

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

- When assigning prices, honestly determine what you would pay for an item in its current, used condition.
- 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

- Sizes 18 months and lower have lower resale value than larger sizes, due to the large volume of these size ranges at all sales.
- Average selling price for these sizes is \$1.50-3.
- Sizes 3T-10 are the easiest to sell. A good rule of thumb is to price a complete outfit (Top and bottom, or a dress) same as the size.
- Ex. complete 3T outfit should be priced \$3.
- A Complete size 6 outfit should be priced at \$6. Therefore half an outfit (Just the shirt or just the pants) should be half the price.
- For Example: a 4T shirt should be \$2, a 6x pair of pants should be \$3.
- 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 Children's Place, Gymboree, (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

Brands: *Arizona, Carter's, Cherokee, Circo, Faded Glory, George, Jumping Beans, Levi, Old Navy, Sonoma, Wonder Kids*

MID-RANGE

Brands: *Abercrombie, Chaps, Children's Place, Gap, Gymboree, Izod, Jcrew, Justice, LL Bean, Lands End, Nautica, Osh Kosh, Ralph Lauren, Tommy Hilfiger*

BOUTIQUE

Brands: *Baby & Co., Hanna Andersson, Jacadi, Janie & Jack, Kelly's Kids, Matilda Jane, Mini Boden, Persnickety, Pink Chicken, Tea Collection, Vineyard Vines*

TOPS

Dress Shirt / Oxford	\$1.50-3	\$3-5	\$6-15
Long Sleeve T-Shirt	\$1.50-2.50	\$2-4	\$6-8
Long Sleeve Polo/Rugby	\$1.50-2.50	\$3-5	\$8-10
Pullover/Sweatshirt	\$1.50-3	\$2-4	\$7-10
Short Sleeve Dress Casual (with collar for boys)	\$1.50-2.50	\$2-4	\$7-10
Sweater/Cardigan	\$1.50-2.50	\$4-6	\$7-12
T-shirt / Sleeveless	\$1.50	\$2-3	\$5-7

**Basic & Mid-range t-shirts sell well in groups. Holiday themed t-shirts should be priced at the lower margin.*

BOTTOMS

Athletic Pants/Sweatpants	\$1.50-2	\$2-3	\$4-6
Casual Pant/Khakis/Jeans	\$1.50-3	\$4-7	\$8-12
Dress Pant/Slacks	\$2-4	\$5-10	\$10-15
Leggings/Bike Shorts	\$1.50-2	\$2-3	\$4-6
Skirt/Skort	\$1.50-3	\$3-5	\$5-8
Shorts/Capris	\$1.50-3	\$3-5	\$5-8

**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.*

OUTFITS

Multi-piece Matching Outfit	\$2-4	\$6-8	\$15-22
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DRESSES

Dress	\$2-4	\$3-6	\$10-16
Fancy Dress	\$5-7	\$8-10	\$10-20

**Communion, Holiday, Wedding Dresses are seen by shoppers are more limiting, so keep those within the range.*

CHILDREN'S CLOTHING, ACCESSORIES & SHOES con'td...

	BASIC	MID-RANGE	BOUTIQUE
	Brands: <i>Arizona, Carter's, Cherokee, 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, Ralph Lauren, Tommy Hilfiger</i>	Brands: <i>Baby & Co., Hanna Andersson, Jacadi, Janie & Jack, Kelly's Kids, Matilda Jane, Mini Boden, Persnickety, Pink Chicken, Tea Collection, Vineyard Vines</i>
OUTERWEAR			
Dress Coat	\$6-9	\$10-15	\$15-20
Polar Fleece/Hoodie Jacket	\$2-4	\$4-6	\$6-10
Raincoats (lined add \$2)	\$3-5	\$5-12	\$12-20
Spring Coat/Lightweight/Denim	\$3-6	\$6-12	\$12-20
Snow Pants (Full Snow Suit - Add \$4)	\$5-10	\$10-15	\$15-25
Vests - Fleece or Quilted	\$3-4	\$6-10	\$10-14
Winter Coat/Jacket	\$5-10	\$10-15	\$15-25
PAJAMAS			
2/3 Piece PJ Set/Nightgown	\$1.50-2	\$2-4	\$5-10
Footed/Non-Footed Sleeper (Winter Weight Add \$.50)	\$1.50-2	\$2-3	\$4-7
SWIMWEAR			
Swimsuits	\$2-3	\$4-8	\$8-15
Swim Trunks	\$1.50-3	\$3-6	\$6-12
Swimsuit Cover-ups	\$3-5	\$5-10	\$10-15
COSTUMES			
Costume (With Accessories Add \$2)	\$4-6	\$6-10	\$8-15
Accessories (grouped)	\$2	\$2-4	\$4-6

CHILDREN'S CLOTHING, ACCESSORIES & SHOES con'td...

