



**Consignment Sale  
Pricing Suggestions**

YOU get to choose the price of your items. We carefully selected this Pricing Guide for the purpose of providing a starting point for reference. You are NOT required to price your items according to this list. Pricing is 100% your decision.

The consignment rule of thumb is to price the item at 25-50% of what you originally paid for the item. Also take into account the brand and condition of item. Ultimately, YOU have to be comfortable with the asking price. We want YOU to make money and not have to take your items back home. You are welcome to price your items as you wish, but here are a few things to keep in mind:

- ✓ Price your items as if you were the SHOPPER (not the seller). What would you actually pay for the item? If you have items that you feel are only worth \$0.50 (like onesies or knit pants) consider bundling them together to reach a reasonable dollar amount.
- ✓ When deciding the price of an item ask yourself what the lowest \$ amount you would accept is, and price it. If you are not comfortable with half that amount, don't select the half price option for that item.
- ✓ Do not let the half price amount/issue affect your regular selling price of the item because it will make the regular selling price too high for shoppers.
- ✓ Clothing is best priced at 25-30% of the retail price (the higher end of the spectrum being reserved for new, like-new, high-end and boutique brands). Keep in mind the brand/label of the piece and price accordingly. Use our Pricing Guide Below or click on [Consignment Mommies Pricing Guide](#) as a point of reference by brand.
- ✓ Other items are best priced 25-50% off the retail price. Keep in mind the condition and popularity of the item. Outdoor toys are very popular items.
- ✓ Remember that shoppers don't understand that you loved a particular coat or dress on you child or that you paid top dollar for it. They just want to know they purchased a quality item for a good price. So try to remove any sentiment or monetary recouping when pricing your items. Rather ask yourself what would YOU pay if you found it while shopping at our sale?
- ✓ If you are trying to decide over a dollar or two on what to price an item, chances are the shopper will be feeling the same hesitation with pricing. So, when it doubt, price lower! Many families are still hard hit by the current economy and are looking to stretch their budget as far as they can, so make them an offer they cannot refuse. You want YOUR item to be a "no brainer" when a shopper is deciding what to buy. No one wants to come to consignor pick-up and find a huge pile of unsold items to bring home.

We are not asking you to sell your items dirt cheap, although some of the above may sound that way. Pricing items is by far the hardest part of consigning, we know! We want you to make as much money as possible at our sales; we want you to be thrilled with your check and unsold items do not boost your sales. We simply want to pass on what we see at the sales from the shopper's side so you can better price your items and sell more!

<b>INFANT CLOTHING</b>	<b>PRICE RANGE</b>		<b>PRICE RANGE</b>
Gowns/Sleepers/Layettes	2.00-6.00	Outfits	2.00-8.00
Onesies/T-shirts (great in lots)	2.00-8.00	Socks - 3 or more pairs	1.00-3.00
Rompers	2.00-10.00	Buntings (Winter Outerwear)	3.00-10.00



## CHILDREN'S CLOTHING

	PRICE RANGE		PRICE RANGE
<b>Outfits &amp; Sets</b>		<b>Swimwear</b>	
2-piece Outfit or Set	3.00-15.00	Swim Suits	2.00-8.00
3-piece Outfit or Set	3.00-18.00	Swim Trunks	2.00-8.00
4-piece Outfit or Set	3.00-20.00	Rash Guard/ Sun Suits	2.00-10.00
<b>Bottoms</b>		Swim Suit Cover-ups	2.00-10.00
Dress Pants/Slacks	4.00-12.00	Sunglasses	1.00-4.00
Casual/Khakis/Capri's	2.50-9.00	<b>Tops</b>	
Jeans	4.00-12.00	Dress Shirt	2.00-8.50
Shorts	2.00-9.00	Long Sleeve	1.50-7.50
Skirts/Skort's	2.00-10.00	Short Sleeve/Sleeveless	1.00-7.00
Leggings/Sweatpants/Work-out Pants	1.50-8.00	Sweaters	3.00-12.00
Overalls/Skirt-Alls	3.00-10.00	Sweatshirts/Cardigans	2.00-8.00
Knit Pants	2.00-10.00	Polo/Rugby	2.00-9.00
<b>PJ's</b>		Turtlenecks	2.00-6.00
PJ's	2.00-8.00	<b>Dresses</b>	
Nightgowns	2.00-6.50	Dresses	4.00-15.00
Bathrobe	3.50-10.00	Sundresses	2.00-10.00
<b>Outerwear</b>		Holiday Dresses/Gowns	5.00-20.00
Light Weight/Denim	3.00-15.00	Jumpers	3.00-12.00
Fleece	3.50-7.50	Slips	2.00-8.00
Winter Coat/Jacket	5.00-20.00	<b>Shoes</b>	
Snow Pants	4.00-10.00	Dress Shoes	3.00-12.00
Snowsuit	6.00-25.00	Sneakers/Tennis Shoes	2.50-10.00
Dress Coat	8.00-15.00	Boots - Hiking	4.00-12.00
Athletic/Windbreaker	4.00-12.00	Boots - Winter	3.00-10.00
Rain Coats	3.00-15.00	Boots - Dress	4.00-15.00
Vest Jackets	3.00-10.00	Water shoes	1.00-8.00
<b>Accessories - great in lots</b>		Sandals	2.00-10.00
Belts	1.00-6.00	Oxfords/Clogs/Loafers	3.00-12.00
Gloves and Mittens	1.00-4.00	Jellies/Crocs/Flip Flops	1.00-5.00
Hats Summer & Winter	1.00-5.00	Baby/Infant Shoes	1.00-6.00
Scarves	1.00-4.00	<b>Costumes</b>	
Hair Accessories (in lots)	1.00-5.00	Complete Costumes w/ Accessories	4.00-15.00
Tights (in lots)	1.00-5.00	Costumes Only	2.00-10.00
Socks- 3 or more pairs	1.00-5.00	Accessories (lot)	1.00-6.00
Purses	1.00-5.00		
Lunchbox	1.00-5.00		
Back Packs	3.00-9.00		
Training Pants/Panties (in lots)	1.00-5.00		
Undershirts	1.00-4.00		



