

SUGGESTED PRICING GUIDE

This guide offers insights into what items historically sell for. Ultimately, you decide what to price your items and does not guarantee it will sell.

BEST PRACTICES: OVERALL

General wear, fading and pilling reduce the value of an item. Stains, holes, rips, missing buttons/snaps will not be accepted.

Always mark an actual numerical size (not S, M, L) on your tag to ensure that your item will be placed in the correct section.

Allow your items to go Half Price - wouldn't you rather earn something and get the space back, than nothing and keep the clutter?

Don't let the half price option impact what you set as the regular price; it will make the regular price too high for consignment otherwise.

Remember shoppers are looking for savings on quality items. Please price your items to SELL.

Don't sell styles more than a few years old. It's not worth your time. Especially maternity.

Sadly, you'll end up wasting a lot of time tagging, and shoppers won't buy it regardless of the price.

Do group items together, ex. Dinosaur books, etc.

Do create outfits - but make sure you're combining comparable brands and same sizes. Don't put a 2T pair of Walmart jeans under a 3T Gap top.

Take pride in what you sell - you'll sell more! Little things, snip loose threads, triple check, snap, button, zip - make sure they all work - so you make the most!

BEST PRACTICES: PRICING

General Rule of Thumb: 25-50% of the retail price for the item (depending on brand name & condition).

Sizes 18 months and lower have lower resale value than larger sizes, due to many families being gifted smaller size clothing items.

Average selling price for these sizes is \$3-3.50

Sizes 3T-10 are the easiest to sell.

A Complete size 6 outfit should be priced at \$7. Therefore half an outfit (Just the shirt or just the pants) should be half the price.

For Example: a shirt should be \$3, a pair of pants should be \$4.

An exception to the 1/4 – 1/3 rule is indoor/outdoor toys – plastic kitchens, playhouses, climbers, etc (Little Tikes type items).

These items are in higher demand.

You can get as much as 1/3-1/2 of original retail price – especially if they have only been used indoors and are in great condition.

Fall/Winter clothing has higher re-sale value than Spring/Summer clothing.

Do price items higher if they are new with tags. But not so high they won't sell.

Don't overprice your items. Your goal is to get rid of the useless things in your home to make room and get paid for them. Take the emotion out of it.

Keep in mind that retail stores like Gap and Target (even Janie and Jack has a clearance rack) - pricing a used t-shirt for \$10 won't help it sell.

CHILDREN'S CLOTHING, ACCESSORIES & SHOES

	BASIC	MID-RANGE	BOUTIQUE
	Brands: <i>Arizona, Carter's, Circo, Faded Glory, George, Jumping Beans, Levi, Old Navy, Sonoma, Wonder Kids</i>	Brands: <i>Abercrombie, Chaps, Children's Place, Gap, Gymboree, Izod, Jcrew, Justice, LL Bean, Lands End, Nautica, Osh Kosh,</i>	Brands: <i>Baby & Co., Hanna Andersson, Jacadi, Janie & Jack, Kelly's Kids, Matilda Jane, Mini Boden, Persnickety, Pink</i>
TOPS			
Shirts	\$3	\$4	\$5+
Sweatshirts/Hoodies	\$3-4	\$4-6	\$8+
Sweaters	\$3-4	\$4-6	\$10+
Jackets	\$4-7	\$5-8	\$10+
Coats	\$5-10	\$10-15	\$20-30
<i>*Larger Kid pants in classic, great condition should be at the top of the range but the play clothes type of pants should be at the low end of the range.</i>			
BOTTOMS			
Shorts	\$3	\$4	\$5+
Skirts	\$3	\$4	\$5+
Pants	\$3-4	\$4-6	\$5-10
Leggings	\$3	\$3-4.50	\$4.50-8.50
OUTFITS			
Multi-piece Matching Outfit	\$3-5	\$6-8	\$10-15
DRESSES			
Dress	\$3-4	\$4-6	\$8-12
<i>*Communion, Holiday, Wedding Dresses are seen by shoppers are more limiting, so keep those within the range.</i>			
PAJAMAS			
2/3 Piece PJ Set/Nightgown	\$3-4	\$4-6.50	\$6-8
SWIMWEAR			
Swimsuits	\$2-3	\$4-8	\$8-15
COSTUMES			
Costume (With Accessories Add \$2)	\$5-7	\$6-10	\$8-15

INFANT ITEMS

INFANT CLOTHING ESSENTIALS

Bibs (Groups of 3 or more)	\$3-5
Gowns/Layette/Sleepers	\$3-4
Onesies - Short & Long Sleeve (Groups of 3 or more)	\$3-4
Rompers	\$3-5

ACCESSORIES

Backpacks	\$3-7
Belts	\$3-4
Hats/Gloves and Mittens	\$3-6
Purse	\$3-5
Socks (Groups of 3 or more - with each pair \$.25 - \$.50)	\$3-4

SHOES

Shoes (Casual)	\$3.50-6
Shoes (Dressy)	\$5-9
Boots	\$6-16.50

MATERNITY

Note: When selling maternity items, you must find a buyer who matches your style, size and season. This may take several sales.

TOPS

Shirt - Casual	\$3-4	\$4-7	\$7-10
Sweaters/Cardigans	\$4-6	\$7-9	\$9-15

BOTTOMS

Casual	\$4-5	\$6-10	\$10-18
Dress Slacks/Jeans	\$4-6	\$7-10	\$15-20

DRESSES

Long & Short Sleeve	\$3-6	\$6-9	\$10-20
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BASIC

Brands: Burlington Coat Factory, Kmart, Liz Lange, Mama by H&M, Motherhood, Old Navy,

MID-RANGE

Brands: Destination Maternity, Gap, Loft

BOUTIQUE

Brands: A Pea in the Pod, Boden, Japanese Weekend, Loft, Maternal America,

BOOKS/PUZZLES//GAMES/MULTIMEDIA

BOOKS

EXCELLENT CONDITION

(Sell well in Groups)

Books - hardcover or bundle of softcover \$3

GAMES - FUNCTIONAL & COMPLETE

(ALL PIECES)

Games \$5-8

Simpler/Travel Games \$3-4

MULTIMEDIA

DVDs \$3

PUZZLES

(ALL PIECES)

Wooden \$3.50-5.50

Soft \$3-5

BABY/TODDLER GEAR & EQUIPMENT

GOOD

EXCELLENT

USED CONDITION/LIKE BRAND NEW CONDITION or HIGH END BRAND

CARSEATS & BOOSTER SEATS

Car Seat - Infant w/ Base - less than 5 yrs old \$20-40

Base Only - less than 5 yrs old \$10-15

Car Seat - Convertible \$20-35

Car Seat - Booster - less than 5 yrs old (Britax add \$40) \$20-35

EQUIPMENT & ACCESSORIES

Baby Carrier - Bjorn, Ergo, etc. \$15-45

Baby Swing \$20-50

Bassinet \$25-40

Bouncy Seat \$10-15

Co-Sleeper \$45-70

Exersaucer/Jumperoo \$20-35

Gyms/Playmats \$8-15

High Chair \$15-45