BASIC

Brands: *Arizona, Carter's, Cherokee, Circo, Faded Glory, George, Jumping Beans, Levi, Old Navy, Sonoma, Wonder Kids*

MID-RANGE

Brands: *Abercrombie, Chaps, Children's Place, Gap, Gymboree, Izod, Jcrew, Justice, LL Bean, Lands End, Nautica, Osh Kosh, Ralph Lauren, Tommy Hilfiger*

BOUTIQUE

Brands: *Baby & Co., Hanna Andersson, Jacadi, Janie & Jack, Kelly's Kids, Matilda Jane, Mini Boden, Persnickety, Pink Chicken, Tea Collection, Vineyard Vines*

INFANT CLOTHING ESSENTIALS

Bibs (Groups of 3 or more)	\$1.50-2	\$2-3	\$3-5
Gowns/Layette/Sleepers	\$2	\$2-3	\$3-5
Onesies - Short & Long Sleeve (Groups of 3 or more)	\$1.50-2	\$2-3	\$3-5
Rompers	\$1.50	\$2-3.50	\$3-6

DIAPERS

Grouped, with the exception of Cloth Diapers

Diapers - Fitted (Cloth)	\$1-5	\$4-6	\$6-10
Disposable		\$0.10/diaper-\$0.50/diaper	
Swim Diapers		\$0.15/diaper-\$0.30/diaper	

ACCESSORIES

Backpacks	\$2-4	\$4-6	\$7-8
Belts	\$1.50-2	\$2-4	\$4
Gloves and Mittens	\$1.50-2	\$2-3	\$4
Hair Accessories / Bows (in groups)	\$2	\$3-6	\$5
Hats/Caps	\$1.50-2	\$2-3	\$4
Lunchbox	\$2	\$3-5	\$5-6
Purse	\$2	\$2-3	\$3
Scarf	\$2	\$2-3	\$3-4
Socks (Groups of 3 or more - with each pair \$.25 - \$.5)	\$1.50-2	\$2-3	\$3-4
Sunglasses	\$2	\$3	\$4
Tights (Groups of 2 or more)	\$1.50-2	\$3-4	\$4
Underwear (Should be Grouped - with each \$.25/pair)	\$1-2	\$2-3	\$3
Undershirts/Camisoles (Groups of 3 or more)	\$1.50	\$3	\$4

CHILDREN'S CLOTHING, ACCESSORIES & SHOES con'td...

	BASIC	MID-RANGE	BOUTIQUE
	Brands: Arizona, Candies, Circo, Cherokee, George, Jumping Beans, Keds, Old Navy, Osh Kosh, TKS, Vans, Xhilaration	Brands: Adidas, Converse, Crocs, Gymboree, Heelys, Keen, Merrell, New Balance, Nike, Reebok, Sketchers, Sperry, Stride Rite	Brands: L'Armour, Livie & Luca, Morgan & Milo, Naturino, Pediped, Primigi, Puddle Jumpers, See Kai Run, Stuart Weitzman, Ugg, Umi
SHOES			
Baby/Infant Shoes	\$1.50-2	\$3-5	\$5+
Boots	\$3-5	\$5-9	\$9+
Boots - Hiking	\$4-5.50	\$6-10	\$12+
Boots - Rain	\$4-6	\$6-10	\$11+
Boots - Snow	\$5-7	\$7-11	\$13+
Dress Shoes	\$2-4	\$5-8	\$7+
Sandals/Jellies/Croc Style	\$1	\$3-5	\$5+
Oxfords/Clogs/Loafers/Mary Janes	\$3-5	\$6-7	\$8+
Slippers	\$1.50-2	\$3-4	\$4-5
Sneakers	\$2-4	\$4-8	\$9+
Water Shoes	\$1.50-3	\$3-5	\$6+

