



# Fair Market Value for Handmade Soap

When determining the fair market value of homemade soap, refer to IRS Publication 561: Determining the Value of Donated Property.  
<https://www.irs.gov/pub/irs-pdf/p561.pdf>

Soap Donation Valuation Guide, October 2022*		
	Low Range (USD)	High Range (USD)
Hobbyist/Novice handmade soap	\$1.00 per ounce	\$2.50 per ounce
Professional handmade soap	\$2.50 per ounce	\$4.00 per ounce
Commercial soap	\$0.50 per ounce	\$1.50 per ounce
*Valuations reviewed and updated twice per year.		

**Hobbyist/Novice handmade soap** is often monochrome and may include flaws or blemishes, such as bar indentations or air bubbles trapped within the soap.

**Professional handmade soap** is usually multicolored, contains expensive additives, and is made with a higher degree of skill or complexity, thus increasing both the cost and value.

**Commercial soap** includes Dial®, Dove, or Ivory.

Homemade soap price research and comparisons are conducted from the Internet and statistical market research reports, including <https://brandongaille.com/12-handmade-soap-industry-statistics-trends-analysis/>.