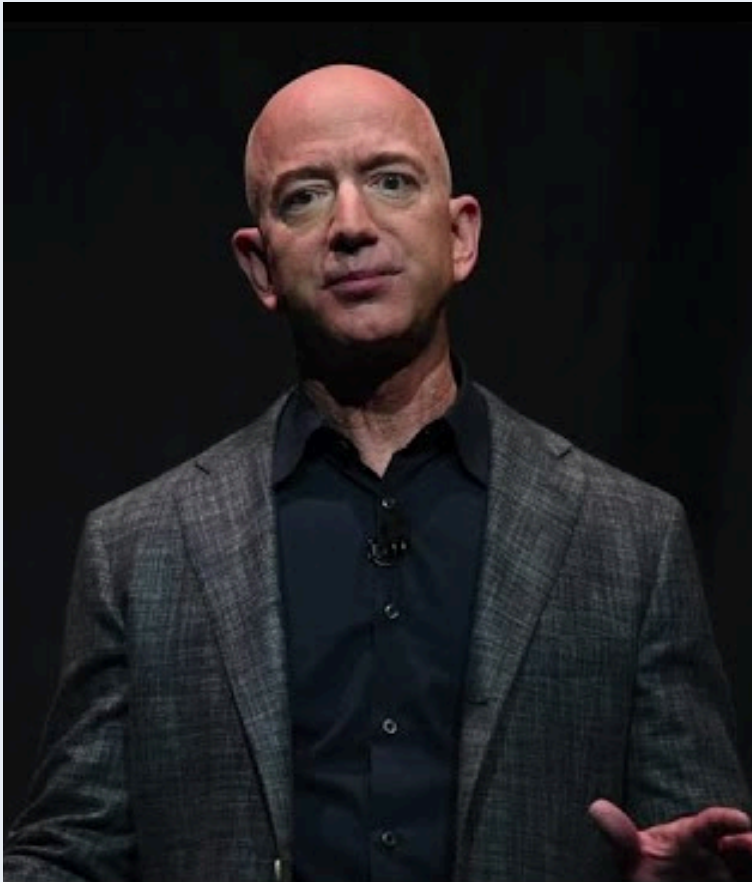


Our goal is to guide you toward the best places and methods to source books for reselling on Amazon, so you can save time, avoid common mistakes, and focus on finding inventory that truly grows your business.



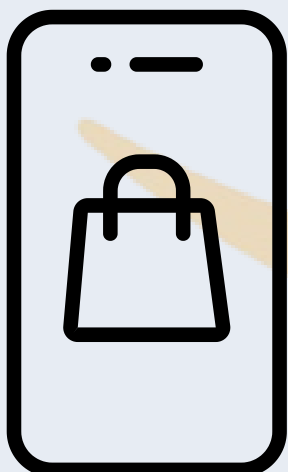
BOOK A DEMO

GENERAL INFORMATION ABOUT AMAZON



Amazon was founded by Jeff Bezos in 1994 in Washington, USA. It started as an online bookstore but quickly grew to sell electronics, games, clothes, furniture, and more.

By 2015, Amazon had become the most valuable retail company in the United States.



Thanks to its fast and wide shipping network, Amazon became the top choice for shoppers in the United States. Because of this, it also became the most popular platform for both individuals and businesses to sell their products.

[BOOK A DEMO](#)




Why Book Sourcing is the Foundation of Amazon Bookselling Success in 2025

If you want to succeed as an Amazon bookseller in 2025, sourcing is where it all begins. Your inventory is the lifeblood of your business. Without a steady flow of quality, profitable books, you cannot grow. The good news is sourcing is a skill anyone can learn. You don't need a massive budget or fancy warehouse to start. Many of today's top sellers began with a free pickup, a Bluetooth scanner, and a few boxes in the trunk of their car.

2025 is still a great time to start selling books on Amazon. The market has been strong for over 20 years, and today's tools make finding and managing inventory easier than ever. The real challenge isn't finding books — it's building a system to find, sort, and process them consistently.

Sourcing isn't luck. It's a process. And with the right system, you can build a profitable, scalable business whether you're just starting or ready to level up.