MATERNITY

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

BASIC

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

MID-RANGE

Brands: Destination Maternity, Gap, Loft

BOUTIQUE

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

TOPS

Shirt - Casual	\$3-4	\$4-7	\$7-10
Shirt - Dressy	\$3-4	\$5-8	\$8-12
Sweaters/Cardigans	\$4-6	\$7-9	\$9-15
Tank Tops/T-Shirts	\$2-3	\$4-6	\$7-8

BOTTOMS

Casual/Khakis	\$4-5	\$6-10	\$10-18
Dress Slacks/Jean	\$4-6	\$7-10	\$15-20
Leggings/Yoga	\$2-4	\$4-6	\$7-10
Shorts/Capris	\$3-4	\$5-7	\$8-10
Skirts	\$3-5	\$4-7	\$8-10

DRESSES

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

2 Piece Suits -w/ Pants or Skirt	\$9-12	\$12-18	\$25-35
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MISCELLANEOUS

Nursing/Maternity Bras	\$1.50-2	\$2-3	\$4-5
PJ Set/Nightgown	\$3-4	\$4-5	\$7-12
Robe	\$4-5	\$5-7	\$6-8
Swimsuit	\$3-5	\$5-7	\$9-15

COATS

Athletic/Hoodie	\$3-5	\$4-6	\$7-10
Denim/Blazer	\$4-6	\$5-7	\$7-10
Winter Jacket	\$7-10	\$8-12	\$15-30

BABY/TODDLER GEAR & EQUIPMENT

GOOD

EXCELLENT

USED CONDITION/LIKE NEW

BRAND NEW CONDITION or HIGH END BRAND

BATHING/GROOMING

Bath Tub/Seat	\$1.50-2	\$2-5
Bath Tub Faucet Cover/Thermometer	\$1.50-2	\$2-3
Nail Clipper/Brush & Comb	\$1.50 - 3	\$2-4
Hooded Towel (2 or more)	\$1.50-2	\$2-3
Tub Organizer	\$1.50-3	\$3-5
Washclothes (3 or more)	\$2	\$2

BEDDING/BLANKETS

Crib Set (3-5 piece)	\$5-15	\$12-18
Crib Set (5-7 piece)	\$10-25	\$25-40
Crib Skirt	\$2-4	\$3-6
Fitted Sheets	\$1.50-2	\$2-4
Infant Positioning Pillow	\$2-4	\$5
Kids Comforter Sets - Twin/Full/Queen	\$8-15	\$15-25
Kid's Sleeping Bag / Napping All-in-One	\$3-4	\$4-8
Blanket - Receiving - Grouped (Add \$5 for organic swa	\$1.50	\$2
Blanket - Baby	\$1.50-2.50	\$3-5
Toddler Bedding Set (3-4 piece)	\$5-10	\$8-12

CARSEATS & BOOSTER SEATS

Car Seat - Infant w/ Base - less than 5 yrs old	\$15-25	\$20-35
Base Only - less than 5 yrs old	\$3-8	\$8-12
Car Seat - Convertible	\$1	\$20-35
Car Seat - Booster - less than 5 yrs old (Britax add \$4	\$10-25	\$20-35
Carseat Shade Cover	\$3-4	\$5-6
Carseat Head Protector	\$1.50-3	\$3-5
Accessories: Organizer, Snack Tray, Sunshade	\$1.50-3	\$3-4

GOOD

EXCELLENT

USED CONDITION/LIKE NEW

BRAND NEW CONDITION or HIGH END BRAND

DIAPERING/POTTY

Changing pad cover	\$1.50-2	\$2-4.50
Changing Table Caddy	\$1.50-2	\$3-5
Changing Pad	\$2-4	\$3-5
Diaper Bag	\$4-10	\$8-15
Diaper Champ	\$6-8	\$9-12
Diaper Genie	\$5-8	\$8-10
Diaper Genie Refill (New)	N/A	\$2/each
Diaper Pail	\$2-4	\$5-8
Diaper Wipe Warmer	\$3-5	\$5-10
Step Stool	\$2-4 (Plastic)	\$4-6 (Non-Plastic)
Potty Chair	\$4-8	\$7-10
Potty Seat	\$1.50-3	\$3-4