## MATERNITY

	PRICE RANGE		PRICE RANGE
Capri's/Khaki/Overalls	4.00-15.00	Knit Shirt	3.00-10.00
Jeans	6.00-18.00	Dress Shirt	4.00-12.00
Leggings/Knit	3.00-12.00	Sweaters/Cardigans	5.00-15.00
Skirts	4.00-15.00	Tank Tops	3.00-8.00
Shorts	2.00-12.00	T-Shirts	3.00-9.00
Dresses	5.00-20.00	Sweatshirts	4.00-12.00
Jumper	5.00-18.00	2 piece PJ's	5.00-14.00
Suits (pant or skirt suits)	10.00-25.00	Nightgown	4.00-10.00
Track Suits	6.00-20.00	Robe	5.00-15.00
Swim Suits	6.00-15.00	Winter Jacket	12.00-40.00
Nursing/Maternity Bra	3.00-8.00	Athletic/Hoodie	6.00-25.00
Belly Belts	4.00-10.00	Vest	5.00-15.00
		Denim Jacket	6.00-25.00

## DIAPERING & TOILET TRAINING

	PRICE RANGE		PRICE RANGE
Disposable & Disposable Swim Diapers	0.50-1.00 per diaper	Changing Table Caddy/Diaper Wipe Caddy	1.00-4.00
Diapers - Fitted (reusable)	2.00-10.00	Diaper Pail	2.00-8.00
Diapers - Cloth	2.00-3.00	Diaper Wipe Warmer	5.00-12.00
Diapers - Wool	2.00-8.00	Diaper Stacker	3.00-8.00
Diapers - Plastic Covers	0.50-5.00	Potty Chair	4.00-10.00
Contour Changing Pad	2.00-8.00	Potty Seat	2.00-5.00
Changing Pad Cover	1.00-5.00	Potty Lock	1.00-2.00
Diaper Depot	4.00-7.00	Bedwetting Alarm	3.00-6.00
Diaper Genie	5.00-10.00	Soft Diaper Wipe Warmer	3.00-5.00
Diaper Genie Refill (new)	2.00-4.00	Diaper Bag	10.00-50.00+

## INFANT NURSING & FEEDING

	PRICE RANGE
Bibs - 3 or more	1.00-5.00
Bottles (lots)	3.00-5.00
Plastic bottle Liners (NEW)	1.00-4.00
Single Breast Pump	10.00-35.00+
Double Breast Pump	20.00-150.00+
Breast Milk Storage Bags (NEW)	1.00-4.00
Bottle Sterilizer	2.00-7.00
Nursing Pillows/Boppy	3.00-10.00
Nursing Cover	5.00-10.00+
Cups w/ lids, Sippy cups (lots)	1.00-5.00
Dishes/Utensils (lots)	1.00-5.00

## BATH ESSENTIALS

	PRICE RANGE
Bath tub	2.00-8.00
Hooded Towel(s)	2.00-4.00
Washcloths/Sponges - 3 or more	1.00-3.00
Bath Tub Faucet Cover	1.00-3.00
Bath Tub Thermometer	1.00-4.00
Bath Tub Shower Attachment	2.00-5.00
Kid's Step Stool	2.00-4.00
Tub Organizer	2.00-5.00
Bath Toys	1.00-5.00



