

This article applies to selling in: **United States**

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Selling on Amazon Fee Schedule

Note: The Fee Schedule for selling on Amazon.ca is available on this page: [Amazon.ca Fee Schedule](#).

Amazon collects the lower of the applicable fees stated below and any fees communicated to you by Amazon (such as promotional fees that Amazon may provide from time to time). This does not apply to certain sellers, such as warranty providers and other service providers, who will continue to pay selling fees in accordance with the rates provided in their program agreements.

You can also view more details about your fees with the [Detailed Fee Explainer](#).

Monthly subscription fee

- Professional Selling Plan: USD \$39.99 per month
- Individual Selling Plan: No subscription fee

Selling Fees

When your product sells, Amazon collects the amount paid by the buyer (including the price and any shipping, gift wrap, or other charges). Professional account sellers can set their own shipping rates for books, music, video, and DVD (BMVD) products, including offering free shipping, (see [Activate custom BMVD shipping rates](#)). For Individual account sellers, Amazon shipping rates will apply for BMVD products

See [Shipping Rates for BMVD](#) for a table of Amazon shipping credits for media products. For a table of Amazon shipping rates for all products sold by Individual sellers, see [Shipping Credits for Individual Sellers](#).

Per-item fees

- Professional sellers: No per-item fee
- Individual sellers: USD \$0.99 fee for each item sold

Referral fees

Sellers pay a referral fee on each item sold.

Items in some categories have a per-item minimum referral fee as listed below (for example, sellers pay the greater of the referral fee or the per-item minimum referral fee).

For all products, Amazon deducts the applicable referral fee percentage calculated on the total sales price, excluding any taxes calculated through Amazon tax calculation services. The total sales price is the total amount paid by the buyer, including the item price and any delivery or gift wrapping charges.

Referral fees vary by category, as listed below.

For sellers who use Fulfillment by Amazon, please see the [FBA Features and Fees](#).

Registered Amazon Business sellers should refer to the [Selling on Amazon Business Fee Schedule](#) for applicable referral fees.

Prior approval may be required to offer products in the categories listed under "Categories Requiring Approval." [Learn more](#)

| Categories | Amazon deducts the greater of the applicable referral fee percentage or applicable per-item minimum referral fee. See "Referral fees" notes above. | |
|---|--|---|
| | Referral fee percentages | Applicable minimum referral fee (applied on a per-item basis unless otherwise noted) |
| Amazon Device Accessories | 45% | \$0.30 |
| Baby Products (excluding Baby Apparel) | <ul style="list-style-type: none">8% for products with a total sales price of \$10.00 or less, and15% for products with a total sales price greater than \$10.00 | \$0.30 |
| Books | 15% | -- |
| Camera and Photo ¹ | 8% | \$0.30 |
| Cell Phone Devices* | 8% | \$0.30 |
| Consumer Electronics | 8% | \$0.30 |
| Electronics Accessories | <ul style="list-style-type: none">15% for the portion of the total sales price up to \$100.00, and8% for any portion of the total sales price greater than \$100.00 | \$0.30 |
| Furniture (including outdoor furniture) | <ul style="list-style-type: none">15% for the portion of the total sales price up to \$200.00, and10% for any portion of the total sales price greater than \$200.00 <div>Note: Mattresses will be charged 15% regardless of price point.</div> | \$0.30 |
| Home & Garden (including Pet Supplies) | 15% | \$0.30 |
| Kitchen | 15% | \$0.30 |
| Major Appliances | <ul style="list-style-type: none">15% for the portion of the total sales price up to \$300.00, and8% for any portion of the total sales price greater than \$300.00 | \$0.30 |
| Music | 15% | -- |

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[Visit Seller Forums](#)

| | | |
|--|---|--------|
| Musical Instruments | 15% | \$0.30 |
| Office Products | 15% | \$0.30 |
| Outdoors | 15% | \$0.30 |
| Personal Computers | 6% | \$0.30 |
| Software & Computer/Video Games | 15% | -- |
| Sports (excluding Sports Collectibles) | 15% | \$0.30 |
| Tools & Home Improvement | 15%, except 12% for base equipment power tools | \$0.30 |
| Toys & Games ² | 15% | \$0.30 |
| Unlocked Cell Phones | 8% | \$0.30 |
| Video & DVD | 15% | -- |
| Video Game Consoles | 8% | \$0.30 |
| Everything Else ³ | 15% | \$0.30 |
| Categories Requiring Approval | Referral fee percentages | \$0.30 |
| 3D Printed Products | 12% | \$0.30 |
| Automotive & Powersports | 12%, except 10% for tires and wheel products | \$0.30 |
| Beauty | <ul style="list-style-type: none"> 8% for products with a total sales price of \$10.00 or less, and 15% for items with a total sales price greater than \$10.00 | \$0.30 |
| Clothing & Accessories (including activewear) | 17% | \$0.30 |
| Collectible Books | 15% | -- |
| Collectible Coins | See Category Requirements for referral fees. | \$0.30 |
| Entertainment Collectibles | See Category Requirements for referral fees. | -- |
| Fine Art | See Category Requirements for referral fees. | -- |
| Gift Cards | 20% | -- |
| Grocery & Gourmet Food | <ul style="list-style-type: none"> 8% for products with a total sales price of \$15.00 or less, and 15% for products with a total sales price greater than \$15.00 | -- |
| Health & Personal Care (including Personal Care Appliances) | <ul style="list-style-type: none"> 8% for products with a total sales price of \$10.00 or less, and 15% for items with a total sales price greater than \$10.00 | \$0.30 |
| Industrial & Scientific (including Food Service and Janitorial & Sanitation) | 12% | \$0.30 |
| Jewelry | <ul style="list-style-type: none"> 20% for the portion of the total sales price up to \$250.00, and 5% for any portion of the total sales price greater than \$250.00 | \$0.30 |
| Luggage & Travel Accessories | 15% | \$0.30 |
| Shoes, Handbags & Sunglasses | 15% | \$0.30 |
| Sports Collectibles | See Category Requirements for referral fees. | -- |
| Watches | <ul style="list-style-type: none"> 16% for the portion of the total sales price up to \$1,500.00 3% for any portion of the total sales price greater than \$1,500.00 | \$0.30 |
| Extended Warranties, Protection Plans, and Service Contracts | 96% | -- |

