

Pricing Tips!



Pass on the savings! Selling ALL of your stuff (at less per item) is better and more profitable than selling HALF of your stuff at more per item. You'll have less to pick up (maybe nothing!) and will receive a nice profit check in the mail! Who wouldn't love that?

"How do I price?" is one of the most common questions I'm asked. Don't think "What can I get out of this item?" instead, a VERY good rule of thumb to follow is to ask yourself "What would I pay for this item?" Chances are if you wouldn't pay \$4.00 for it, another mom won't either.

That being said- it's up to you! One of the great things about Three Bags Full is we don't buy it from you, and we don't tell you how to price it.

The info below are just guidelines to help you get started. Obviously, moms love labels- and labels cost more. Therefore a WalMart, Target and Old Navy label shouldn't be priced the same as a Hannah Andersson, Gymboree, Matilda Jane, Janie and Jack, Abercrombie, etc labels (assuming condition is comparable.)

Discount it! Do you really want it back? If not, click the "discount" field when tagging. A red dot will print on your tag, and it'll be half off during "red dot days." A LOT of stuff sells on "Red Dot Days"!!!

Outfits. Outfits are GREAT. Especially in smaller sizes (6 and under). Keep the sizing consistent (don't put a size 6 shirt with a size 4T pant), put tops/bottoms/socks/hats/accessories together and price it as one item. It'll save you money with hangers, time with doing all the hanging and pinning, and cardstock as you'll only need one tag. Voila! Plus, you can earn more for all the pieces together than you could doing them all separate.

Be sure to watch some of our Presentation Videos to help you get your items together- how you prepare them and how you present them will also play a role in how you price them.

Keep it simple!! Best thing to do? GET STARTED. Just tag 6 things a day- (6 tags print on a page, so do a page a day). Getting started with six a day makes it manageable. The first time is the hardest- so don't think you'll tag all 25 totes in your basement all at once! ☺ **\$\$ in your pocket is always better than clutter in your closet!**

What to tag first?

1. High ticket items (strollers, play-pens, etc).
2. Toys
3. Current season clothing (start with boys if you have it). (Also keep in mind that size 3T-size 16 is in higher demand than infants – 2T!!)

Hope those tips help! For more information, look through the charts below- it's just a starting point, and as always, email DeAnn@threebagsfull.info with any questions!

Tier One: Discount Stores
 Tier Two: Discount Department Stores
 Tier Three: Better Department/Specialty Store
 Tier Four: Boutique & Upscale Specialty Store

(Wal-Mart, Target, Kmart, Meijer)
 (JCPenney, Kohl's, Sears, Old Navy, Osh Kosh)
 (Macy's, Gap, Lands' End, LLBean, Gymboree, A&F)
 (Janie & Jack, Hannah Andersson, Matilda Jane)

Pricing Suggestions:

Kids Clothing:

Shirts \$2-\$8	Pants \$2-\$15	Skirts/Skort \$3-\$8	Dresses \$3-\$15
Jumpers \$3-\$10	Sundress \$3-\$7	Swimsuits \$2-\$5	Coats \$5-\$30
Overalls \$3-\$10	Sweatpants \$1-\$4	Jackets \$3-\$10	Shorts \$2-\$10
Dancewear \$3-\$8	Pajamas \$2-\$8	Socks \$2-4 (10 pr)	Holiday/Formal Wear \$7-\$25
Onesies, Blankets, Bibs, hats, hair accessories, etc \$2-\$10 for ten hung together			

Maternity Clothing:

Knit Tops \$2-\$6	Sweaters \$4-\$6	Cotton Tops \$2-\$7	Nursing Tops \$2-\$6
Pants \$3-\$7	Skirts \$2-5	Shorts \$1-\$5	Nursing Bras \$1-\$4
Jumpers \$3-\$8	Jeans \$4-\$10	Swimsuits \$3-\$5	Nursing Gown \$2-\$5
Dresses \$4-\$10	Pajamas \$2-\$5	Sets \$5-\$20	

Baby Equipment

High Chair \$7-\$40	Port a Crib \$10-\$25	Exersaucer \$7-\$30	Swings \$7-\$30
Diaper Pail \$2-\$8	Walkers \$5-\$15	Bouncy Seat \$7-\$15	Activity Centers \$7-\$25
Umbrella Stroller \$3-\$20	Single Stroller \$8-\$100	Double Stroller \$25-\$120	Jogging Stroller \$10-\$120
Mobile \$3-\$20	Cribs \$20-\$350	Dresser \$20-\$300	Changing Table \$15-\$75
Bassinet \$10-\$40	Bedding Set \$10-\$75	Boppy Pillow \$3-\$10	Pack n Play \$10-\$50

*Pricing too high & trying to sell outdated/worn out items are the two most common reasons items do not sell. Who wants to take stuff back home? Price it to move and it will!!