



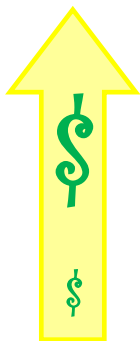
Kids' & Maternity Consignment Sale

Pricing Guidelines

Following are some general guidelines you should keep in mind when pricing your items. We have provided suggested HIGH, LOW, and AVERAGE prices for common items...however, these are only intended to help you choose prices. eBay can be a great reference to investigate at which prices people are buying a particular item.

Also, be sure to consider half-price markdowns (2 to 4pm). They are not mandatory, but if you want to clear out as much as possible, allowing markdown will increase your sales.

- 1) Think about what YOU would be willing to pay for the item.
- 2) Consider the age-range for the item. Juniors' items can be priced for slightly more than toddlers'.
- 3) There are generally more infant and small toddler items at the sale than older kids and teen - consider this when you price your items.
- 4) What is the brand name of the item? Higher level brands can demand higher prices.



Upscale & Boutique Brands: Hartstrings, Gymboree, Gap, Polo, Tommy Hilfiger, Limited Too, Express, Abercrombie, Hollister

Better / Bridge Brands: Children's Place, Aeropostale, Carter's, Old Navy,

Department Store Brands: Macy's, Kohl's, Sears, JCPenney's

Discount Brands: Walmart, Kmart, Target

		LOW	HIGH	AVERAGE	NOTES
Clothing & Outerwear - Infant through Juniors	Athletic / 2-pc Set	2	15	8.50	
	Dresses	2	10	6.00	
	Fleece Zip-Up or Pullover	1	8	4.50	
	Holiday	3	12	7.50	
	Infants' - Rompers, Sleepers, Tops, Bottoms	2	8	5.00	More for sets
	Infants' basics - Onesies, Socks, Bibs (MULTIPLE)	1	5	3.00	Should all be in multiples
	Lightweight Jacket or Raincoat	2	10	6.00	
	Matching Sets	3	15	9.00	More for more pieces

Pajamas/Loungewear	2	7	4.50
Pants - Casual/Sport/Knit	1	8	4.50
Pants - Jeans	1	12	6.50
Pants - Khakis	1	12	6.50
Shirts - Knit	1	8	4.50
Shirts - Woven	1	8	4.50
Shorts or Skirts	1	7	4.00
Snow Pants	2	8	5.00
Special Occasion (Prom, Baptism, etc)	5	30 +	5.00
Swimwear	2	6	4.00
Winter Coat, Dress Coat or Snow Suit	3	15	9.00
Zippered Vest (fleece/quilted)	1	5	3.00

		LOW	HIGH	AVERAGE	NOTES
<i>Shoes & Accessories</i>	Backpack or Tote	2	5	3.50	More for name brand bags
	Hats / Belts / Purses	1	5	3.00	More for name brand bags
	Shoes	1	10	5.50	
	Socks (MULTIPLE)	1	3	2.00	
	Tights	1	2	1.50	

		LOW	HIGH	AVERAGE	NOTES
<i>Maternity Clothing</i>	Bottoms	3	10	6.50	
	Dresses	3	12	7.50	
	Nursing Bras	2	8	5.00	
	Pajamas / Loungewear	3	10	6.50	
	Suits or Matching Sets	4	15	9.50	
	Swimwear	3	10	6.50	
	Tops	2	8	5.00	

		LOW	HIGH	AVERAGE	NOTES
<i>Bath / Diapering / Potty</i>	Bathtub or Bath Accessories	2	9	5.50	
	Changing Pad	3	8	5.50	
	Diapering Accessories (organizers, disposal, etc)	1	10	5.50	
	Kids' Towels / Hooded Towels	1	4	2.50	
	Potty Seat or Chair	2	10	6.00	
	Step Stool	1	5	3.00	
	Washcloths (MULTIPLE)	1	4	2.50	

		LOW	HIGH	AVERAGE	NOTES
<i>Bedding & Linens</i>	Bumper or Skirt for Crib	1	15	8.00	
	Crib / Bassinet Sheet	1	5	3.00	
	Decor Accessories (Lamps, Border, Curtains, Etc.)	2	20	2.00	
	Kids' Bedding Set	3	10	6.50	More for popular characters
	Matching Crib Sets	10	25	10.00	
	Quilt or Comforter	3	20	11.50	
	Receiving / Lightweight Blankets	1	5	3.00	

		LOW	HIGH	AVERAGE	NOTES
<i>Feeding & Nursing</i>	Boppy	3	8	5.50	
	Bottle Liners or Storage Bags (new only)	1	3	2.00	
	Bottles (MULTIPLE)	1	5	3.00	
	Breast Pump	10	125	67.50	More for Automatic or Double
	Kids Plates	2	5	3.50	More for popular characters or bigger sets
	Sippy Cups / Cups with Lids (MULTIPLE)	2	5	3.50	More for popular characters or bigger sets
	Utensils (MULTIPLE)	1	3	2.00	More for popular characters or bigger sets

		LOW	HIGH	AVERAGE	NOTES
<i>Infant Equipment</i>	Baby Pack / Sling / Wearing Gear	5	15	10.00	
	Bassinet	10	40	25.00	
	Booster Seat for Table	5	20	12.50	
	Bumbo Chair	10	20	15.00	
	Exersaucer / Swing / Bouncy Seat	12	30	21.00	
	Full-Size Stroller	15	140	77.50	More for double or jogging models
	High Chair	10	40	25.00	
	Play Yard / Pack and Play	12	35	23.50	
	Umbrella Stroller	2	10	6.00	

		LOW	HIGH	AVERAGE	NOTES
<i>Books</i>	Books	1	5	3.00	More for sets or hardcover
	DVD	1	15	8.00	More for multiples or popular characters
	Software (CD or DVD)	1	15	8.00	More for multiples or popular characters

VHS

1

5

3.00

More for multiples or popular characters

LOW

HIGH

AVERAGE

NOTES

Furnishings

Bookshelf

10

100

55.00

More for more shelves

Changing Table

25

125

75.00

Crib

40

200

120.00

Dresser

40

150

95.00

Rocker or Glider (no ottoman)

25

150

87.50

More if ottoman included

Toddler Bed

20

150

85.00