



## PRICING SUGGESTIONS:

Price clothing at 25-30% of the retail price.

If you paid \$12 for a shirt, 25% of retail would be \$4. Consider the quality (new w/ tags vs. slightly worn) and the brand of your items when pricing.

**Pricing Tip:** Price your items at a price you would be willing to pay for the item & keep in mind that shoppers are looking for a bargain!

Minimum price per item is \$1. \$.50 increments.

If the value of a single item is less than \$1, group similar items together – i.e. DVDs, coordinating tops & bottoms, smaller toys & action figures. This maximizes your sales!

We strongly recommend discounting your items for the last day of the sale (50% OFF day).

Just check the appropriate box when creating your tags.

All items marked for donation (white tags) will automatically be discounted (marked for 50% off) in the system on Saturday at 11am.

Keep in mind...

The #1 reason for things not selling is the price is too high. Price them to sell.



## HERE IS A SUGGESTED PRICING GUIDELINE FOR SOME OF YOUR ITEMS:

<ul style="list-style-type: none"> <li>• Clothing</li> </ul>
<ul style="list-style-type: none"> <li>• Shirts &amp; Shorts \$2-6</li> <li>• Pants &amp; Skirts \$3-9</li> <li>• Dress-Casual \$3-9</li> <li>• Dress-Formal \$8-20</li> <li>• Jackets \$4-15</li> </ul>
<ul style="list-style-type: none"> <li>• Boots \$2-10</li> </ul>
<ul style="list-style-type: none"> <li>• Baby Gear</li> </ul>
<ul style="list-style-type: none"> <li>• Strollers-Single \$20-50</li> <li>• Strollers-Dbl. \$20-50</li> <li>• Jog Stroller \$25-75</li> <li>• Pack n Plays \$15-50</li> <li>• Swings \$10-35</li> </ul>
<ul style="list-style-type: none"> <li>• Bassinets \$15-50</li> </ul>
<ul style="list-style-type: none"> <li>• Baby Gear</li> </ul>
<ul style="list-style-type: none"> <li>• Exersaucers \$15-30</li> <li>• Bouncers \$10-25</li> <li>• High Chairs \$15-40</li> <li>• Baby Mats \$10-20</li> <li>• Car Seats \$15-50</li> </ul>
<ul style="list-style-type: none"> <li>• Boppy Pillows \$8-15</li> </ul>

Hot items can sell for up to 50% of the original price if they're in great condition. Hot items may include Step 2, Little Tikes, VTech, Fisher Price & Leap Frog brand products such as play kitchens, slides, ride-on toys, tool benches, learning toys, etc. Discount store brands like Circo, Jumping Beans, Koala Kids, etc. are best sold as outfits & at bargain prices. Shorts & shirt sets \$2-\$3. Pants & shirt sets \$2-\$4. **Onesies** are best sold hanging in sets of 4 or more for \$2-5.