



TCT Pricing Guide & Tagging Tips

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- ✓ This pricing is a recommendation from years of experience, it is not a requirement but please note that TCT reserves the right to reject items overly priced.
- ✓ General rule of thumb is 25-30% of what you paid for the item new
- ✓ PLEASE BE CAREFUL TO CHECK THE CATEGORY YOU ENTER ITEMS UNDER! Clothing is a non-taxable category but toys, books, etc. are taxed.
- ✓ If you do not find your item on this list you can also refer to the manufacture's website or sites like Amazon to find new retail pricing and get an idea on how to price it.
- ✓ Do not allow the discount option to affect your decision in pricing items. Sellers who price reasonably and allow items to be discounted on half-price day, generally sell a higher percentage of items.
- ✓ Minimum pricing is \$2. Group small items together for a value of \$2.
- ✓ If items are new with tag or new in sealed box or package you can price slightly higher than these recommendations.
- ✓ Price your items to sell!!! Don't waste your time and energy by not selling everything you put in the sale. If someone comes to the sale and gets lots of bargains, they will tell their friends. Our success as a business and consignors depends on a good turnout of shoppers. If our shoppers find bargains that they want we will all benefit.
- ✓ **Presentation Matters!!!!** Run the iron quickly over dressy items, button all buttons, zip zippers, etc. Check cracks, corners, and undersides of toys for dirt, dried food, and other yucky stuff. For further information on How to Tag please see our video series.

Clothing

Tags should be fastened to clothing with safety pins or a tagging gun. You may NOT use straight pins, staples, or tape to keep tags on clothing.

Please take care to select the proper category for clothing when entering items.

"Clothing – Boys" is used for all boys clothing

"Clothing – Girls" is used for infant to about elementary aged clothing

"Clothing – Juniors" is used for teenage girl clothing that is normally odd number sizes (If you have clothing for a pre-teen or teenage girl that has sizes 10, 12, 14, etc you would put it in the "Clothing – Girls" category.)

	<u>Department Stores</u>	<u>Retail Chain Stores</u>	<u>Upscale/Boutique</u>
Use brand name in the description line of your tags	Target, Walmart, Kohls, JCPenney	Old Navy, Children's Place, Carters, Crazy 8	Gymboree, Gap, Hannah Anderson, Janie & Jack
Infant – (Newborn-24 months) (Recommended to bring only excellent condition or NWT, bundle items together, price low for best success)			
Bibs, Onesies – group 3+	1.50 – 2.50	2 – 4	3 - 5

Sleepers & Gowns	1.50 – 2.50	2 – 4	3 - 5
Sleep Sacks – Fleece	2 – 4	3 – 5	4 - 6
Rompers	2 – 3.50	2.50 – 4	3 - 5
Outfit	2 – 2.50	2.50 – 3.50	3 - 5
Pants or Shirts – group 2-3 together	2 – 2.50	2.50 – 3.50	3 - 5
Costumes	3 – 6	6 – 9	9 – 12+
	Department Stores Target, Walmart, Kohls, JCPenney	Retail Chain Stores Old Navy, Children’s Place, Crazy 8, Aeropastle	Upscale/Boutique Gymboree, Gap, Hannah Anderson, Janie & Jack, Justice
Children - Sizes 2 - 18			
Tops			
Sleeveless & capped sleeve	1.50 - 3	2.50 - 5	4 - 6
Short Sleeve	1.50 - 3	3 - 5	3 - 6
Long Sleeve	2 - 4	3.50 – 5.50	4 - 6
Dress Shirt	3 - 5	4 - 6	5 - 7
Sweaters	3 - 6	4 - 8	5 - 10
Sweatshirts, Hoodies & Turtleneck	2 - 4	3 - 5	4 - 8
Bottoms			
Jeans	2.50 – 5	3 – 6.50	4 – 9.50
Capris	2 – 4	3 – 5.50	4 – 7.50
Casual	2.50 – 5	3 – 6.50	4 – 9.50
Shorts	1.50 – 3	2 – 3.50	3 – 6.50
Skirts/Skortis	2 – 4.50	3 - 5	4 – 7.50
Leggings	1.50 – 3	2 – 3.50	3 – 6.50
Sweatpants	1.50 – 3	2 – 3.50	3 – 6.50
Dress Pants	3.50 – 5.50	4 – 7.50	5 - 9
Costumes	3 – 6	6 – 9	9 – 12+
Outfits (same brand or note in tag description field if not – MUST be same size!)			
2 piece – top & bottom	2.50 – 4.50	4 – 6.50	6 – 10.50
3 piece	3 – 5	4.50 – 7	6.50 - 12
4 piece	3.50 – 5.50	5 – 7.50	7.50 – 15
Dresses			
Jumpers	2 – 4.50	3 - 6	4 - 9.50
Sundresses	2.50 – 4.50	3 – 6.50	4 - 10
Dresses	3 - 5	3.50 - 7	4.50 - 10.50
Holiday Dresses	5 - 8	6 - 10	7 – 15
Pajamas			
Sleepers	2 - 3.50	3 - 5	4.50 - 7
PJ Sets	2 - 3.50	3 - 5	4.50 - 7
Nightgown	2 - 3.50	3 - 5	4.50 - 7
Robe	2 - 3.50	3 - 5	4.50 – 7.50