EQUIPMENT & ACCESSORIES

Baby Carrier - Bjorn, Ergo, etc.	\$5-12	\$20-50	
Baby Swing	\$15-30	\$20-50	
Bassinet	\$10-25	25-40	
High Chair Seat	\$4-8	\$8-15	
Bouncy Seat	\$5-10	\$10-15	
Bumbo * (w tray add \$3)	\$7-10	\$10-12	*With Recall Fix
Jumper	\$5-8	\$8-10	
Crib Mobile	\$3-5	\$5-10	
Co-Sleeper	\$25-45	\$45-70	
Exersaucer/Jumperoo	\$10-15	\$20-30	
Gyms/Playmats	\$5-8	\$8-15	
High Chair	\$15-35	\$40+	

GOOD

EXCELLENT

USED CONDITION/LIKE NEW

BRAND NEW CONDITION or HIGH END BRAND

FEEDING/NURSING

(*Many of these sell best in groups)

Bottles (Group of 3 or more)	N/A	\$2-5
Breastmilk Storage Bags (New)	N/A	\$2-4
Feeding Utensils *	N/A	\$1.50-3
Kids Plates*	N/A	\$2-4
Kids Dish Sets	N/A	\$4-6
Nursing Pillow/Boppy	\$3-6	\$5-8
Nursing Cover	\$2-3	\$4-6
Placemats*	N/A	\$1.50
Plastic Bottle Liners/Drop Ins (New)	N/A	\$2-4
Sippy Cups*	N/A	\$2-4

FURNITURE

Bookshelves	\$10-15	\$15-30	
Changing Table	\$20-75	\$75-125	
Crib - after June 28, 2011	\$50-100	\$150-200	
Dresser	\$15-40	\$50-125	
Glider (w/ Ottoman Add \$15)	\$25-50	\$40-125	*\$100+ Custom or High End
Hanging Wall Shelf	\$3-5	\$5-8	
Hamper	\$3-5	\$5-7	
Lamps, Nightstand, etc.	\$5-10	\$7-12	
Pack-N-Play/Port-a-Crib	\$18-35	\$25-60	
Toddler Bed	\$15-25	\$25-60	

HEALTH

Humidifier	\$8-12	\$12-20
Humidifer Filter (new)	N/A	\$2

BABY/TODDLER GEAR & EQUIPMENT cont'd...

GOOD

EXCELLENT

USED CONDITION/LIKE NEW

BRAND NEW CONDITION or HIGH END BRAND

SAFETY

(Many of these sell best in groups)

All Purpose Locks	\$1.50-2	\$2
Appliance Latches/Locks	\$2-4	\$4-6
Baby Monitors	\$8-12	\$12-45
Baby View Mirror (for car)	no scratches	\$3-5
Bed Rail	\$4-6	\$5-10
Electronic Thermometer	\$5-8	\$8-12
Furniture Wall Straps	\$1.50-3	\$4-5
General Locks	\$1.50-2	\$2-3
(Cabinet Latches, Knob/Corner Covers, Door Stops)		
Table or Fireplace Bumper Guard	\$3-5	\$5
Night Light	\$1.50-3	\$3-6
Outlet Covers/Switch Plates	\$1.50-2	\$3
Safety Gate - Extra Large	\$25-40	\$30-50
Safety Gate - Plastic/Metal	\$5-12	\$12-20
Safety Gate - Stairwell	\$8-12	\$12-20
Safety Gate - Wooden	\$5	\$5-10
Shopping Cart Cover	\$3-6	\$6-8
Toddler Harness/Leash	\$1.50-2	\$3-5

GOOD

EXCELLENT

GRACO, PEG PEREGO, etc.

BUGABOO, PHIL & TED, etc.

STROLLERS & ACCESSORIES

Single Umbrella Stroller	\$6-15	\$25-50	*(Add \$25 for MacLaren)
Double Umbrella Stroller	\$20-25	\$55-80	*(Add \$35 for MacLaren)
Single Strollers	\$10-25	\$100-170	
Double Strollers	\$150-\$175	\$175-225	
Single Jogging Stroller	\$30-45	\$100-175	
Double Jogging Stroller	\$50-70	\$125-165	
Double or Sit-n-Stand Stroller	\$30-40	\$175-225	
Stroller Cup Holder	\$2-3	\$3-5	
Stroller Covers	\$3-4	\$4	
Stroller/Travel System	\$40-50	\$75	