The 2025 Sourcing Landscape (and why books still win)



Books remain the most beginner-friendly category on Amazon. Here's why they still win:

- **Low cost to acquire.** Many books cost nothing upfront. Even when purchased, they're cheap compared to other categories.
- **Solid ROI potential.** Certain textbooks or niche titles can often cover the cost of an entire sourcing trip.
- **Steady demand.** People have been buying books online for years, and the interest keeps growing. The book-selling market brings in over \$25 billion a year and grows by about 7% annually.
- **Beginner-friendly.** Unlike some categories, there are fewer restrictions and the barrier to entry is relatively low.

That said, sourcing takes intention. Top sellers follow a system — clear routes, measurable goals, and strong ties with thrift managers, librarians, and donors.

Core Sourcing Models: Quick Overview

Amazon book resellers use four main sourcing methods, each with its own trade-offs:

- **Online Arbitrage (OA):** Buy books from sites like eBay or AbeBooks and resell on Amazon. Easy to start but highly competitive but not scalable. Lower ROI compared to other methods.
- **Cherry Picking:** Scan books at thrift stores, library sales, or estate sales. Low cost, high profit potential.
- **Bulk (Baby Bulk → Full Bulk):** Buy books by the pallet or truckload. Higher risk, but scalable.
- **Donations:** Offer pickups or set up donation bins. Free inventory, but quality varies.

Most sellers begin with cherry picking or donations since they need little capital, then move into bulk as they scale.



Model #1:

Online Arbitrage (OA)

Online Arbitrage means buying books cheaper on other sites (like eBay or AbeBooks) and reselling them on Amazon for a profit. It works by spotting price gaps between marketplaces — but those gaps usually exist on slow-moving, long-tail items.

You might pay \$20+ per book and wait weeks or months for it to sell. ROI is often lower than other methods, and since everyone uses the same tools and data, it's hard to find unique deals or scale.

Pros:

- Can be done from home anytime
- Good for keeping inventory steady during slow periods

Cons:

- Competitive and harder to scale
- Lower ROI on long-tail items
- Counterfeit risk (especially textbooks)
- Not ideal if you're starting with little capital

When to use? Great if you prefer screen time or need a backup during slow or bad-weather weeks. Works best as a side strategy when you have extra cash — not ideal for beginners or fast scaling.



Pro tips:

- Use alerts and saved searches so deals come to you.
- Check sales rank, price history, and restrictions before buying.
- Stick to sellers with strong feedback and clean book conditions.

Where to hunt?

- eBay → Amazon
- AbeBooks, Alibris, Biblio
- Amazon → Amazon (timing-dependent)

Model #2: Cherry Picking

Cherry picking is the traditional way to source. You go into thrift stores, library sales, estate sales, or garage sales and scan books one by one. It's where most sellers begin because the barrier to entry is low.



Best places to cherry pick:

- Thrift chains (Goodwill, Savers, Salvation Army).
- Local mom-and-pop thrift stores.
- Library Sales and Book Fairs.
- Estate and garage sales
- College and church sales.

Weekly rhythm that works:

Establish a 3-4 hour route for sourcing, scanning items methodically as you go. After proving that you're a regular buyer, request access to back-room inventory. It is crucial to keep track of your results so you can discontinue visiting dead locations and concentrate on those that yield the best results.



Library sales are worth the effort. Paying a small admission fee often gets you early access to scan before others — and that's when the best finds happen. The same goes for thrift stores: politely ask if you can check the backroom inventory. Most will say no, but sometimes a kind, respectful ask gets you a yes — and those moments can pay off big.

Pros:

- Low startup cost — easy for anyone to begin
- Strong profit potential on valuable finds
- Generates quick cash flow from fast-selling books
- Easy to scale by sourcing in nearby towns or regions

Cons:

- Requires significant time and travel
- Results can vary day to day
- Competition can be tough in busy thrift areas

When to use? Perfect for sellers starting with little capital who enjoy the thrill of the hunt. Many successful sellers — myself included — began here before scaling up.



