

Two Times Around Pricing Guide

It is important to first ask yourself as you are pricing your items "What would I pay for this?"

5 Simple Pricing Rules

1. **Markets vary** - if you have questions, ask your sale organizer
2. **Condition Matters** - excellent condition falls at the top of the price ranges below
3. **Size Matters** - large sizes generally sell at the higher end of these price ranges
4. **"Dressy" Matters** - T-Shirts & play clothes will fall at (or even below) the prices below. Dresses, nice tops & bottoms can go into the higher ranges
5. **When In Doubt, Go Low** - the best way to "move your items" is to price at the lower end of the spectrum. Price too high and you won't sell and/or folks will wait until (Saturday) half off to purchase.

CLOTHING:

Target/Carters \$2-\$4

Children's Place/Gap/Department Stores \$3-\$6

Gymboree/Better Brands \$4-\$10

Boutiques 25%-35% of price paid

New with Tags 50% of price paid

- **Birth- 12mo:** This is one of the hardest sizes to sell because of the large volume of items. For the most part this size should range around \$2 to \$5 per piece/ outfit. We also recommend that you bundle a few items together as one to reach an appropriate selling price.
- **18mo-3T:** This size should be priced for \$3-\$7 per piece.
- **4T-10:** This is the easiest size clothes to sell (**Particularly boys items in great condition**). An outfit (that's top AND bottom) should be about \$5-\$10 If you're selling just one item (top OR bottom) then just half the price of a complete outfit. The larger the size you can charge a bit more.
- **12-16 and Juniors:** This size should be priced at about \$5-\$10 per piece.

With all of the above, a good rule of thumb is price 50% of price paid if it's new with tags and to add \$2-4 to the price if clothing if the item has an accessory that matches (Headband, socks, etc.), or if it's name brand.

MATERNITY:

This category requires competitive pricing because of the volume.

- T-shirt \$2-3
- Casual Top \$3-5
- Dress Top \$5
- Jeans \$6-8
- Jean Shorts \$3-5
- Shorts \$2-4
- Pants \$3-5
- Dress pants \$3-7
- Dress \$5-10
- Suit \$10-\$15
- Swim Suit \$4-8

MISCALLEANOUS ITEMS:

Books: \$2-10
Videos: \$2-12
Games: \$2-8
Crib \$25-100
Pack 'N Play \$15-50
Bassinet \$15-40
Changing Table \$15-50
Toddler Bed (Plain) \$10-30
Toddler Bed (Character or Themed) \$30-75
Umbrella Strollers \$5-15
Single Strollers \$5-30
Double Stroller \$25-60
Sit N' Stand Stroller \$15-30
Jogging Stroller \$20-80
Double Jogging Stroller \$40-100
High Chair \$12-45
Infant Swing \$10-35
Exersaucer \$10-50
Indoor Baby Play-gym \$8-20
Bouncy Seat \$5-30
Kid's Table \$10-30 (with 2 chairs)
Outdoor Play-gym \$20-100
Slide \$8-25
Playhouse \$20-\$100
Tricycle \$5-25
Bicycle (With training wheels) \$5-25
Bicycle (Toddler) \$10-30

7 Helpful tagging tips

1. Use a Tagging Gun Instead of Safety Pins if you have one

Use a tagging gun to attach tags to clothing items, coats, costumes, blankets etc. It is a great investment!

2. Attach Accessories Securely

Place pieces, accessories and extra parts inside a plastic bag (secure opening closed with packing tape) and firmly attach to your item. Make a note on the tag that the item comes with a bag of accessories.

3. Keep Puzzles Together

Use plastic wrap (Saran wrap) to keep puzzles pieces in order. Secure and tighten plastic wrap with clear packing tape to keep pieces intact on the puzzle base.

5. Keep Sets Together

Use small zip ties to secure 2 hangers together instead of using rubber bands. This will prevent a volunteer or shopper from inadvertently separating the two pieces that should be sold as one. Zip ties can also secure items with multiple pieces. Make a note on the tag of how many items are included. These zip ties can be found in most dollar stores. **DO NOT CUT OFF ZIP TIES – THEY WILL BE VERY SHARP.**

6. Secure Pants on the Hanger

Use a piece of duct or painters tape hanger to prevent pants from sliding back and forth. Create a small tab, using tape, over the shoulder piece of the hanger. When hanging the pants, pin through the tape and hanger and then pant.

7. Prevent Shoes from Separating

Sell shoes in plastic bags. Use packing tape to close the bag and tighten to keep shoes together. These bags can be found at most dollar stores or use zip ties to attach shoes together. **DO NOT TAPE TAGS ON THE BOTTOM OF SHOES.**

Big Items: How to Tag them, Price them, and Make more Money!

Large toys, furniture and baby items are always the best sellers. Ask any "repeat consignor" where they make their money and they'll tell you this is one of their biggest reasons! .

1. Presentation is Everything

When there's a row of jumpers, picky moms are going to pick the ones in best condition first. And many moms are willing to pay a little more the better looking option. Use a little Dawn Dish Detergent and wipe down your toys before selling them. For scuffs & marks on "outdoor toys," use *Magic Erasers!* Also use a toothbrush to brush dirt out of nooks & crannies.

2. Price it Right

A good strategy for big item pricing is 1/3 of the retail price. Search Amazon to see what your item runs new. Great condition? Bump it up a bit. Well-loved? Go for 1/4 of the retail price or less.

3. Include Manuals

When there are two identical items with pretty similar prices, consumers will always grab the item with the manual. If you don't have the originals, visit Manuals.com and print one out. Slip the manual into a ziploc bag and use packaging tape to secure it to the item.

4. Does it work?

With electronics & toys, ALWAYS include batteries so shoppers can test out the product. If your item doesn't work anymore, DO NOT remove the batteries and send it along! *Instead, donate it.* Remember it is important to be HONEST and keep in mind that purchases can be traced by your consignor number with most sales and would you want to buy something that doesn't work?

5. Is everything included?

Make sure that you have all of the pieces and parts for your toys / item. Include them in a ziploc bag and use packaging tape to attach them to the item. Clearly displaying the extras (and including them in general) could make your item stand out from the others.

***** You are responsible for checking ALL Items for possible recall*****

<http://www.cpsc.gov/cpscpub/prerel/prerel.html>

If you have specific questions please e-mail us at twotimesaroundconsignments@comcast.net

Thank you in advance for your cooperation and making this sale a success!

Two Times Around Consignments