	Swim Wear			
	Swimsuits	2 - 3	3 - 4.50	4 - 6.50
	Swim Trunks	2 - 3	3 - 4.50	4 - 6.50
	Rash Guards	2 - 3	3 - 4.50	4 - 6.50
	Cover Ups	2.50 - 3.50	3.50 - 5	4.50 - 7
	Outerwear			
	Fleece Jackets	3.50 - 5.50	4 - 6.50	5 - 7.50
	Winter Coats	3.50 - 7	4 - 8	7.50 - 15 & up
	Snow Pants	3 - 5.50	4 - 6	5 - 10
	Snowsuits	4.50 - 8	6 - 9	6.50 - 12.50
	Vests	2.50 - 5	3.50 - 6	5 - 9.50
	Athletic Suits	4 - 6	4.50 - 7	5.50 - 9.50
	Light-weight Jackets	2.50 - 5	4 - 6.50	5 - 9.50
	Windbreakers	2 - 4	3 - 5	4 - 8
	Denim Jackets	3 - 5	4 - 7	5 - 9.50
	Raincoats	3 - 5	4 - 6.50	5 - 10
Junior Girls & Young Men's				
(This category is for teenage clothing, in Junior Girls it is normally odd number sizes.)				
Price all clothing items as above in Children's sizes & ADD the amount below based upon brand or store.				
		Department Stores Target, Walmart, Kohls, JCPenney	Retail Chain Stores Old Navy, Rue 21, Aeropastle	Upscale/Boutique Gap, Hollister, Abercrombie
	Use children's clothing price above plus this amount to determine price guideline	Add 0.50	Add 1 - 1.50	Add 2
Maternity				
	Tops	1.50 - 2.50	3 - 4	4 - 6
	Shorts or Skirts	1.50 - 3	4 - 5	5 - 6
	Pants or Capris	2 - 3	4 - 5	5 - 7
	Jeans	3 - 5	5 - 7	6 - 8
	Dresses	4 - 6	5 - 7	8 - 9
	Swimsuits	4 - 6	5 - 7	8 - 10
	Pajamas	3 - 6	5 - 7	6 - 9
	Nursing Bras	2.50 - 3	3 - 4	5 - 6
	Tummy Band - Bella Bands	4 - 5	5 - 7	6 - 8
Accessories				
		Department Stores Target, Walmart, Kohls, JCPenney	Retail Chain Stores Old Navy, Children's Place, Crazy 8, Aeropastle	Upscale/Boutique Gymboree, Gap, Hannah Anderson, Janie & Jack
	Sunglasses	1.50 - 2	2 - 3	3 - 4.50
	Hair Accessories	1.50 - 2	2 - 3	3 - 4.50
	Belts	1.50 - 2	2 - 3	3 - 4.50
	Ties	1.50 - 2	2 - 3	3 - 4.50
	Hats - Summer or Winter	1.50 - 2.50	2 - 3	3 - 4.50

Gloves/Mittens	1.50 – 2.50	2 - 3	3 – 4.50
Scarves	1.50 - 2	2 - 3	3 – 4.50
Purses	1.50 - 2	2 - 3	3 – 4.50
Backpacks or Lunch Boxes	3 - 5	4 - 6	5 – 9.50
Socks – packs of 2+	1.50 – 3	2 – 3.50	3 – 4.50
Tights	1.50 - 2	2 - 3	3 – 4

Shoes

When entering shoes into the tagging system, please note that Girl’s shoes size 4 is the same as a Women’s size 6 and so on. We accept trendy women’s shoes that a teenager would wear. Bring only new/like-new condition, reduce price for very good/excellent condition. Do not bring shoes that are not in very good/excellent condition. Shoes with toe scuffing are not accepted.

