



# Pricing suggestions

## Kids' and Maternity Consignment Sale

There are many factors you should consider: condition, original price, brand name of item, is it brand new with the tags still on, etc. Generally speaking, price your items  $\frac{1}{4}$  to a  $\frac{1}{2}$  of the original retail price. One question that some of our most successful sellers have used to price their items is, "What would I pay for this at the sale?" The following chart is to help you with pricing your items. Here are a few things to keep in mind:

- We get several thousand clothing items in sizes Newborn – 2T. You will want to price this aggressively if you want it to sell.
- New with Tags tends to sell a little bit higher than the listed prices.
- Large toys, especially outdoor toys, typically sell very well.

<b>Level 1 - Discount Stores</b>	<b>(KMART, WAL-MART, TARGET, ETC.)</b>
<b>Level 2 - Discount Department Stores</b>	<b>(JC PENNEY, KOHL'S, SEARS, ETC.)</b>
<b>Level 3 - Better Department &amp; Specialty Stores</b>	<b>(CHILDRENS PLACE, OLD NAVY, OSH KOSH, ETC.)</b>
<b>Level 4 - Boutique &amp; Upscale Specialty Store</b>	<b>(GYMBOREE, CHASING FIREFLIES, RALPH LAUREN, JUSTICE, GAP, HANNAH ANDERSSON, ABERCROMBIE, HOLLISTER, ETC.)</b>

	<b>LEVEL 1</b>	<b>LEVEL 2</b>	<b>LEVEL 3</b>	<b>LEVEL 4</b>
	<b>CLOTHING</b>			
Sweaters	2.00-5.50	3.00-6.00	4.00-10.00	5.00-10.00
Sweatshirts	2.00-3.50	2.50-4.00	3.50-5.50	4.00-7.00
Turtlenecks	1.50-3.00	2.00-4.00	2.50-5.00	3.00-6.50
Long Sleeve	1.50-3.00	2.00-4.00	2.50-5.00	3.00-6.50
Short Sleeve/Sleeveless	1.50-3.00	2.00-4.50	3.00-5.00	4.00-6.50
Basic T-shirt w/ or w/out logo	1.50-3.00	2.00-4.50	3.00-5.00	3.00-6.50
Dress Shirt	2.00-4.50	3.00-5.50	4.00-6.50	5.00-7.00
Jeans	2.50 - 5.00	3.00-5.50	3.50-8.00	4.00-9.50
Dress Pants/Slacks	3.50-6.50	4.00-7.00	4.50-8.50	5.00-10.00
Casual/Khakis	2.50-5.00	3.00-5.50	3.50-8.00	4.00-9.50
Skirts/Skorts	2.00-4.5	2.50-5.00	3.00-6.00	4.00-7.00
Shorts	1.50-3.00	2.00-3.50	3.00-5.50	3.50-6.50