Pro tips:

- Plan 3–4 hour sourcing routes to maximize efficiency.
- Build relationships with store managers — they may give you back-room access.
- Explore small-town thrifts for better quality books and less competition.



Model #3: Bulk (Baby Bulk → Full Bulk)

Bulk sourcing moves you from scanning single shelves to handling full pallets or truckloads of books. These loads typically come from thrift stores, donation centers, recyclers, or book brokers.

Some sellers start with baby bulk — buying 5–10 Gaylords and sorting them in a garage or small storage unit. It's a great way to learn volume sourcing without overloading your space or budget. As you grow, you can move into warehouses, conveyors, and full truckloads, where systems and staff become key. Keep in mind, your unit cost is much higher in baby bulk than in full truckload operations.

When to use? Best once you have steady cash flow, solid tools, and enough space and help to manage volume. Many sellers move into bulk after learning to buy low and sell high through cherry picking — but some jump straight in. Either way, bulk sourcing is how you turn experience into scale.

Pros:

- Steady, predictable supply — no need to chase thrift stores
- Highly scalable once systems are in place
- Lower time spent per book compared to cherry picking
- Builds a more attractive business if you plan to sell or exit

Cons:

- Requires significant upfront capital and space
- Labor-intensive to sort and process
- Risk of poor-quality or pre-scanned inventory, especially from unknown sources



Pro Tips:

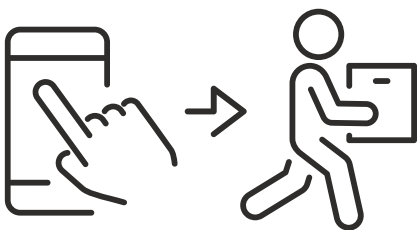
- Start small. Test a few loads first to make sure the quality is good.
- Track how many books you can sell and how much you earn per Gaylord.
- Have a plan for the rest — recycle, donate, or sell the rejects in bulk.



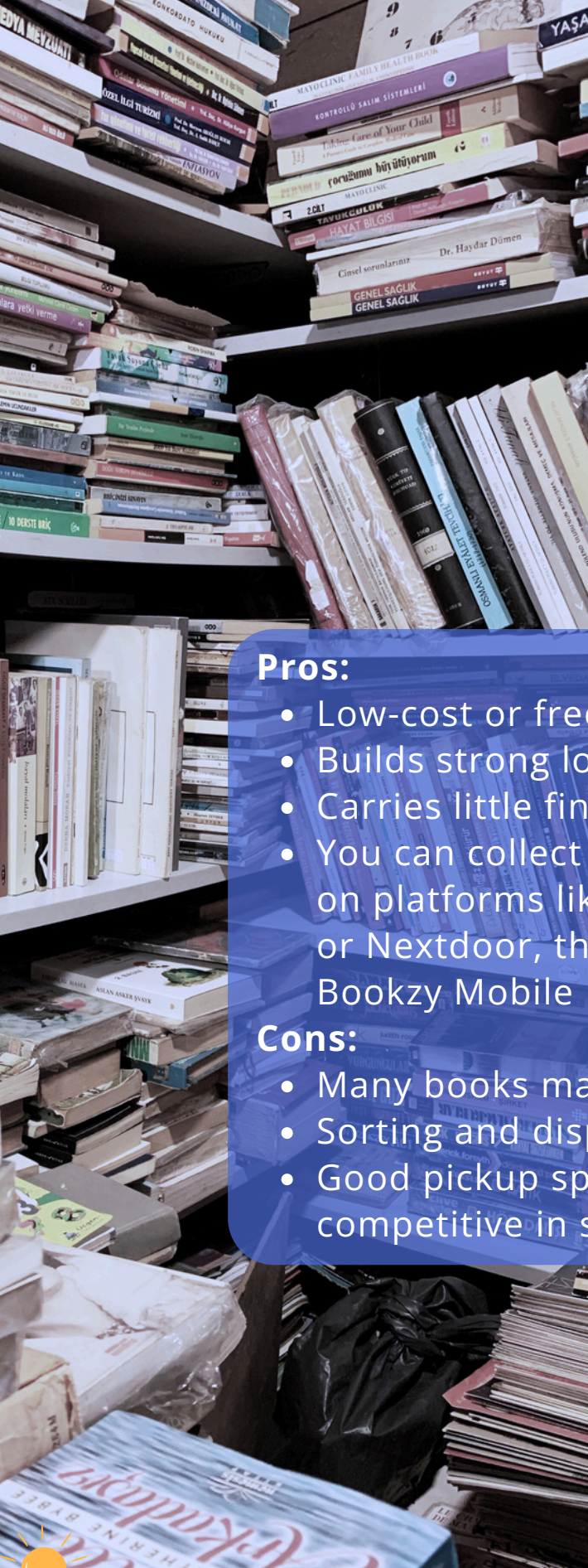
Model #4: Donations (Pickups & Bins)