	<u>Department Stores</u> Target, Walmart, Kohls, JCPenney, Payless Shoe Source	<u>Retail Chain Stores</u> Old Navy, Children’s Place, Famous Footwear, DSW	<u>Upscale/Boutique</u> Gymboree, Gap, Hannah Anderson, Osiris, Jordan
Boots-winter	2 - 4	3 – 8.50	4 – 10.50+
Boots-hiking	2 - 4	3 – 8.50	4 – 10.50+
Sneakers	2 - 4	3 - 6	5 – 10+
Dress shoes	2 - 4	3 - 6	4 – 10.50+
Sandals & Flip Flops	1.50 - 3	3 – 5	4 - 8
Water shoes	2 – 4	3 – 5	4 - 7
Soccer cleats	4 – 7	5 – 8.50	6 – 10+
Slippers	1.50 – 2.50	2 – 4.50	3.50 – 6.50

Baby Equipment

Many of these higher demand items listed below can be priced higher than the general rule of thumb of 25-30% of the new retail. These items can be priced about 40-50% of original cost. (An item that was \$100 new can be priced at \$40-50.)

	<u>Generic Brand</u>	<u>Brand Name</u>	
Activity Mat	3 – 7	7 - 15	
Baby Bjorn/Snuggli/Sling	5 - 10	8 - 15	
Baby Gate	5 – 12	10 - 20	
Baby Swing	15 -25	20 – 65	
Backpack	15 – 25	20 – 40	
Bassinet	10 - 25	30 - 60	
Bouncy Seat	5 – 10	10 - 15	
Car Seat w/base	15 – 25	25 - 50	
Car Seat Base Only	5 – 10	10 - 15	
Car Seat – Toddler/Booster	15 – 25	25 - 65	
Car Seat Cover	15 – 20	20 - 50	
Co-Sleeper	30 -50	50 – 75	
Exersaucer	9 – 20	20 - 35	
High Chair	10 – 20	20 - 50	
Monitor	3 – 5	5 – 8	
Monitor – Video	15 -25	25 - 50	

Pack N' Play/Port-A-Crib	18 - 25	25 - 50	
Stroller – Single	12 - 25	20 - 45	
Stroller - Double	20 - 45	40 - 85	
Stroller – Jogging	60 – 75	75 & up	
Stroller - Umbrella	3 – 8	8 - 15	
Stroller – Peg Perego and Bugaboo		50 – 150+	
Travel System	40 - 60	65 - 100	

Bath

	<u>Generic Brand</u>	<u>Brand Name</u>	
Bathtub	2 - 4	3 - 6	
Bath Seat	2 - 3	3 - 5	
Bath Toys	1.50 - 3.50	2 - 5	
Bathtub Accessories	1.50 - 2.50	2 - 4	
Bath Toy Organizers	2 - 3	3 - 5	
Washcloths – group 3+	1.50 - 2	2 - 3	
Bath Towels	2 - 3	3 - 4	

Bedding

Most linens should be placed on hangers for display. We do not sell crib bumpers unless they are part of a crib set with 4 or more pieces. We have a great video online about preparing bedding sets. Go to our How to Tag Videos at www.theclothingtree.com/consignors

	<u>Generic Brand</u>	<u>Brand Name</u>	
Kids Sleeping Bag	3 - 6	5 - 8	
Kids Bedding Set	8 - 12	12 - 20	
Twin Sheet Set	4 - 6	5 - 8	
Bed Rail	5 - 7	6 - 12	
Crib Set – Must have minimum of 3 pieces	12 - 25	25 - 60	
Fitted Crib Sheet	1.50- 2	2 - 4	
Crib Skirt	2 - 4	3 - 8	
Lamps, Curtains, Mobiles	5 - 12	6 - 18	
Sleep Positioner	2 - 4	5 - 10	
Receiving Blankets – group 2-4 blankets	1.50 - 3	2 - 4	
Stroller Blankets & Swaddlers	2 - 4	3 - 6	
Bassinet Sheet	1.50	2 - 3	
Shopping Cart Cover	6 - 10	10 - 15	

Books

* We recommend grouping these types of children's books together.

Books should not be “dog-eared” or have scribble marks on the inside.
 If you put multiple books in a Ziploc or tied together we recommend writing a list of books included if the titles are not easily visible.