Kids Dish Sets 2.00-6.00  
 Placemats (lots) 1.00-2.00

**BABY ESSENTIALS & SAFETY**

	<b>PRICE RANGE</b>		<b>PRICE RANGE</b>
All Purpose Locks	1.00-2.00	Spoons/Syringes/Aspirator	1.00-3.00
Appliance Latches	1.00	Grooming - Nail Clipper/Brush & Comb	1.00-3.00
Baby Monitors	5.00-70.00+	Night Light	1.00-6.00
Baby Soother/Vibrator	4.00-8.00	Outlet Covers	1.00-3.00
Baby View Mirror for Car	1.00-5.00	Outlet Safety Switch Plates	2.00-3.00
Bed Rail	4.00-12.00	Oven Locks	2.00
Car Seat Organizer	1.00-5.00	Pacifier (NEW)	1.00-2.00
Car Sunshade	4.00-6.00+	Pacifier Keeper	1.00-3.00
Corner Cushions	1.00-2.00	Safety Gate - Plastic/Metal	10.00-20.00+
Crib Mobile	5.00-10.00+	Safety Gate - Stairwell	15.00+
Crib CD/Tape Players	5.00-10.00+	Safety Gate - Wooden	3.00-10.00
Door Knob Covers	1.00-3.00	Safety Starter Kits	1.00-2.00
Door Stops	1.00-2.00	Safety Belt Adjustor	3.00
Drawer/Cabinet Latches	1.00-3.00	Shopping Cart Handle Cover	1.00-2.00
Electronic Thermometer	5.00-12.00	Shopping Cart Seat Pad & Harness	3.00-8.00+
Table Edge Bumper	3.00-5.00	Small Objects Tester	1.00
Fireplace Bumper Guard	3.00-5.00	Stove Guard	5.00-6.00
Furniture Wall Straps	1.00-3.00	Toddler Harness/Leash	1.00-5.00+
Humidifier	8.00-12.00+	TV/VCR Guard	2.00-3.00
Humidifier Filter (NEW)	2.00	Vaporizer	3.00-6.00
Light Switch Cover	1.00-6.00	Window Cord Wind-ups	1.00

**BEDDING & BLANKETS**

	<b>PRICE RANGE</b>
Receiving blankets - 2 or more	1.00-6.00
Stroller Blankets	2.00-7.00
Crib Sets - 3-5 piece	8.00-30.00
Crib Sets - 5-7 piece plus	10.00-60.00
Lamps, Border, Etc.	5.00-12.00
Kids Sleeping Bags	4.00-12.00
Kids Sheet Sets	4.00-8.00
Car Seat Cover	5.00-10.00+
Comforter - Twin/Full/Queen	5.00-15.00+
Co-Sleeper Sheet(s)	2.00-5.00
Crib Bumper	4.00-6.00+
Crib Skirt	4.00-6.00+

**BABY GEAR & EQUIPMENT**

	<b>PRICE RANGE</b>
Bjorn/Snuggli/Sling	5.00-50.00
Baby Swings	10.00-50.00+
Bassinet	10.00-60.00+
Bouncy Seat	5.00-50.00
Exersaucers	8.00-50.00+
High Chair	10.00-75.00
Pack N' Plays/Port-A-Cribs/Playpen	15.00-100.00
Single Child Stroller	10.00-100.00+
Double Stroller	20.00-125.00+
Stroller Travel System (includes car seat and base)	40.00-100.00+
Umbrella Stroller	3.00-15.00+
Booster Seat	3.00-8.00+



Fitted Bassinet Sheet(s)	2.00-3.00	Bumbos	10.00-25.00
Fitted Crib Sheet(s)	2.00-3.00	Bumbos w/ Accessories	20.00-30.00
Head Protector	2.00-5.00+	Co-Sleeper	50.00-150.00
Infant Positional Pillows	2.00-5.00+	Gyms/Playmats	5.00-20.00
Kid's Comforter Sets - Twin/Full	10.00-25.00+	Infant Car Seat w/ Base	5.000-15.00+
Kid's Napping All-In-One Bag	3.00-6.00	Single Jogging Stroller	25.00-75.00
Napmat	2.00-3.00	Double Jogging Stroller	40.00-110.00+
Pillows (all kinds)	2.00-6.00	Jumparoo	6.00-35.00+
Pack 'N Play Sheet(s)	2.00-5.00	Pack n' Plays /port-a-cribs	
Toddler Bedding Sets (3-4 pieces)	5.00-15.00	Pack n' Plays /port-a-cribs	

**EQUIPMENT ACCESSORIES**

**PRICE RANGE**

Play Yard/Crib Netting	1.00-3.00
Snack Tray for Car	3.00-5.00
Stroller Netting/Cover	2.00-4.00+
Stroller Weather Shield	4.00-6.00+
Stroller Accessory Car	3.00-4.00+
Stroller Cup Holder	2.00-5.00

