



**2012 Consignment Sale  
Pricing Guidelines**

[www.myconsignmentmanager.com/lexfun](http://www.myconsignmentmanager.com/lexfun)

**How to Price Your Items So They Will Sell**

We highly recommend that you think about what you would pay for something right now, not what you paid for something when you bought it. Buyers look for value-priced items! If you price your items so people feel like they're getting a great deal, your items will sell.

Below are suggested prices, but how you price items will depend on a couple of things:

- Is it a name brand?
- What kind of shape the item is in? (like new? slightly worn? showing some wear?)
- What would it cost to buy the item new right now?

Use \$1 Increments and No Cents: Use \$1 increments and (whole dollar mounts; no cents). Do not price items under \$1 (bundle small items; e.g., 2 books for \$1).

Hangers: All clothes except pants, jeans, shorts and skirts should be on hangers. Clothes should be hung so that when you look at the item, the hanger forms a question mark.

Attaching Tags: Pin tags onto clothes and tape tags onto toys and equipment. All tags must be removed at check out so don't tape them so securely they can't be removed. Also, don't tape over barcodes (the barcode scanners can't read through tape)

**Children's Clothes**

| <u>Category</u>                    | <u>Description</u>       | <u>Suggested Price</u> | <u>Hang, fold or bag</u> |
|------------------------------------|--------------------------|------------------------|--------------------------|
| Boy's Clothing/<br>Girl's Clothing | Pants/jeans/skirts       | \$2-6                  | Fold                     |
|                                    | Dress Pants              | \$4-8                  | Fold                     |
|                                    | Overalls                 | \$3-9                  | Fold                     |
|                                    | Sweats                   | \$2-5 (sweat pants);   | Fold                     |
|                                    |                          | \$2-9 (sweat shirts)   | Hang                     |
|                                    | Tops                     | \$1-7 (shirts)         | Hang                     |
|                                    |                          | \$2-7 (sweaters)       | Hang                     |
|                                    | Outfit: Two piece        | \$5-12                 | Hang                     |
|                                    | Holiday outfit           | \$10-20                | Hang                     |
|                                    | Pajamas                  | \$1-5                  | Hang                     |
|                                    | Drawstring gown (infant) | \$1-2                  | Hang                     |
|                                    | Onesie T-shirt           | \$1                    | Hang                     |

|                                      |                   |        |                     |
|--------------------------------------|-------------------|--------|---------------------|
| Boy's Outerwear/<br>Girl's Outerwear | Coat              | \$5-18 | Hang                |
|                                      | Snowsuit          | \$5-18 | Hang                |
|                                      | Raincoat          | \$5-10 | Hang                |
|                                      | Windbreaker       | \$3-7  | Hang                |
| Boy's Shoes/<br>Girl's Shoes         | Rain boots        | \$3-8  | Tie together        |
|                                      | Snow boots        | \$1-5  | Tie together        |
|                                      | Dress shoes       | \$1-5  | Tie together or bag |
|                                      | Sneakers          | \$1-5  | Tie together or bag |
|                                      | Sandals           | \$1-5  | Tie together or bag |
| Boy's Swimwear/<br>Girl's Swimwear   | Swimsuit          | \$1-5  | Hang                |
|                                      | Life vest/floatie | \$1-5  | Hang                |
| Costume                              | Halloween costume | \$2-10 | Hang                |
|                                      | Dress-Up Play     | \$1-10 | Hang                |

## Toys

| Category      | Description               | Suggested Price |
|---------------|---------------------------|-----------------|
| Toys          | Crib toy                  | \$1-4           |
|               | Rattle/hand toy           | \$1-4           |
|               | Busy box                  | \$2-8           |
|               | Mobile                    | \$2-8           |
|               | Stacking toys             | \$1-4           |
|               | Baby gym                  | \$3-10          |
|               | Cars/trucks (small/large) | \$1-8           |
|               | Dolls                     | \$1-4           |
|               | Playhouse/kitchen         | \$10-25         |
|               | Push toy/mower            | \$3-8           |
|               | Musical Instrument/Toy    | \$1-10          |
|               | Swing - outdoor           | \$4-8           |
|               | Sandbox                   | \$5-10          |
|               | Pool                      | \$5-10          |
|               | Beach/sand toys           | \$1-3           |
| Puzzle        | \$1-3                     |                 |
| Toys - Riding | Bicycle/tricycle          | \$10-25         |
|               | Ride toy                  | \$8-15          |
|               | Wagon                     | \$4-18          |
|               | Helmet                    | \$5-8           |
| Book          | Book                      | \$1-5           |
| CD/DVD        | CD or DVD                 | \$1-4           |
| Game          | Board game                | \$1-5           |
|               | Computer game             | \$5-8           |
|               | Electronic game           | \$5-15          |
| Craft         | Easel                     | \$5-15          |
| Miscellaneous | Baseball bat              | \$2-5           |
|               | Baseball glove            | \$2-5           |
|               | Rollerblades              | \$2-10          |

## Equipment

| Category          | Description            | Suggested Price |
|-------------------|------------------------|-----------------|
| Stroller          | Single                 | \$15-60         |
|                   | Double                 | \$35-70         |
|                   | Jogging                | \$10-50         |
|                   | Lightweight - umbrella | \$5-10          |
| Car seat          | Infant car seat        | \$10-40         |
|                   | Booster seat           | \$5-10          |
| Crib              | Crib - regular         | \$50-100        |
|                   | Crib tent              | \$10-20         |
|                   | Bed rail               | \$3-8           |
|                   | Bassinet               | \$10-25         |
|                   | Cradle                 | \$20-50         |
| Pack and Play     | Pack and play          | \$15-30         |
|                   | Play pen               | \$10-25         |
| Furniture         | High chair             | \$15-25         |
|                   | Changing table         | \$15-35         |
| Infant swing      | Infant swing           | \$15-25         |
| Activity Seat/Mat | Activity play mat      | \$3-10          |
| Bouncy seat       | Bouncy seat/jumper     | \$7-10          |
| Exersaucer        | Exersaucer             | \$8-20          |
| Potty Chair       | Potty                  | \$3-8           |
| Safety            | Baby monitor           | \$3-15          |
|                   | Gate                   | \$5-10          |
|                   | Safety items           | \$1-10          |
| Room décor        | Wall hanging           | \$2-10          |
|                   | Lamp                   | \$1-5           |
|                   | Picture frame          | \$1-3           |
|                   | Curtains               | \$4-10          |
| Miscellaneous     | Baby carrier           | \$6-25          |
|                   | Bathtub/bath ring      | \$1-5           |
|                   | Bedding                | \$5-25          |
|                   | Blanket                | \$1-5           |
|                   | Diaper bag             | \$3-10          |
|                   | Sheets                 | \$1-5           |

**Reminder:** We cannot accept any of following items for consignment:

- Car seats more than 5 years old (by law, we can't sell them; we have to throw them away)
- Children's clothes larger than size 8
- Maternity clothes
- Stuffed animals
- Violent toys such as guns or weapons
- Used bottles, pacifiers, teethingers or sippy cups
- Under garments

Our LexFUN! consignment sale website (where you create and print your price tags) is [www.myconsignmentmanager.com/lexfun](http://www.myconsignmentmanager.com/lexfun)