Parenting Books	2 – 5.50		
Board Books*	2 – 3.50		
Cloth Books*	2 – 3		
Chapter Books	1.50 – 2.50		
Softcover Books*	1.50 – 2		
Hardcover Books	2.50 - 4		

Diapering & Potty
 Please make sure potty seats and diaper pails are very, very clean...enough said. 😊

	<u>Generic Brand</u>	<u>Brand Name</u>	
Diaper Bag	8 – 18	20 - 75	
Diaper Genie	4 - 6	5 - 9	
Diaper Genie Refill-unopened		3 - 4	
Diaper Champ	5 – 7	7 - 10	
Diaper Wipe Warmer	4 – 6	6 - 8	
Diaper Caddy/Organizer	2 – 3	4 - 5	
Contour Changing Pad	3 – 5	5 - 8	
Changing Pad Cover	2 – 3	3 – 4	
Potty Chair	3 – 5	4 - 8	
Potty Seat	2 – 3	4 - 6	
Step Stool	2 – 4	4 - 6	
Cloth Diapers	4.50 – 5.50	6 - 9	
Unused Disposable Diapers (must be labeled with quantity left in package)	0.10 – 0.18 Per diaper (min. price is \$1.50)	0.15 – 0.20 Per diaper (min. price is \$1.50)	

Feeding & Nursing Items
 Please make sure nursing items are clean of “dribbles”. Dispose of any tubing that milk passes through as we cannot sell that portion of a pumping system. Include a note on your breast pump bag that these parts are not included.
 Utensils and cups cannot have teeth marks on them.

	<u>Generic Brand</u>	<u>Brand Name</u>	
Single Breast Pump	10 – 20	15 - 25	
Double Breast Pump	25 – 50	60 - 125	
Boppy or Nursing Pillow	4 – 6	6 - 8	
Pillow Covers	2 – 4	3 - 5	
Milk Storage Bags (New)	1.50 – 2.50	3 - 4	
Nursing Cover	5 – 7	7 - 10	

Nursing Stool	8 – 12	12 - 20	
Bottle Sterilizer	2 – 4	5 - 7	
Bottle Warmer	4 - 7	7 - 10	
Bottles (3 or more) – do NOT include the nipples unless new in package	1.50 - 2	2.50 - 3	
Bottle Liners – Plastic	1.50 – 2	2 - 4	
Dishes & Cups	1.50 - 3	2 - 5	
Utensils	1.50 – 2	2 - 3	
High Chair Cover	4 - 7	8 - 10	

Furniture

Furniture sells best when fully set up. Please plan to set your item up when you drop it off.

	Generic Brand	Brand Name	
Crib	35 – 60	65 – 125	
Changing Table	25 – 60	65 – 100	
Dresser	50 – 100	100 – 150+	
Glider w/ ottoman	35 – 70	55 – 95	
Book Shelf-3 shelves	8 – 15	15 – 30	
Book Shelf-4+ shelves	15 – 40	40 – 55	
Table & Chairs	10 – 20	25 - 35	
Rocker/Recliner- child size	15 -40	25 – 55	
Bin Organizer	15 – 30	30 - 40	
Toy Box	12 – 20	15 - 45	
Toddler Bed	25 – 40	40 - 80	
Twin Bed	40 – 70	60 - 95	

Toys

Group similar toys together and set prices slightly higher.

Make sure all parts are present OR make note on item with an index card if something is missing.

Working batteries must be included with any electronic item.

Put small toy parts in a clear Ziploc bag and seal shut with packing tape and attach bag to main toy item so they cannot be easily separated by little hands.

Building Sets (Lego, Kinex, Mega Blocks, etc)	5 – 7	7 - 20	
Learning Toy Systems (Leapfrog, Vtech, etc)	15 – 25	25 – 40	
Game Cartridges – Leapfrog, Vtech	5 – 10		
Riding Toys	6 – 9	9 - 25	
Outdoor Play Structures – Like Tikes Playhouses, Sand Box, Water Tables, Slides, Wagons, Picnic	15 - 35	40 – 85+	

Tables, Kitchens, etc. (These high demand items can be priced 50% of the new retail value)			
Bicycles & Trikes	5 – 15	15 - 30	
Games & Puzzles	1.50 – 5	5 – 10	
Most other Toys	1.50 – 5	5 - 15	
Video & Movies We do secure game cartridges and small hand held items like DS and iPods for increased item security. We do not accept VHS tapes. Please do not seal DVDs or cartridge cases as we do inspect them and secure them as needed.			
DVD's	2 – 4.50		
DVD's (Disney, Baby Einstein, etc)	3.50 – 5.50		
Hand held electronics – iPod, DS, etc	20 – 90		
Game Systems - Wii, Xbox, PlayStation	25 - 150		
Video Games – Wii, Xbox, PlayStation	5 - 15		
Accessories - Wii, Xbox, PlayStation	5 – 20		
Video Games – DS, PC Software, LeapFrog	5 – 12		
Accessories – Other Headphones, ear buds, cases, etc	3 - 10		