**FURNITURE**

**PRICE RANGE**

Crib	50.00-250.00
Changing Table	25.00-150.00
Dresser	25.00-250.00
Glider w/ Ottoman	25.00-100.00
Glider (no ottoman)	15.00-80.00
Book Shelves	10.00-60.00
Hamper	3.00-6.00+

**TOYS**

**PRICE RANGE**

Dolls	2.00-6.00++
Doll Accessories (in a bag)	2.00-5.00+
Doll Clothes	1.00-4.00+
Stuffed Animal	1.00-10.00
Stuffed Animal - Electronic	5.00-15.00
Kitchen Dishes/Play Food	1.00-6.00
Barbie	2.00-5.00+
Barbie Clothes	1.00-3.00
Barbie House	5.00-15.00
Doll House Sets	5.00-20.00+
Cash Register	4.00-10.00
Cars	1.00-15.00
Trucks	3.00-20.00
Action Figures	2.00-7.00
Building sets (Lego, Kinex, etc.)	5.00-40.00+
Lincoln Logs	10.00-20.00
Play Mobiles	15.00-20.00
Blocks	2.00-10.00
General Toys	1.00-15.00
Computer Games	2.00-8.00

**LARGE TOYS**

**PRICE RANGE**

Tricycle	10.00-20.00
Bicycle	15.00+
Basket Ball/T-Ball Sets	10.00-20.00
Activity Table (ex: Thomas the Train)	20.00-50.00+
Electronic Robot	10.00-30.00
Electronic Ride on Toys	15.00-100.00+
Cozy Coup	5.00-20.00
Toy Box	5.00-40.00
Play Kitchen	10.00-100.00
Desk	10.00-50.00
Wagon	10.00-40.00
Picnic Table	5.00-20.00
Slide	10.00-20.00
Playhouse	50.00-120.00+
Swing Set	45.00-150.00++
Sandbox	12.00-18.00
Furniture (table & chairs, etc.)	5.00-30.00++
Chair/Soft Furniture	5.00-35.00
Bike Carrier	5.00-15.00
Bike Trailer	30.00-100.00



Piano	3.00-6.00	Riding Toys	6.00-20.00+
Shape Sorter	3.00-5.00	Outdoor Play Structures	15.00-80.00+
Little People Set	6.00-30.00		
Play Phone	2.00-5.00		
Pull Toys	3.00-6.00		

**BOOKS & MOVIES**

	<b>PRICE RANGE</b>
Board Book(s)	1.00-4.00
Cloth Book(s)	2.00-4.00
Hardcover Book(s)	1.00-5.00
Soft Cover Book(s)	1.00-3.00
Chapter Book(s)	1.00-3.00
Set of Book(s) - series	3.00-6.00+
Parenting/Maternity Book(s)	3.00-6.00
Home Schooling Curriculum/Educational	3.00++
Books with Sound	2.00-5.00
Book/CD Sets	3.00-6.00
DVD - Disney/Baby Einstein	5.00-7.00
DVD - other titles	3.00-5.00
DVD Sets (3 or more)	6.00-12.00+
CD's	2.00-6.00

**SORTING GOODS**

	<b>PRICE RANGE</b>
Skate Board/Roller Skates	10.00-35.00
Helmet/Padding	4.00-15.00
Balls	1.00-5.00
Sporting Equipment	4.00-20.00+
<b>ELECTRONICS</b>	
Toddler/Child TV System	10.00-30.00
Toddler/Child Readers Learning (Leapfrog, etc.)	5.00-25.00
	5.00-30.00+
Wii	100.00-180.00
X-Box	100.00-200.00
Play Station	150.00-200.00
PSP	60.00-80.00
Individual Games (G-PG-13 rated)	5.00-15.00
Karaoke System	10.00-25.00

**GAMES**

Memory Games (retail range \$4-6)	2.00
Youth Games (retail range \$7-10)	3.00-5.00
Motorized Games (retail range \$16-20)	6.00-10.00
Adult Games (G-PG13 only) (retail range \$21-28)	8.00-15.00
Card Games	1.00-2.00

Remember to use this pricing guide as a reference of the range that various children's items typically sell for at a consignment sale. Not all categories of children's items are listed, but you should be able to get a good idea of what we think is best. You may also consult Craigslist to find out what a particular item is likely selling for in the area.

**CONSIGNORS who price their items well; maximize their revenues AND encourage shoppers to BUY their items.**

**ITEMS NOT TO FORGET:** All that outgrown sports equipment in your basement or garage, outside toys, baby equipment (strollers, high chairs, swings, etc.) books & puzzles, shoes/boots, and toys, toys, toys...these items, in good condition & priced right, will sell!