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# Kijiji Survey Reveals 40% of Canadians are Throwing Money Away

[Aaron Broverman](#)

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**2** tweets A survey from classified site [Kijiji](#) revealed that two out of every five Canadians are throwing away their old possessions instead of selling them and missing out on upwards of an estimated \$400.

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Even if the Canadian economy is relatively stable at this point, why would so many people throw away free money? For the answer, we asked Kijiji's resident de-clutter expert, [The Clutter Wrangler](#), Jaclyn Ray, who wasn't at all surprised by the results.

"I don't find it surprising. I think a lot of people find that getting rid of clutter is a bit of a hassle. Also, I can see why people would think it would be easier to put it in the garbage rather than take the time to find the right person who might want it," she says.

However, it doesn't have to be a hassle; Ray has made a career out of making clutter less overwhelming for people. As a professional organizer she gives people strategies for taking control of their space and applying order to their lives and one of those is by teaching her clients how to sell merchandise they no longer need through online classifieds.

"Online classifieds like Kijiji are quickly changing that statistic because in the past, as a professional organizer, I always had clients say, 'It takes too much time', 'I have to transport things' and 'it's a big hassle.' Now, I have clients saying, 'It's easy to list it online,'" she says. "Another thing is you don't have to transport things anymore. Usually the person buying from you will come and pick it up, which I think is a great advantage."



Jaclyn Ray - The Clutter Wrangler

Of course there are other online options such as [Ebay](#), but Ray says [Craigslist](#) and Kijiji can give that local touch. "With Ebay, you might end up mailing something to Nebraska, but with the other ones you can say, 'I'm in the downtown Toronto area, or 'I'm in the downtown Vancouver area.'"

Though posting your item online is easy, doing nothing else will never result in a sale. There is still a little work to be done if you expect a buyer to make a drive to your area. "The one question I often get asked is, 'How much is this worth?'" says Ray. "I think the prep work for that would just be looking for similar items online. The prep work would also be a really thorough description. You should look up when the item was manufactured, what the original price was and I would also be very forthcoming if it's damaged in any way, even if it's just one scratch on the side."

The description needs to be as specific as possible with measurements and colour included wherever possible, especially if you are selling furniture. People also want to know how long you've owned an item. It may sound like a lot of work, but Ray knows it will save you time in the end. "It will save on e-mails back and forth between you and the seller. You're probably going to get an e-mail saying, 'Oh, you're selling your dining room table, how long is it?' So, why not just prepare the answer beforehand?" she says. Plus, don't forget the photo. Ray asserts that it's a 100% certainty you will lose the sale if you don't include a photo.

This level of work with included paperwork for the item will allow you to demand top dollar for your trouble, but simply unloading an item for cheap is equally acceptable. "If you are just interested in just clearing stuff out, it's spring cleaning time, I just want to get rid of this thing, you should be willing to put it at a lower price and just say, 'I don't have the documentation for this, here's just a low price to take it off my hands.' There's got to be balance between doing all that work and just unloading the item because there are no guarantees when it comes to what you can get."

Still, as a professional organizer, Ray says we wouldn't have to take the gamble at all if everyone simply limited the amount of stuff they brought into their space and kept. "For me, I feel like it's a lot of compulsive shopping," she says.

"We end up spending a lot of money on items we already have and waste a lot of time shopping instead of using the items we already have in our home, so I would recommend taking a break from bringing things into the house. If you can break that habit and maybe spend some time purging in your own home and maybe do one room at a time and just say, 'What don't I need?' and when it's all done, you'll find that tool you were looking for or that bill you were trying to pay. In the end, it's important to find those places where everything goes back to the same spot on a consistent basis and then the next time you need a screwdriver, you go back to that spot and the screwdriver is there."

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