



# Pricing Guidelines

(Revised for Spring 2019)

The following tables list suggested prices. Please note that these are only guidelines. Also keep in mind that premium brands or new items may justify a slightly higher price. As a Kids Haven Consignor, you are in control when it comes to pricing your items. And since you are not only a consignor but in most cases a shopper, a simple rule of thumb to use is, **“Would I pay this price for this item in this condition?”**

<u>Clothing:</u>	Infants/Toddlers	Kids 5 Yrs. & Up
<b>Pants</b>		
Jeans	\$3-5	\$5-10
Pants	\$3-5	\$5-8
Dress Slacks	\$4-6	\$6-10
Leggings	\$2-4	\$4-6
Sweatpants	\$3-5	\$4-6
Overalls	\$4-6	\$6-10
Skirts	\$3-5	\$4-9
Shorts	\$2-4	\$4-7
<b>Tops</b>		
Long or Short Sleeve Shirt ( <i>Collar, tee, polo, etc.</i> )	\$2-5	\$3-6
Turtlenecks	\$2-4	\$3-5
Sweatshirts	\$3-5	\$4-6
Sweaters	\$4-6	\$5-9
<b>Dresses</b>		
Dresses	\$5-8	\$6-12
Jumpers	\$4-6	\$5-9
Sundresses	\$3-5	\$4-7

<b>Coats</b>		
Winter Jacket	\$8-11	\$8-15
Rain Coat	\$5-8	\$8-12
Denim Jacket	\$5-8	\$7-10
Fleece Jacket / Pullover	\$4-7	\$6-12
Windbreaker	\$4-6	\$7-8
Snow Pants	\$5-6	\$7-8
Snow Suits	\$9-18	\$12-28
Fleece Pram Suit	\$4-8	
Vests (outerwear)	\$4-8	\$7-9
<b>Misc. Clothing</b>		
Onesies ( <i>group to meet \$1.00 minimum</i> )	\$.50-\$.75	
Summer/Winter Hats	\$1-3	
Gloves	\$2-3	\$3-5
Swimsuits	\$2-4	\$3-6
<b>Shoes</b>		
Dress Shoes	\$2-4	\$4-6
Sneakers	\$1-3	\$4-6
Oxfords/Clogs/Loafers	\$3-4	\$4-7
Hiking Boots	\$2-4	\$5-8
Snow Boots	\$3-5	\$4-8
Rain Boots	\$3-4	\$4-6
Sandals	\$2-3	\$3-5
Pool Shoes	\$2-3	\$4-5
Baby Booties	\$2-4	
Slippers	\$2-3	\$3-5

<b><u>Entertainment:</u></b>	<b><u>Suggested Price Range</u></b>
<b>Books</b>	
Hard Cover Books	\$1-5
Soft Cover Books	\$1-2
Books with Sounds	\$3-4
Reference Books	\$2-6
Cloth and Pop-Up Books	\$4-6
Busy Books	\$5-6



<b>Linens</b>	
New Crib Sheets	\$3-4 each
Crib Bumper, Skirt, or Blanket	\$4-6
3 Piece Crib Set ( <i>comforter, bumper, sheet</i> )	\$15 and up
4 Piece Crib Set ( <i>comforter, bumper, sheet, skirt</i> )	\$20 and up
5-7 Piece Crib Set ( <i>comforter, bumper, sheet, skirt, diaper stacker, mobile, etc.</i> )	\$30 and up
Diaper Stacker	\$3-4
Toddler Comforter	\$5-10
Twin/Full Comforter	\$7-12
<b>Safety Items</b>	
Humidifier	\$8-12
Vaporizer	\$3-6
Car Sunshade	\$2-3
Night Light	\$2-3
Kids Step Stool	\$2-5
Baby Monitor	\$8-25
Baby Video Monitor	\$40-80

### **Toys and indoor play equipment**

In general, toys and indoor play equipment in good to excellent condition should be priced at 25-33% of retail.

### **Large toys and outdoor equipment**

In general, outdoor play equipment should be priced at 50-60% of retail. For some of these larger, more expensive items you may want to spend a few minutes researching; browsing retailers to see what people are paying for similar items new, or browse E-bay to determine what people are willing to pay second hand.

If you have items to consign that are not on the list and would like some pricing suggestions, just e-mail me at Angela@Kids-Haven.com or call me at (540) 547-2099 and I'll be glad to help.