

Another Mother's Treasure

Pricing Reference Guide

As a consignor, you choose how to price your items. This guide was created for the purpose of providing a starting point and reference if needed. Not all items you sell will be on this list. We have found Ebay to be a helpful resource in helping to determine how much to price your items. You can also visit the manufacturers websites to determine approximate retail value if you are unsure what you originally paid.

Consider this a great opportunity to clean out your closets! Do not let your time and energy go to waste by not selling everything you put in the sale. We want you to put money in your pocket and not have to take your items home. Price it to sell it!

Tips to remember when pricing your items.....

- ✓ 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?" "What would I pay for that item in that condition?"
- ✓ Those outfits that are sentimental to us may not be sentimental for another mom.
- ✓ If we notice an item priced too high (or too low) at drop-off, we 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 click "Donate" when entering tags.
- ✓ If you are planning to discount your item be sure to click "Discount" when entering tags. A lot of items move on half-price day.
- ✓ Be sure if you are going to donate your items to mark them discount as well.
- ✓ 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 three is the higher end of the following suggestions.
- ✓ Remember: It's up to you how you price your items!
- ✓ All items are to be priced in whole dollar amounts.

****CONSIGNOR'S GOLDEN RULE: Don't sell it if you wouldn't buy it!****

Pricing Suggestions

	Tier 1	Tier 2	Tier 3
	Department Stores	Popular Retail Chain Stores	Upscale Retails Chains
	JC Penneys, Sears, Kohls, Target, Babies R Us, Marshalls	The Children's Place, Old Navy, Osh Kosh, Limited Too, Carters	Gymboree, Janie & Jack, Gap, Hanna Anderson, Justice, Crazy 8, Boutique
Children's Clothing & Accessories			
Tops			
Dress Shirt	\$3-\$5	\$4-\$6	\$5-\$7
Long Sleeve	\$2-\$4	\$3-\$5	\$4-\$6
Short Sleeve/Sleeveless	\$2-\$4	\$3-\$5	\$4-\$6
Sweaters	\$3-\$6	\$4-\$8	\$5-\$10
Sweatshirts	\$2-\$4	\$4-\$6	\$5-\$7
Turtlenecks	\$2-\$4	\$3-\$5	\$5-\$7
Bottoms			
Dress Pants/Slack	\$4-\$7	\$4-\$8	\$5-\$8
Casual Pants/Khakis	\$3-\$5	\$5-\$8	\$5-\$8
Jeans	\$3-\$5	\$5-\$8	\$5-\$10
Leggings	\$2-\$3	\$3-\$4	\$4-\$5
Shorts	\$2-\$3	\$4-\$6	\$5-\$7
Skirts/Skort	\$2-\$5	\$5-\$7	\$5-\$9
Sweatpants	\$2-\$3	\$3-\$5	\$4-\$6
Dresses			
Dresses	\$3-\$6	\$5-\$8	\$7-\$12
Jumpers	\$3-\$5	\$5-\$7	\$7-\$10
Sundresses	\$3-\$5	\$4-\$6	\$6-\$10
Holiday Dresses	\$6-\$9	\$7-\$11	\$9-\$15
Infant Clothing Essentials			
Bibs (3 or more)	\$2-\$3	\$3-\$5	\$5-\$7
Gowns/Sleepers	\$2-\$4	\$3-\$5	\$5-\$7
Onesies (3 or more)	\$2-\$4	\$4-\$6	\$6-\$8
Rompers	\$2-\$4	\$4-\$6	\$6-\$8
T-Shirts (3 or more)	\$1-\$3	\$2-\$4	\$4-\$6
Outfits/Sets			
2pc Match Top/Bottom	\$4-\$6	\$6-\$10	\$10-\$15
3pc Matching Outfit	\$5-\$7	\$7-\$11	\$11-\$18
4pc Matching Outfit	\$7-\$9	\$9-\$12	\$12-\$20
Outerwear			
Athletic/Track Suit	\$4-\$7	\$7-\$9	\$9-\$11
Denim Jacket	\$4-\$5	\$5-\$7	\$7-\$10

Polar Fleece	\$4-\$6	\$6-\$8	\$7-\$10
Raincoat	\$3-\$5	\$5-\$7	\$7-\$10
Snowpants	\$3-\$5	\$4-\$6	\$6-\$10
Snowsuits	\$5-\$8	\$8-\$12	\$12-\$18
Spring Coat/Light	\$3-\$5	\$5-\$7	\$7-\$10
Vests (Lined/Quilted)	\$4-\$6	\$6-\$8	\$8-\$12
Windbreaker	\$3-\$5	\$5-\$7	\$7-\$10
Winter Coat/Jacket	\$4-\$7	\$7-\$10	\$10-\$15

