



## TOT TRADE PRICING GUIDE

At Tot Trade it is your decision on how you price your items. We have created a Tot Trade Pricing Guide to just give you an idea of a 'starting point' in pricing your items. As a rule it is suggested you price your items at 25-40% of the price you paid for it originally. However, take into account the condition and brand of the item. And remember, shoppers are 'fashion savvy' and know all the popular/boutique brands.

Our goal in providing this list is to help you make as much off of your items as possible and not have to load them back up and take them home with you.

Use these little 'tricks of the trade' when pricing your items. And remember price as a BUYER and NOT A SELLER. "Would I pay this amount?" It's a great 'rule of thumb' to use.

- If you have an item you are 'attached' too, decide the lowest dollar amount you will accept for the item, and price it. If you are not comfortable with letting the item go to discount then don't allow the item to be discounted in the tagging system.
- We 'highly' recommend allowing your items to be discounted. Why? The goal is to rid yourself of the items your children no longer need. That's the ultimate goal right? Set your item at a 'comfortable' price, and remember, do the test, "Would I purchase this item at this price?" and then allow it to be discounted. If it's a 'fair' price in the beginning, it will sell. Overpricing will 'scare' the shopper away.
- Your clothing items are best priced at 25-30% of the retail price. However, the brand and label plays a big role in this pricing. And don't ask me why but, this is just an observation we've made, items priced in 'ODD' numbers, sell better.

Refer to our pricing guide below for help in getting you started. You will find that it is broken down by Department Store brands to help guide you. Remember: Clothing items MUST be priced at least \$3.00. If the one item will not bring \$3.00 on it's on, group it with the same or like item to bring the cost up. (This list includes both seasons)

*Kohls, Sears, JcPenny's Burlington,  
Target,  
Babies-R-Us*

*Carters, Old Navy, Osh  
Kosh, The Children's  
Place,  
Crazy 8*

*Gymboree, Hurley, Roxy, Janie & Jack, Hanna  
Anderson, Naartjie, Gap*

**Infant**

Onesies (grouped 3 or more)	1.00-3.00	2.00-4.00	3.00-5.00+
Gowns & Sleepers	2.00-3.00	3.00-4.00	4.00-5.00+
Sleep Sacks	2.00-4.00	3.00-5.00	
Rompers	2.00-4.00	3.00-5.00	4.00-6.00+
Outfits	2.00-4.00	3.00-5.00	4.00-8.00+

**Tops**

Short Sleeve/Tank	2.00-4.00	3.00-5.00	4.00-6.00+
Long Sleeve	2.00-4.00	3.00-5.00	4.00-6.00+
Dress Shirt	3.00-5.00	4.00-6.00	5.00-7.00+
Sweaters	3.00-6.00	4.00-8.00	5.00-10.00+
Sweatshirts	2.00-4.00	3.00-5.00	4.00-7.00+
Turtlenecks	2.00-4.00	2.00-5.00	3.00-6.00+

**Bottoms**

Jeans	3.00-5.00	3.00-8.00	4.00-10.00+
Dress Pants/Slacks	4.00-7.00	4.00-8.00	5.00-10.00+
Casual/Khaki	3.00-5.00	3.00-8.00	4.00-9.00+
Skirts/Skorts	2.00-5.00	3.00-6.00	4.00-7.00+
Shorts	2.00-3.00	3.00-5.00	4.00-7.00+
Sweatpants	2.00-3.00	3.00-5.00	3.00-6.00+
Leggings	2.00-3.00	3.00-4.00	4.00-6.00+

**Dresses**

Jumpers	2.00-5.00	3.00-6.00	4.00-10.00
Dresses	3.00-6.00	4.00-7.00	4.00-10.00
Sundresses	3.00-5.00	3.00-6.00	4.00-9.00
Holiday Dresses	5.00-9.00	6.00-10.00	7.00-15.00

