



LexFUN! Consignment Sale Pricing Guidelines

www.myconsignmentmanager.com/lexfun

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 the item is in? (like new? slightly worn? showing some wear?)
- What would it cost to buy the item new today?

TIPS & 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.

Read on for 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	

MATERNITY CLOTHES

Category	Description	Suggested Price
Clothing	Tops	\$2-7
	Shorts/Shirts	\$3-8
	Pants	\$4-10
	Jeans	\$5-10+
	Dresses	\$5-10
Swimwear	Swimsuit	\$5-10
Sleepware	Pajamas	\$4-9
	Camisoles	\$2-4
Bras	Nursing and Maternity Bras	\$3-7
BellyBands		\$4-7

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
Crib	Crib (<u>not</u> drop-side)	\$50-100
	Crib tent	\$10-20
	Bed rail	\$3-7
	Bassinet	\$10-20
	Cradle	\$20-50

Pack and Play	Pack and play Play pen	\$15-30 \$10-25
Furniture	High chair Changing table	\$15-20 \$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 Gate Safety items	\$3-10 \$5-10 \$1-10
Room décor	Wall hanging Lamp Picture frame Curtains	\$2-10 \$1-5 \$1-3 \$4-10
Miscellaneous	Baby carrier Bathtub/bath ring Bedding Blanket Diaper bag Sheets	\$6-25 \$1-5 \$5-25 \$1-5 \$3-10 \$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)
- Drop-side 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, teethingers or sippy cups

Website for online tagging/barcode system is www.myconsignmentmanager.com/lexfun