EXCELLENT CONDITION

HIGHER END OF RANGE FOR WELL-KNOWN BOOKS/AUTHORS (ex. Seuss, Boynton)

BOOKS

(Sell well in Groups)

Board Book(s)	N/A	\$1.50-3
Book/CD Sets	N/A	\$3-6
Books with Sound	N/A	\$2-4.50
Chapter Book(s)	N/A	\$1.50-3
Cloth Book(s)	N/A	\$1.50-2
Hardcover Book(s)	N/A	\$1.50-3
Educational	N/A	\$3-10
Parenting/Maternity Book(s)	N/A	\$1.50-3.50
Set of Book(s) - Series	N/A	\$3-6

ELECTRONICS

Computer Games	N/A	\$2-8
Individual Games	N/A	\$5-15
Play Station/ X-Box System	N/A	\$80-125
PSP	N/A	\$60-80
Toddler/Child Readers	N/A	\$5-25
Wii System	N/A	\$40-60

GAMES - FUNCTIONAL & COMPLETE

(ALL PIECES)

Card Games	N/A	\$1.50-2
Youth Games	N/A	\$2-5
Adult Games - G or PG (retail range \$21-28)	N/A	\$5-12

MULTIMEDIA

CDs	N/A	\$1-3
DVDs - Add \$1 for Disney/Baby Einstein	N/A	\$2-4
DVD Sets (3 or more)	N/A	\$6-8

	BASIC EDITION	OVER-THE-TOP EDITION
	USED CONDITION	EXCELLENT
PUZZLES		
Foam	N/A	\$1.50-3
Floor	N/A	\$2.50-5
Jigsaw Puzzle (small)	N/A	\$1.50-3
Wooden (Add \$2-4 for Melissa & Doug)	N/A	\$1.50-6
TOYS		
Action Figures	\$2-3.50	\$4-7
Barbies (Hair condition impacts \$)	\$2-4	\$4-6
Barbie Clothes		\$1.50-3
Barbie House	\$12-20	\$20-40
Blocks	\$2-5	\$5-10
Cars	\$1.50-3	\$3-12
Cash Register	\$4-6	\$7-10
Dolls	\$1.50-5	\$5-15
Doll Accessories	\$1.50-3	\$3-4
Dollhouse Sets	\$10-25 (Plastic)	\$25-75 (Wooden)
Electronic Robot	\$5-10	\$10-30
Kitchen Dishes/Food (Sold in Groups)	\$1.50-4	\$4-6
Legos	\$5-15	\$15-30
Lincoln Logs (Price depends on size of set)	\$5-10	\$10-15
Little People Set	\$6-10	\$15-20
Piano	\$3-6	\$6-25
Play Phone	\$2-4	\$4-6
Pull Toys	\$3-4	\$5-6
Shape Sorter	\$3-4	\$4-6
Stuffed Animal - Electronic	\$2.50	\$5
Trucks	\$3-5	\$5-15

*American Dolls Add \$40

BASIC EDITION

OVER-THE-TOP EDITION

USED CONDITION

EXCELLENT

TOYS - FURNITURE/LARGE

Activity Table (ie Thomas the Train)	\$20-30	\$30-50
Desk	\$8-15	\$15-25
Kitchen	\$10-25	\$25-45
Furniture (Table/Chairs) Add \$10 for wooden	\$5-10	\$15-20
Toybox	\$5-20	\$20-40 (Wooden)

TOYS - RIDING/OUTDOOR

Basketball/T-Ball Set	\$5-10	\$10-20
Bicycle	\$15-25	\$25-40
Cozy Coupe	\$10-18	\$18-25
Picnic Table	\$8-15 (Plastic)	\$15-25 (Wooden)
Playhouse	\$35-50	\$50-75
Sandbox	\$10-15	\$15-25
Slide	\$8-10	\$10-15
Tricycle - Plastic	\$5-10	\$10-15
Tricycle - Metal	\$10-15	\$15-20
Wagon	\$15-25	\$25-65

SPORTING GOODS

Balls	\$1.50-3	\$3-5
Bike Carrier	\$5-8	\$8-15
Bike Trailer	\$30-40	\$40-75
Helmet/Padding	\$4-6	\$6-15
Skate Board/Roller Skates	\$4-8	\$9-15
Sporting Equipment	\$4-6	\$6-15