Donations are a great way to source books, as many people are willing to give away ones they no longer need.

With pickups, you can offer free book removal through platforms like Facebook Marketplace, Craigslist, or Nextdoor. Donors reach out, you collect the boxes, and later sort them using tools like Bookzy Mobile.



Always accept every offer of books. Most people don't know which ones have value, and turning them away can hurt trust. Stay friendly and reliable, and many will think of you first the next time they're clearing out their shelves.



Donation bins are another option. By placing bins at schools, churches, or community centers, you can collect books regularly. This creates a steady pipeline, though you'll need permission from property owners, and some areas already have competition.

Pros:

- Low-cost or free source of inventory
- Builds strong local connections and trust
- Carries little financial risk
- You can collect books through free pickup offers on platforms like Facebook Marketplace, Craigslist, or Nextdoor, then sort them later with tools like Bookzy Mobile

Cons:

- Many books may not be worth reselling
- Sorting and disposal require time and effort
- Good pickup spots or bin locations can be competitive in some areas

When to use? Best for beginners with little or no capital, and still useful later to fill inventory gaps even after scaling into bulk.



Pro tips:

- Batch pickups by ZIP code to save time and fuel.
- Ask donors to send photos before pickup.
- Start small with bins in trusted locations before expanding..

Choosing the Right Sourcing Model

Now that you know the different methods to source books (online arbitrage, cherry picking, bulk, and donation), it's time to decide which one fits you. The right sourcing model depends on your capital, time, and appetite for risk. Each approach can work, but not all are equally practical for every seller.

If your budget is tight, every dollar matters. When your cost per item is high, each refund or lost book hits your profit hard. That's why online arbitrage (OA), while profitable for some, can be difficult to sustain on a smaller budget. It demands higher upfront costs per book, and since OA deals are widely shared online, hundreds of sellers may compete for the same titles. As more people enter the space, profit margins shrink, and sellers settle for lower returns.



In contrast, local sourcing methods—like donations and cherry picking—are much more accessible for beginners. A thrift store or library sale serves only those within driving distance, so competition is naturally limited. The cost per book is also much lower, meaning even if a few titles don't sell, your losses are minimal. These models allow you to learn the business with minimal risk and receive quick feedback.

Once you build consistent cash flow, systems, and experience, bulk sourcing becomes the next logical step. Buying pallets or Gaylords of books allows you to scale, but it also brings higher costs, space requirements, and labor needs. Bulk is a great growth model once you're ready for the operational side of scaling.

In short:

- Start small with donations and cherry picking to learn, build capital, and refine your process.
- Move into bulk when you can handle volume and want to grow.
- Use online arbitrage carefully—it's best suited for sellers with more capital, analytical tools, and risk tolerance.



Quick Decision Chart

Your Situation	Recommended Sourcing Model	Why It Fits
Very limited capital, lots of time	Donations / Free Pickups	Free or low-cost inventory, minimal financial risk.
Small budget, want faster ROI	Cherry Picking	Low cost per book, strong profit margins, fast cash flow.
Stable cash flow, storage space available	Baby Bulk (5–10 Gaylords)	Scalable model with consistent supply and higher volume.
Ready to scale and manage labor	Full Bulk / Truckloads	High-volume sourcing that supports larger operations.
Prefer online sourcing, higher budget	Online Arbitrage (OA)	Convenient, data-driven model but competitive and capital-intensive.