	<b>LEVEL 1</b>	<b>LEVEL 2</b>	<b>LEVEL 3</b>	<b>LEVEL 4</b>
<b>CLOTHING con't</b>				
Sweatpants	1.50-3.00	2.00-3.50	3.00-5.50	3.50-6.50
Leggings	1.50-3.00	2.00-3.50	3.00-5.50	3.50-6.50
Jumpers	2.50-4.00	3.00-5.00	3.50-6.50	4.00-9.50
Dresses	3.00-5.00	3.50-6.00	4.00-7.00	4.50-10.00
Sundresses	2.50-4.00	3.00-5.00	3.50-6.50	4.00-9.50
Holiday Dresses	5.00-7.50	5.50-9.50	6.00-10.50	6.50-12.00
Homecoming/Prom Attire	5.00-7.50	5.50-9.50	10.00-17.00	10.00-25.00+
<b>INFANT CLOTHING</b>				
Bibs - Group of 3 or More	1.00-2.00	1.50-3.00	2.00-4.00	2.50-5.00
Gowns/Sleepers	2.00-3.00	2.50-3.50	3.00-4.00	3.50-5.00
T-Shirts - Group of 3 or More	1.00-2.00	1.50-3.00	2.00-4.00	2.50-5.00
Onesies-Basic - Group of 3 or More	1.00-2.00	1.50-3.00	2.00-4.00	2.50-5.00
Rompers	2.00-3.50	2.50-4.00	3.00-4.50	3.50-5.50
Socks - 3 or More Pairs	1.00-2.00	1.50-3.00	2.00-4.00	2.50-5.00
<b>OUTFITS/SETS</b>				
2 piece matching (pants & shirt)	3.00-4.50	4.50-6.00	6.00-7.50	7.00-10.00
3 piece matching outfit	3.50-5.00	5.00-6.50	6.50-8.00	7.50-12.00
4 piece matching outfit	4.00-5.50	5.50-7.00	7.00-8.50	8.00-15.00
<b>PAJAMAS</b>				
Footed/Non-footed sleeper	2.00-3.00	3.00-4.00	3.50-5.00	4.50-6.50
2 or 3 piece PJ Sets	2.00-3.00	3.00-4.00	3.50-5.50	4.50-7.00
Night Gown	2.00-2.50	3.00-4.00	3.50-5.00	4.50-6.50
Bath Robe	2.50-3.50	3.50-4.50	4.50-5.50	5.50-6.50
<b>OUTER WEAR</b>				
Winter Coat/Jacket	3.00-7.00	3.50-7.50	4.00-12.00	8.00-15.00+
Snow Pants	3.00-5.00	3.50-5.50	4.00-6.00	5.00-9.50
Snow Suit	5.00-7.00	5.50-8.00	6.00-9.00	6.50-10.00
Wind Breaker	2.50-4.00	3.00-5.00	3.50-6.00	4.00-8.00
Denim Jackets	3.00-5.00	3.50-5.50	4.00-6.00	5.00-9.50
Raincoats	3.00-5.00	3.50-5.50	4.00-6.00	5.00-9.50
Polar Fleece	3.50-5.00	4.00-6.00	4.50-6.50	5.00-7.50
Vests - Lined or Quilted	3.00-5.00	3.50-5.50	4.00-6.00	5.00-9.50
Athletic/Track Suits	4.00-6.00	4.50-6.50	5.00-7.00	5.50-9.00
Spring Coat/Light Weight	2.50-5.00	3.00-6.00	4.00-7.00	5.00-9.50
<b>SWIM WEAR</b>				
Swim Suits	2.00-3.00	3.00-4.50	3.50-5.00	4.00-6.00
Swim Trunks	2.00-3.00	3.00-4.50	3.50-5.00	4.00-6.00
Cover Ups	2.00-3.00	3.00-4.50	3.50-5.00	4.00-6.00
Sunglasses	1.00	2.00	2.00-3.00	2.00-3.00
<b>ACCESSORIES</b>				
Hats - Summer & Winter	1.00-2.00	1.50-2.50	2.00-3.00	2.50-4.00
Gloves and Mittens	1.00-2.00	1.50-2.50	2.00-3.00	2.50-4.00
Scarves	1.00-2.00	1.00-2.00	1.00-2.00	1.00-2.00
Belts	1.00-2.00	1.00-2.00	1.50-3.00	1.50-3.00

	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4
<b>ACCESSORIES con't</b>				
Purses	1.00-2.00	1.50-2.50	2.00-3.00	2.50-3.50
Back Packs	3.00-5.00	3.50-5.50	4.00-6.00	4.50-7.00
Tights	1.00	2.00	2.00	2.00
Socks - group of 3 or more pairs	1.00	1.50-2.50	2.50-3.50	3.50-5.00

<b>SHOES</b>				
Boots - winter	2.00-3.50	2.50-4.00	3.00-5.00	3.50-7.00
Boots - hiking	2.00-4.00	2.50-4.50	3.00-5.50	3.50-7.50
Sneakers	1.50-3.00	2.00-4.00	2.50-5.00	3.00-8.00
Dress Shoes	2.00-3.00	2.50-4.00	3.00-5.50	3.50-7.50
Sandals	2.00-3.00	2.50-4.00	3.00-5.50	3.50-7.50
Pool Shoes	1.00-3.00	1.0-3.50	2.00-4.00	3.00-5.00
Slippers	1.00-3.00	1.00-3.00	1.00-3.00	2.00-4.00

<b>MATERNITY CLOTHES</b>				
Shirts	2.00-3.00	2.50-3.50	3.00-4.00	3.50-4.50
Jeans	3.00-4.00	4.00-5.00	5.00-6.00	6.00-8.00
Shorts/Skirts	2.00-4.00	3.00-5.00	4.00-6.00	5.00-7.00
Pants/Capri's	3.00-4.00	4.00-5.00	5.00-6.00	6.00-8.00
Dresses	4.00-5.00	5.00-6.00	6.00-7.00	7.00-10.00
Suits/2 piece sets	6.00-7.00	7.00-9.00	8.00-10.00	9.00-12.00
Swimsuit	5.00-6.00	6.00-8.00	7.00-9.00	8.00-10.00
Nightgown/Robe	4.00-5.00	5.00-7.00	6.00-8.00	7.00-9.00
Nursing/Maternity Bras	2.00-3.00	3.00-4.00	4.00-5.00	5.00-6.00

<b>INFANT/BABY BATH ESSENTIALS</b>		
	GENERIC BRAND	BRAND NAME
Washcloths - group of 3 or more	1.00-3.00	2.00-4.00
Bath Towels / Hooded Towels	1.00-2.00	2.00-3.00
Bathtub	2.00-4.00	3.00-5.00
Bathtub Seat	2.00-3.00	3.00-4.00
Bathtub Faucet Cover	1.00-2.00	2.00-3.00
Bathtub Thermometer	1.00-2.00	2.00-3.00
Bathtub Toy Organizer / Caddy	2.00-3.00	3.00-4.00

