

Pricing Guide

Price items 1/4 to 1/3 of retail price. Take into consideration the condition, popularity of item and brand.

Ask yourself "**What would I pay for this?**"

When in doubt, price **LOW**. This will greatly increase the chance of your items selling and will ultimately increase your total amount earned.

Clothing

Separate your clothing into 3 categories:

Discount- i.e. Carters, Circo, Cherokee, Faded Glory, Healthtex, Jumping Beans, Just One Year, Koala Kids, Lee, Levi, Motherhood, Old Navy, OshKosh, Simply Basic, Sonoma

Premium- i.e. Baby Gap, Calvin Klein, Children's Place, Gymboree, H&M, Lands End, Limited Too, Mimi Maternity, Nike, Talbots Kids

Boutique/Designer- i.e. Bailey Boys, Hanna Andersson, Hartstrings, Janie & Jack, Kelly's Kids, Mini Boden, Lily Pulitzer, Pea in the Pod, Ralph Lauren, Strasburg, Stride Rite

Price your items at the lower, middle, or high end of the below range depending on which category they're in. Also consider condition and popularity of the item, as well as the size of clothing items. If it's new/like new it will sell a bit higher.

****Infant clothes (size 12m and smaller) should be priced slightly lower than other sizes.****

Infant/Children's:

Shirts/Pants/Jackets = \$2-6

Shorts/Skirts/Skorts= \$2-5

Pants/Jeans= \$2-6

Dresses (casual)= \$3-8

2+ piece outfits=\$5-15

Dresses (fancy)= \$5-15

Infant Rompers= \$2-6

Pajamas= \$2-4
Sweaters=\$4-10
Winter coats/Snowsuits/Snow pants/snow bibs=\$5-12
Shoes= \$2-8
Costumes=\$5-15

Maternity:

Casual shirts=\$4-7
Dressy shirts=\$5-10
Shorts/Skirts=\$3-5
Pants/Jeans=\$5-8
Casual Dresses/Casual 2-piece sets=\$5-15
Career Outfits/formal dresses or sets=\$10-25

Toys and Equipment:

Price depends on age, popularity and demand. The prices below are guide lines only. Just remember to keep in mind “What would you pay for this item?” Forget what they are selling for on eBay. You can use them to get an idea, but this is a consignment sale, everyone is looking for a bargain. 1/3 of retail or less is a great formula.

Equipment / Toys:

Single strollers=\$25-50
Single Jogging strollers=\$40-75
Double strollers=\$45-100
Travel system (stroller w/car seat)=\$40-65
Changing tables/gliders=\$40-100
Bassinet=\$20-40
Bedding=\$20-60
Exersaucers=\$15-25
Nursing pillows (i.e. Boppy, My Breast friend)=\$4-8
Swings=\$15-25
Pack-n-play=\$15-35
Highchairs=\$15-35
Infant seats (bouncy seats, bumbos, feeding seats)=\$8-\$15
Slings/Baby Bjorns=\$5-15
Bikes/scooters/Ride-on toys=\$5-50
Climbers/Playhouses=\$15-100
Books/dvds/puzzles/games= \$2-6

Discount or not to discount.....that is the question!?

- If you are going to donate your items after the sale, why wouldn't you discount? It's better to get 50% of the cost than nothing!
- Donating your item? Discount!
- Do you want it out of the house? Discount!
- Are you tired of storing it? Discount!
- Do you need money now?! Discount!
- Are you still attached to your item and really don't want it to sell? Don't discount.
- Do you really think that eventually, maybe not at this sale, but maybe at another sale it will sell for full price? Don't discount.
- You would rather give it away then let it go for less than your price? Don't discount and consider Donating! ☺

Feel free to contact us for advice on pricing: ctkids closet@yahoo.com or 860-350-6260.