*Certain cell phone devices may require approval. Please see [here](#) to learn more.

¹Accessory products fall in the [Electronics Accessories](#) category. Bundles within the Camera category will be included in the Electronics Accessories category effective February 9, 2018.

²The \$0.30 per item minimum referral fee does not apply to Collectible Cards products in the Toys & Games category.

³The Everything Else category is available to sellers for products that do not clearly fit within existing categories. Do not list items in the Everything Else category that appropriately fall within another category.

Rental Book Service Fee

For each textbook rental that is sold, sellers pay a rental book service fee of USD \$5.00.

Closing fees

Sellers also pay a closing fee of \$1.80 per media item that is sold. Media categories are Books, DVD, Music, Software & Computer/Video Games, Video, Video Game Consoles, and Video Game Accessories.

High-Volume Listing Fee

We charge a monthly High-Volume Listing Fee of \$0.005 per eligible ASIN to cover our system costs associated with cataloging and maintaining large numbers of ASINs on Amazon.com. To be eligible for the High-Volume Listing Fee in a given month, an ASIN must meet the following criteria:

1. The ASIN is listed in a non-Media category. Media categories include: Books, DVDs, Music, Software, Computer/Video games, Video Game Consoles, and Video Game Accessories, among others.
2. You have had an active offer on the ASIN at some point during the month.
3. The ASIN was created at least 12 months ago. ASINs created less than 12 months prior are not eligible for the fee.
4. The ASIN has not sold in the previous 12 months.

To help you grow the selection of products you offer on Amazon, we waive the High-Volume Listing for the first 100,000 ASINs that meet the above criteria. We apply the fee to your highest number of eligible ASINs above 100,000 during that month. You can view the number of eligible ASINs by going to the Inventory tab in Seller Central, selecting Inventory Reports, and then selecting High Volume Listings Report from the drop-down menu on the page.

For example, if during a month, you had active offers on 300,000 eligible ASINs, then we would charge you a fee of \$1,000, calculated as \$0.005 on the 200,000 ASINs that are above your free allowance of 100,000 eligible ASINs.

The fee will be calculated and charged monthly and shown in the next month's statement.

To know more about this fee, please visit the [High-Volume Listing Fee FAQ page](#).

Refund administration fee

If you refund a customer for an order for which you have already received payment, Amazon will refund you the amount of the referral fee you paid for the item(s), minus the applicable Refund Administration Fee, which is the lesser of \$5.00 or 20% of the applicable referral fee.

For example, if you refund a customer the \$10.00 total sales price of an item in a category with a 15% referral fee, your Refund Administration Fee will be \$0.30 (\$10.00 x 15% referral fee = \$1.50).

Examples of referral fee calculations

Media products

Individual Selling Plan example:

Item price

+ Shipping charges paid by the buyer

- Referral fee

- Closing fee of \$1.80

- \$0.99 per item fee

= Total deposited to seller account

Professional Selling Plan example:

Item price

+ Shipping charges paid by the buyer

- Referral fee

- Closing fee of \$1.80

= Total deposited to seller account

Examples for Watch products

Examples of referral fee calculations for Watches products:

| Sales Price | Example 1: Referral fee for a \$8.00 watch | Example 2: Referral fee for a \$1,500.00 watch | Example 3: Referral fee for a \$7,000.00 watch |
|--|--|--|--|
| For the portion of the total sales price up to \$1,500.00 | \$1.28 | \$240.00 | \$240.00 |
| For any portion of the total sales price from \$1,500.01 and above | \$0.00 | \$0.00 | \$165.00 |
| Referral fee | \$1.28 | \$240.00 | \$405.00 |

Examples for other products

Individual Selling Plan example:

Item price

+ Shipping charges paid by the buyer

- Referral fee

- \$0.99 per item fee

= Total deposited to seller account

Professional Selling Plan example:

Item price

+ Shipping charges paid by the buyer

+ Gift wrap charges paid by the buyer

- Referral fee

= Total deposited to seller account

Selling on Amazon Fee Schedule

- [Access the Fee Explainer](#)
- [High-Volume Listing Fee FAQ](#)



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