

Want to Sell A Quilt?

By

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Have you been wondering where you could sell a quilt that you made? Let's explore some of the options available to you.

First is networking your family and friends. I find this a dangerous option, personally, because my whole family already got a quilt for free, and my friends know it, and keep hoping they will too (and most have gotten one for free too)! So that is pretty much out.

Ahh, how about the HUGE-maze-EBay? Don't be scared, hold my hand, and we can walk through this math maze of fees...

The first fee is the Insertion Fee. For starters, I don't like that name, it kind of gives me the willies! But let's move past it. It really means your starting price or reserve, which is the lowest price you will sell your quilt for. Ok, I think my beautiful quilt that I made is worth \$300.00. So my Insertion Fee will be \$3.60. Not bad, really. If my quilt does not sell (a huge possibility, but more on that a bit later), I will only have paid the \$3.60. Disappointing, but pretty cheap overall.

But wait, I got really lucky and sold my quilt!!! Ouch, now the Final Value Fees kick in. My quilt sold for my \$300.00 price, henceforth referred to as the Closing Price. EBay now gets to take a Big Bite of 5.25%. But whew, they do have some mercy...this Big Bite is only from the initial \$25.00, so it nibbles out to only \$1.31. But that is only the first part of the Final Value Fees. The second nibble is an additional 3.00% of the remaining closing value balance. If my Closing Price was \$300.00 and I take out the first nibble amount of \$25.00, then the second nibble amount will be \$275.00. This ends up being \$8.25. So my complete total of fees ends up being \$13.16.

Watch out if the helium balloon factor kicks into the equation, (when your price of your quilt gets higher, woowweeee watch those fees float right off into the blue yonder).

Sadly, from my own experiences, I never had to worry about those fees. The buyers seemed to only be bidding on antique or "collectable" quilts. Regular, lovely and unique, BRAND NEW quilts were languishing in the no-bids-at-all-pool. No sales. And hold on now, it isn't just MY sour grapes! While I was there I watched some other quilters going through the same experience. Plus also sadly, I seemed to spend a horrible amount of personal free time (always have way too little of that), watching the auction for bids, and timing when it would end.

Even worse, from EBay's own buyer's guide: "There is nothing more disappointing than winning a quilt that was listed in the antique quilt category and finding out after you receive it, that it is really an imported quilt." They are talking about those cheap cheap cheap quilts from China. Ugh. My mother-in-law gave me one (I had to forgive her,

bless her heart, she knows nothing about quilts), and was I sorry I washed it one time! That thing popped seams like a fat lady in last-year's shorts! Kick EBay butt and forget them.

If you are a fiber artiste listing with an agent or a gallery, Caryl Bryer Fallert advises, "If it's a gallery, they will usually expect to be paid 50% - 60% of the selling price. If you need to be paid \$499.80 for the quilt, that means the person the gallery is selling it to will need to pay at least \$999.60 for the quilt."

Yikes, that is pretty high! And my quilts are not artsy ones, just regular home-style quilts that any family would love. So that idea won't work for me.

There is a "broker" on the Internet who will list your quilt for sale. To make their money, they add 40% to the price of your quilt. For my quilt worth \$300.00 that means a buyer has to pay \$500.00, or *almost twice as much as the quilt is worth!* Yikes I better jump out of the way or the buyer stampede will run me over! Not.... I mean, think about it. When you go shopping, do you decide to pay twice as much? Umm, didn't think so.

Now that I have shown you the down-and-dirty side of selling your quilt, let's head to the encouraging side. There is someone who *cares* about you as a quilter. Who cares enough not to rip and gouge you on your fees. No hefty commission fees. No lame auctions eating up your time.

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- To not share your profits with anyone!

Ok, time to 'fess up – that person who cares about you is me. I have created a brand new site, dedicated to quilters who want to sell their quilts. www.BuyAQuilt.com

I know it is not the only place to sell your quilt. But I hope that you will go and look, because I want to make it *the best place to sell your quilt!*

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