



### **Determine the Approximate Value**

A good inventory may be available and this should indicate what was paid for the items. Sadly this is only a very coarse indicator of its sale value. You will need to seek help or do some research. The internet is a great help to get a better feel for its potential sale value. In truth, you only know its value after selling it. Having established the approximate value you are in a better position to decide what you want to keep, sell, give away or send to the dump. A keep and dump decision needs no further explanation so let's move on.

### **Free to a Good Home**

Hobby specific items in this category are best left in the hands of a club or society where they have the best opportunity of finding a good home. Enthusists are often willing to help distribute the items, their reward is to get first choice pick of the litter. North American Railroad books and Aircraft books might find a good home in a local museum where they can be put up for sale. Coffee table books, books of general interest and toys might find a good home in a charity shop.

### **Sell via the Internet.**

High value collectors items will likely realise the best price on the internet but it can be time consuming. Section 7, Selling on the Internet, gives more information. Tools and materials might be best sold on Kijiji or in a garage or trunk sale perhaps with other items from the estate.

### **Selling via the Auction or Through a Dealer .**

Extremely high value items might be sold at specialist on-line auction houses like Vector's but be aware that the commission of around 30% is charged and local auctions are unlikely to realise the true value on these items. However, tools or general interest books might sell well at local auctions. Dealers may offer to buy the layout and stock as a job lot but to account for the time and stock that they will not be able to sell, expect to get more between 10 and 25% of it's best selling price. If a dealer takes in goods for sale on consignment he will generally charge between 10 and 30% and not everything will be sold. Section 8 Selling by auction, through dealers or on consignment gives more information.

### **Selling at Shows and sales events.**

Setting up a table at a show can be fun and likely return better prices so if you think you will enjoy the interaction go for it. If you have a lot of stock it can viewed as the first step in bringing it down to size. If the quantity of stock doesn't warrant the cost of a table then perhaps selling them on a bring and stand is a good solution. Section 8 Selling at Shows and Sales events gives more information.

### **Selling on Websites, forums and lists.**

Many special interest groups have websites and lists on which articles for sale can be listed. They give the seller the best opportunity to sell to the niche market. Scratch built equipment for a particular railway or modified stock to P4 or EM standards may well find a market here. British items in the North American market can be considered specialist and many modellers look to these sites to reduce mailing costs. Section 6 Selling Platelayers facilities gives more information.

### **Mailing Costs**

Books for example are heavy and only the price realised from rare books will cover the mailing costs. Selling them locally or giving them away, free to a good home, is often the best solution. However, the mailing cost of light collections can be covered.