

vending

A large, light green, star-shaped graphic with a white border. Inside the star, the words "Pricing Guide" are written in a large, white, serif font, centered. The background of the slide is a dark, slightly blurred image of a bookshelf filled with books.

Pricing Guide



Here at Good Things, we're all about art staying accessible to a wider audience. So we require prices stay at \$25 or under (and only whole dollar amounts please).

We're also all about artists getting paid fairly! So please take the time to make sure you feel good about your item price. Pricing is entirely up to you, but we're happy to help out if you're unsure. You're always welcome to email questions to info@goodthingsvending.com.

Below are some things to keep in mind when figuring out pricing:

Material Cost

You should be covering everything needed to make your product. Don't forget to include packaging materials!

Labor Hours

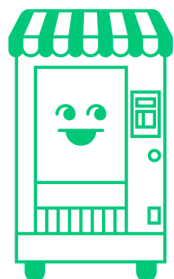
How long did it take to make your item? Keep track of your time and give yourself an hourly rate. For example, if it takes you 1 hour to make 10 items, divide your hourly rate between those 10 items. You don't want to just cover costs; you should be making money!

Good Things' Cut

We receive 40% of consignment orders, and 50% of wholesale. Be sure to factor that into your pricing.

Similar Item Pricing

Spend some time looking up similar items to yours and take note of their prices. Ask your friends how much they'd pay for your item if they saw it at an art fair. But remember, be wary of comparing the price of your handmade item to something mass-produced overseas!



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Examples

Since pricing can vary so much artist to artist and item to item, we thought some examples would be helpful. Take a peek into our archive to see how some previously vended artists have priced their work:

