



Pricing Suggestions

- The happiest consignors are those with very few items to pick-up when the sale is over, and those receiving nice profit checks!
- Ask yourself, “Do I really want the item back?” Those outfits that are sentimental to us may not be sentimental for another mom. Price accordingly.
- Ask yourself “What would I pay for that item in that condition?” Price accordingly.
- The following guidelines are for assistance only in pricing.
- If DeAnn notices an item priced too high (or too low) at drop-off, she may offer recommendations and the tag can be adjusted on one or two items at drop off.
- If you are planning on donating your item if it doesn’t sell, be sure to mark the “Discount” field when tagging. A lot of items move on half-price day.
- Consider the “tier” of your items. A brand-new Wal-Mart, Target item may not sell for more than a gently used Gymboree item. Tier one is the lower end and tier four is the higher end of the following suggestions.
- Remember: It’s up to you how you price your items! ☺ Keep it simple...a couple of bucks per outfit is money in your pocket instead of clothes in your closet!

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 Store	(Macy's, Gap, Lands' End, LLBean, Gymboree)
Tier Four:	Boutique & Upscale Specialty Store	(Janie & Jack, Hannah Andersson)

Pricing Suggestions:

Kids Clothing:

Shirts \$2-\$8	Pants \$2-\$15	Skirts/Skortts \$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 (10 pk)	Holiday/Formal Wear \$7-\$25
Onesies, Blankets, Bibs, hats, hair accessories, etc \$1-\$10 for a 10 pack (package in Ziploc bag)			

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
Bassinette \$10-\$40	Bedding Set \$10-\$75	Boppy Pillow \$3-\$10	Pack n Play \$10-\$50

*Pricing things too high & trying to sell outdated/worn out items are the two most common reasons items do not sell.