The best sourcing strategy isn't about what's most popular—it's about what fits your current stage. Start where the numbers and logistics make sense for you, master that model, and use it as the stepping stone to the next level.

Essential Tools: Bluetooth Scanners & Bookzy Mobile

A Bluetooth scanner and the Bookzy Mobile app work together to make sourcing fast and data-driven. On a typical trip, you might scan hundreds, thousands, or even tens of thousands of books — decisions you can't make manually.

Each scan shows two key things: demand (via sales rank) and profit (based on real offers from sellers like you). Bookzy Mobile uses this data—plus your account history, restrictions, and past performance—to trigger instant “buy or pass” results.

You just scan, see the result, and move on — turning long sourcing days into quick, confident, and profitable sessions.



Together, this powerful combination saves you hours of time and helps prevent costly mistakes throughout the sourcing process.



Red Flags & Risk Management

Even good sourcing opportunities come with risks. Some books or bulk loads may look profitable at first but can end up costing you money, or worse, your Amazon account. Knowing these red flags ahead of time helps you avoid costly mistakes and keeps your business safe:

- Obvious counterfeits or suspiciously cheap high-value textbooks from unknown sellers.
- “Pre-scanned” bulk loads or single-source loads from another reseller. TRY to vet sources thru other resellers you know.
- Pallets packed with magazines/encyclopedias/children’s paperbacks.
- Poor condition (water damage, odors, excessive highlighting).
- Some books will have restrictions, meaning you can’t sell them under your account. Instead of letting them sit, you can send those restricted items to a consignment service like RestrictedInventory.com, which sells them on your behalf and shares the profit.

Account safety first

When in doubt, pass. Your Amazon account is your most valuable asset. Test new sources with small orders, track accept rates, and always have an outlet for rejects. Protecting your account always outweighs chasing short-term profit.



CHECKLIST



Quick-Start Checklist

- Download Bookzy Mobile + pair a Bluetooth scanner. Set up your tools so you can scan quickly and make confident buy/pass decisions on the spot.
- Post a “Free Book Pickup” notice on Nextdoor and Facebook. This helps you connect with locals looking to clear out books, creating a steady source of inventory.
- Save 10 libraries and 10 thrift stores in Google Maps. Mark them so you can plan efficient sourcing routes.
- Email 10 libraries asking, “When is your next sale?” Use BookSaleFinder.com to find contact details and upcoming events.
- Do one 3-hour sourcing run tomorrow. Visit your flagged locations and practice scanning and evaluating books in real conditions.
- List and reprice same day in BookzPro. Get your inventory live fast and keep prices competitive to maintain a steady sales flow.

By now, you know where to source books, how to evaluate them quickly, and the red flags to avoid. The next challenge is moving those books from your car to live Amazon listings without getting bogged down in busywork. That's where Bookz Pro steps in. From sourcing with Bookzy Mobile to pricing, listing, and managing your inventory, it keeps your entire workflow connected and simple.

Turning Scans Into Sales With Bookz Pro

Bookz Pro is the all-in-one platform built for Amazon book resellers. It connects sourcing, listing, pricing, and inventory management into one streamlined system so you spend less time clicking around and more time finding books.

Its Bookzy Mobile app, which helps you make fast decisions while sourcing. Scan an ISBN, and you instantly see demand, fees, profit, and restrictions. You can even tag the source so you know exactly where every book came from. When you get home, all that data is already synced and ready to list.



Want to scale faster?

Bookz Pro serves Amazon booksellers at every level. We've helped complete beginners who just listed their first book to sell on Amazon, 8-figure sellers moving millions of units yearly, and everyone in between.

Customer success is our most important value, and our engaged users have substantially grown their bookselling operations.

All in One Software for Book Sellers

Scout Better – List Faster – Reprice
Smarter

[Book A Demo](#)

Over 30% Business Growth
Achieved by Our Clients



[BOOK A DEMO WITH US TODAY](#)

Contact Us

**OMER
MUHIT**



@bookupcycle

@bookzpro



hello@go.bookzpro.com



www.bookzpro.com

BOOK A DEMO