



# SELLING YOUR STUFF

Q. Kerry, what do you think about selling items, is it worth it?

Absolutely it can be worth it.

But, this is a very subjective view. Only you know if it's worth it for you.

There are costs associated with selling. It's not a simple financial transaction. Every person will value their time, energy, health and privacy differently.

Personally I rarely sell anything. The time and effort involved with phone calls, messages and no shows is rarely worth it to me for selling anything under \$500. That's a privileged position to take in one regard. I have decided I can financially afford to donate items. It's not a privileged position in another sense because I have an energy and time consuming disability and have decided I cannot afford the time and energy it will take from me to sell items.

Of course you have options there are consignment stores or other people to help you sell. The percentage or flat fee they charge for this service can strike a great balance between effort and reward. Get recommendations and try it if that appeals. Clarity comes from action.

Now if you do want to sell your items it's helpful to establish some boundaries in the form of time containers and price containers. Establishing these ahead of time before sunk cost mentality can strike is important.

## Time containers

Decide now how long you are prepared to devote to selling the item before you donate or trash it.

It does not matter if that is one day, one week, one month, one year or longer. It's entirely up to you. Just remember this will stay on your mental To do list as well as any physical To do lists. Write your end date in your calendar and/or put a reminder in your phone: donate X item by Y date.

## Price containers

This is another area where deciding ahead of time helps avoid a lot of back and forth with yourself later.

How much do you want for the item?

How much is realistic for the item?

How much will you accept?

How much you may want for the item may be higher or lower than the realistic price. Being higher doesn't mean you won't get it. You simply need the person that is willing to pay that amount to see your ad. Being lower may increase your odds, but there's no guarantee. Price is only one factor in a purchasing decision. For example, location, pick up windows, and condition play a role too.

How much is realistic can be assessed by looking at sold listings on places like eBay and Facebook marketplace. Avoid basing your judgement on what other people are selling similar items for in their listings. Instead look at what has actually sold.

How much you decide to accept for the item may be radically different to what you want. If you want \$100 for your chair and your research shows \$70- \$120 is what they are selling for in your area, it's great to know that if you get an offer in that range you will accept.

But what if they offer \$50, will you still take it? How about \$10? What about \$1? For some people they are happy to accept anything, in fact at some points they may want to pay someone to take the chair away. For other people they would rather donate the item to charity than accept \$1, even though it's \$1 more than they have now. There's no right or wrong here. It's about what works for you.

Only you will know for your specific item what you will accept and what you want, and that's great. Be clear about it. Add it to your calendar with a reminder.

For example:

"I will advertise my chair for \$100 and accept \$50 plus dollars. I will sell it within three weeks, otherwise I will donate it to goodwill no later than 30 April 2025."

## Agreements with yourself

This is where the rubber hits the road for trust and integrity. Only we know if we keep our agreement with ourself. Each time we follow through on what we say we will do, we increase our trust and live our values. We have our own back.

## Tips

1. Set at time limit
2. Set the lowest price you will accept
3. Write your agreement and follow through
4. Sell your most valuable item first
5. Make a decision ahead of time what kinds of items you will sell in the future

## See also

Tip sheet: Selling your stuff  
FAQ: Donate v. Trash



Sell it!

©2024 kerrysimmonscoaching