

Pricing Your Glass

Pacific NW Glass Guild

Probably the most common question I see asked in Facebook glass groups is, "How do I price my glasswork? Glass art is priced the same way as everything else, you calculate it.

Labor + Materials + Overhead = Cost

Cost + Profit = Price

Costing is simple math. Pricing is much more creative. Your process will likely look different than other glass artists, just like the 3 of us use different ways to determine our prices. If you want to sell your work and want to learn how to price it accurately and not just guess at what the price should be, don't get discouraged, but it might take you as long to learn how to price it as it did to learn to make it.

Things to consider:

- How much do you want to sell your work?
- How experienced are you/how professional is your work?
- Are you selling at a show sharing a space with other artists?
- Are you selling at a gallery?
- How long does it take you to make a typical piece?
- Do you sell outside the Pacific Northwest?