<b>INFANT/BABY DIAPERING/POTTYESSENTIALS</b>		
	GENERIC BRAND	BRAND NAME
Diaper Genie	4.00-6.00	
Diaper Genie Refill - Unopened	3.00-4.00	
Diaper Champ	6.00-8.00	
Diaper Wipe Warmer	5.00-7.00	
Diaper Wipe Caddy/Organizer	1.00-3.00	
Contour Changing Pad	4.00-6.00	5.00-8.00
Changing Pad Cover	2.00-3.00	3.00-4.00
Potty Chairs	2.00-5.00	3.00-6.00
Potty Seats	1.00-3.00	2.00-4.00
Step Stools	1.00-4.00	2.00-5.00

**BEDDING/BLANKETS**

	<b>GENERIC BRAND</b>	<b>BRAND NAME</b>
Receiving Blankets	1.00-3.00	2.00-4.00
Stroller Blankets	2.00-4.00	3.00-5.00
Crib Sets - 3-5 Piece	8.00-10.00	9.00-12.00
Crib Sets - 5-7 Piece Plus	10.00-15.00	11.00-18.00
Matching Crib Set Accessories		
Lamps, Border, Curtains, Etc.	5.00-10.00	6.00-11.00
Individual Fitted Crib Sheet	1.00-2.00	2.00-3.00
Individual Bassinet Sheet	1.00-2.00	2.00-3.00
Individual Crib Bumper	2.00-5.00	3.00-6.00
Individual Crib Skirt	2.00-5.00	3.00-6.00
Kids Sleeping Bags	4.00-8.00	5.00-10.00
Kids Napping All In One Bag	3.00-5.00	4.00-6.00
Kids Character Bedding Sets	4.00-6.00	5.00-8.00
Bed Rail	5.00-7.00	6.00-8.00

**FEEDING/NURSING ESSENTIALS**

	<b>GENERIC BRAND</b>	<b>BRAND NAME</b>
Bottles - Set of 3 or more	1.00-3.00	2.00-5.00
Plastic Bottle Liners/Drop Ins (New)	1.00-3.00	2.00-4.00
Single Breast Pump	10.00-20.00	15.00-35.00
Double Breast Pump	25.00-50.00	75.00-150.00
Breast Milk Storage Bags (New)	2.00-4.00	3.00-5.00
Nursing Pillows/Bobby	3.00-5.00	5.00-8.00
Early Feeding Spoons - Soft	1.00-3.00	
Cups w/ Lids / Sippy Cups	1.00-2.00	
Kids Plates w/ Dividers	1.00-3.00	2.00-4.00
Kids Plates Including Utensils	2.00-4.00	3.00-5.00
Utensils Only	1.00-2.00	2.00-3.00

**INFANT EQUIPMENT**

	<b>GENERIC BRAND</b>	<b>BRAND NAME</b>
Baby Swing	15.00-25.00	20.00-30.00
Bouncy Seat	5.00-10.00	10.00-15.00
High Chair	10.00-20.00	20.00-40.00
Exersaucers	8.00-12.00	12.00-20.00
Pack N'Plays / Port-A-Cribs	10.00-20.00	20.00-35.00
Umbrella Stroller	2.00-5.00	5.00-10.00
Single Child Stroller	10.00-25.00	20.00-80.00
Double Stroller (Sit or Stand)	20.00-40.00	40.00-100.00
Jogging Strollers	20.00-60.00	60.00-140.00
Baby Bjorn/Snuggli/Sling	5.00-10.00	8.00-15.00
Bassinet	10.00-25.00	25.00-40.00

**INFANT/BABY FURNITURE**

	<b>GENERIC BRAND</b>	<b>BRAND NAME</b>
Crib	50.00-100.00	100.00-250.00
Changing Table	25.00-75.00	75.00-150.00
Dresser	50.00-100.00	100.00-250.00
Glider W/ Ottoman	25.00-50.00	50.00-100.00
Book Shelf - 3 Shelves	10.00-20.00	20.00-30.00

	<b>GENERIC BRAND</b>	<b>BRAND NAME</b>
Book Shelf - More Than 3 Shelves	20.00-40.00	40.00-60.00
Wall Hanging Shelf	5.00-15.00	10.00-20.00

### **BOOKS**

Board Books	1.00-3.00
Cloth Books	1.00-2.00
Hardcover Books	1.00-3.00
Softcover Books	1.00-2.00
Chapter Books	1.00-2.50
Sets - i.e American Girl, Junie B Jones, etc.	3.00-6.00

### **MOVIES**

VHS - Disney/BabyEinstein/Elmo, ets	3.00-5.00
VHS - Set of 3 or More	5.00-7.00
VHS - Other	1.00-2.00
DVD - Disney/BabyEinstein/Elmo, ets	5.00-7.00
DVD - Other Titles	4.00-6.00