Pajamas

2 or 3 Piece PJ Sets	\$3-\$4	\$4-\$6	\$5-\$7
Bath Robe	\$3-\$4	\$4-\$6	\$5-\$7
Sleepers	\$3-\$4	\$4-\$6	\$5-\$7
Night Gown	\$3-\$4	\$4-\$6	\$5-\$7

Shoes

Boots – Winter	\$3-\$5	\$5-\$7	\$7-\$10
Boots – Hiking	\$3-\$5	\$5-\$7	\$7-\$10
Tennis Shoes	\$2-\$4	\$3-\$6	\$5-\$8
Dress Shoes	\$2-\$5	\$4-\$7	\$6-\$10
Sandals	\$2-\$4	\$4-\$6	\$6-\$8
Water Shoes	\$2-\$3	\$3-\$4	\$4-\$5
Sports (cleats)	\$3-\$7	\$6-\$9	\$8-\$12

Swimwear

Sunglasses	\$1	\$2-\$3	\$3-\$4
Swim Suits	\$3-\$5	\$5-\$7	\$4-\$8
Swim Trunks	\$3-\$4	\$4-\$5	\$5-\$6
Cover Ups	\$2-\$4	\$3-\$5	\$4-\$6

Baby Equipment

	Good Used Condition	Excellent Used Condition or New (Without Tags)
Baby Bjorn/Baby Carrier/Sling	\$10-\$20	\$25-\$50
Baby Swing	\$15-\$25	\$25-\$50
High Chairs	\$10-\$20	\$25-\$50
Bassinet	\$20-\$30	\$35-\$60
Bouncy Seat	\$5-\$10	\$10-\$20

Car Seat w/Base	\$15-\$25	\$25-\$40
Umbrella Stroller	\$5-\$10	\$10-\$15+
Single Child Stroller	\$15-\$25	\$25-\$50+
Double Stroller/Sit n Stand	\$25-\$50	\$40-\$85+
Travel System	\$40-\$60	\$65-\$100+
Exersaucers	\$15-\$20	\$20-\$35
Pack N' Play/Port-A-Crib	\$15-\$25	\$30-\$45
Co-Sleeper	\$35-\$50	\$55-\$75

Children's Bedding, Room Décor & Accessories

	Good Used Condition	Excellent Used Condition or New (without Tags)
	Clean, may be older model but still works great. May be slightly faded from sun, etc.)	(Looks almost new w/very little wear, newer models, clean, higher-end brand)
Receiving Blankets (sets)	\$1-\$3	\$2-\$4
Stroller Blankets	\$2-\$4	\$3-\$5
Crib Sets (3-5+ Piece)	\$15-\$25	\$25-\$50
Matching Crib Set Accessories Lamps, Curtains, Etc.	\$5-\$10ea	\$6-\$12ea
Individual Fitted Crib Sheet	\$1-\$2	\$2-\$3
Individual Bassinet Sheet	\$1-\$2	\$2-\$3
Individual Crib Bumper	\$2-\$5	\$3-\$6
Individual Crib Skirt	\$2-\$5	\$3-\$6
Kids Sleeping Bags	\$4-\$8	\$5-\$10
Kids Character Bedding Sets	\$4-\$6	\$7-\$12
Bed Rail	\$5-\$7	\$8-\$15

Infant Nursing/Feeding

Single Breast Pump	\$10-\$20	\$20-\$40
Double Breast Pump	\$25-\$50	\$50-\$100
Nursing Pillow/Boppy Pillow	\$5-\$7	\$7-\$12
Boppy Cover	\$2-\$4	\$4-\$6

Diapering/Potty

Diaper Genie		\$4-\$7
Diaper Genie Refills Unopened		\$3-\$4
Diaper Champ		\$6-\$9
Diaper Wipe Warmer	\$4-\$6	\$5-\$10
Contour Changing Pad	\$4-\$6	\$5-\$8
Changing Pad Cover	\$2-\$3	\$3-\$4
Potty Chair	\$2-\$5	\$3-\$6
Potty Seat	\$2-\$4	\$4-\$6
Step Stool	\$2-\$5	\$4-\$7

Children's Books

Board Books		\$1-\$3
Cloth Book		\$1-\$2
Hardcover Books		\$1-\$3
Softcover Books		\$1-\$2
Chapter Books		\$1-\$3
Sets (American Girl, Junie B. Jones)		\$3-\$9

Children's Movies

DVD – Disney/Baby Einstein etc		\$5-\$7
DVD – Other Titles		\$3-\$5

Children's Furnishings

Crib	\$35-\$65	\$65-\$150
Changing Table	\$20-\$65	\$65-\$100
Dresser	\$25-\$75	\$75-\$150
Glider w/ottoman	\$25-\$50	\$50-\$100
Glider w/o ottoman	\$20-\$45	\$45-\$90
Book Shelf (3 shelf)	\$10-\$25	\$25-\$50
Book Shelf (4 shelf)	\$20-\$40	\$40-\$60