



LexFUN! Consignment Sale Pricing Guidelines

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How to Price Your Items So They Will Sell

Get In The Consignment Mindset

- Think about what you would pay for your items *right now*, NOT what you paid for it.
 - *Remember: buyers look for value-priced items.*
- Price your items so that people really feel like they're getting a deal and your items *will* sell.

Things To Consider When Pricing

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

Tips and Guidelines

- Use \$1 Increments and No Cents: Price items in \$1 increments (whole dollar amounts; no cents). Do not price items under \$1, instead bundle small items; e.g., two books for \$1.
- Print Guidelines: You might want to print these pricing guidelines before you enter items into our online system. The categories below correspond to the "category" fields in the system.
- Hangers: All clothes except pants, 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: Make sure tags are attached securely to your items. Use a tagging gun or safety pins to tag clothes. Use packing tape for toys, equipment or anything hard and utilize ziploc baggies for anything with separate parts like games, toys, shoes, etc.

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)
- Cribs
- Children's clothes larger than size 12
- Ripped, stained clothing
- Outdated media (i.e. cassette tapes)
- Stuffed animals
- Violent toys such as guns or weapons
- Used bottles, pacifiers, teething rings or sippy cups

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Examples

Clothing

Category	Description	Suggested Price	Hang, fold or bag
Boys Clothing/ Girls Clothing	Pants/jeans/skirts	\$2-5	Fold
	Dress Pants	\$4-7	Fold
	Overalls	\$3-8	Fold
	Sweats	\$2-4 (sweat pants); \$2-8 (sweat shirts)	Fold Hang
	Tops	\$1-6 (shirts)	Hang
		\$2-6 (sweaters)	Hang
	Outfit: Two piece	\$5-10	Hang
	Holiday outfit	\$10-15	Hang
	Pajamas	\$1-4	Hang
	Drawstring gown (infant)	\$1-2	Hang
	Onesie T-shirt	\$1	Hang
Boys Outerwear/ Girls Outerwear	Coat	\$5-15	Hang
	Snowsuit	\$5-15	Hang
	Raincoat	\$5-7	Hang
	Windbreaker	\$3-6	Hang
Boys Shoes/ Girls Shoes	Rain boots	\$3-7	Tie together
	Snow boots	\$1-4	Tie together
	Dress shoes	\$1-4	Tie together or bag
	Sneakers	\$1-4	Tie together or bag
	Sandals	\$1-4	Tie together or bag
Boys Swimwear/ Girls Swimwear	Swimsuit	\$1-5	Hang
	Life vest/floatation device	\$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	\$2-5
	Mobile	\$2-5
	Stacking toys	\$1-4
	Baby gym	\$3-8
	Cars/trucks (small/large)	\$1-8
	Dolls	\$1-3
	Playhouse/kitchen	\$10-25
	Push toy/mower	\$3-8
	Musical Instrument/Toy	\$1-10
	Swing – outdoor	\$4-7
	Sandbox	\$5-10
	Pool	\$5-10
	Beach/sand toys	\$1-2
Puzzle	\$1-3	
Toys – Riding	Bicycle/tricycle	\$10-20
	Ride toy	\$8-15
	Wagon	\$4-15

	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	\$15-50
	Double	\$35-60
	Jogging	\$15-50
	Lightweight – umbrella	\$5-10
Car seat (must be less than 5 years old)	Infant car seat	\$10-40
	Booster seat	\$5-8
Sleeping	Pack and play	\$15-30
	Play pen	\$10-25
	Crib Tent	\$10-20
	Bed rail	\$3-7
	Bassinet	\$10-20
	Cradle	\$20-50
Furniture	High chair	\$15-20
	Changing table	\$15-30
Infant swing	Infant swing	\$15-20
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	\$3-10
	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