

# Suggestions For Pricing Your Gently-Used Items



# PRICING SUGGESTIONS

## Tier One

**DISCOUNT STORES**

Wal-Mart  
Target  
Kmart  
Meijer

## Tier Two

**DISCOUNT DEPARTMENT STORES**

JCPenney  
Kohl's  
Sears  
Old Navy  
Osh Kosh

## Tier Three

**BETTER DEPARTMENT SPECIALTY STORES**

Macy's  
Gap  
Lands' End  
LLBean  
Gymboree  
A&F

## Tier Four

**BOUTIQUE & UPSCALE SPECIALTY STORES**

Janie & Jack  
  
Hannah Andersson  
  
Matilda Jane

**\$2-6**  
each item

**\$3-8**  
each item

**\$4-10**  
each item

**35%-50%**  
of new

Who wants to take stuff back home?  
Price it to move and it will!

\$\$\$ in your pocket is always better than clutter in your closet!

**+ Expect MORE for...**

- New (with tag)
- Popular fashions
- Original packaging
- "Trendy" items

**- Expect LESS for...**

- Older items
- Casualwear
- Baby items
- Common items

### BABY ITEMS

Average of 30-40% of retail

Baby Accessories \$2-\$25  
Bedding Sets \$10-\$75  
High Chairs \$3-\$40

Port a Cribs, Exersaucers, Swings, Walkers, Bouncy Seats \$7-\$30

Cribs, Dressers, Changing Tables \$10-\$350  
Strollers \$3-\$120

Pricing too high & trying to sell outdated/worn out items are the two most common reasons items do not sell.