**Outfits & Sets**

2 pc matching top & bottom	4.00-6.00	6.00-10.00	7.00-15.00
3 pc matching outfit	5.00-7.00	6.00-12.00	8.00-18.00
4 pc matching outfit	6.00-8.00	7.00-15.00	8.00-20.00

**Outer Wear**

Athletic/Track Suits	4.00-6.00	5.00-8.00	6.00-12.00
Spring Coat/Light Weight	3.00-6.00	4.00-8.00	5.00-10.00
Windbreaker	3.00-5.00	4.00-7.00	4.00-8.00
Denim Jackets	3.00-5.00	4.00-7.00	5.00-9.00
Raincoats	3.00-5.00	4.00-6.00	5.00-10.00
Vests-Lined or quilted	3.00-5.00	4.00-7.00	5.00-9.00
Polar Fleece	4.00-6.00	4.00-7.00	5.00-8.00
Winter coat/jacket	4.00-7.00	4.00-12.00	8.00-20+
Snow pants	3.00-5.00	4.00-6.00	5.00-15.00
Snowsuit	5.00-8.00	6.00-12.00	6.00-15+

**Pajamas**

Footed/Non Footed Sleeper	3.00-4.00	3.00-5.00	4.00-6.00
2 or 3 pc PJ sets	3.00-4.00	3.00-5.00	4.00-7.00
Night Gown	3.00-4.00	3.00-5.00	4.00-6.00
Bathrobe	3.00-4.00	3.00-5.00	5.00-8.00

**Swimwear**

Swimsuits	3.00-4.00	3.00-5.00	4.00-6.00
Swim trunks	3.00-4.00	3.00-5.00	4.00-6.00
Cover-ups	3.00-5.00	4.00-6.00	5.00-7.00

**Shoes**

Sandals	2.00-4.00	3.00-5.00	3.00-8.00
Tennis shoes	2.00-4.00	3.00-5.00	5.00-10.00
Dress shoes	2.00-4.00	3.00-5.00	4.00-10.00
Water shoes	2.00-3.00	3.00-5.00	4.00-7.00
Boots	2.00-4.00	3.00-5.00	3.00-12.00
Boots-winter	3.00-4.00	4.00-6.00	5.00-12.00
Cleats	4.00-7.00	5.00-8.00	6.00-10+

<b>Baby Gear</b>	<b><u>Good Used Condition</u></b>	<b><u>Excellent Used Condition</u></b>
Baby Bjorn/Snugli/Sling	10.00-25.00	25.00-50.00
Baby Swing	15.00-25.00	25.00-50.00
Backpack	15.00-3.00	30.00-5.00
Bassinet	20.00-35.00	35.00-60.00
Bouncy Seat	5.00-10.00	10.00-30.00
High Chair	15.00-20.00	20.00-35.00
Monitor	10.00-20.00	25.00-75.00
Pack N' Play/Port-A-Crib	10.00-30.00	25.00-70.00
Single Child Stroller	20.00-30.00	25.00-45.00
Double Stroller	15.00-25.00	25.00-50+
Travel System	25.00-50.00	40.00-85+
Umbrella Stroller	40.00-60.00	70.00-125+

### **Nursing/Feeding**

Nursing Pillow/Boppy	25.00-50.00	75.00-120.00
Nursing Cover	4.00-5.00	5.00-10.00
Bottle Sterilizer	5.00-7.00	7.00-10.00
Bottle Warmer	2.00-4.00	5.00-7.00
Bottles (3 or more)	4.00-7.00	7.00-10.00

Bibs (grouped in 3 or more)	1.00-2.00	3.00-5.00
Dishes	1.00-3.00	3.00-5.00
Utensils	1.00-3.00	3.00-5.00
High Chair Cover	1.00-2.00	2.00-3.00
	5.00-8.00	8.00-12.00

**Diapering/Potty**

Diaper Bag	8.00-15.00	25.00-75+
Diaper Genie	6.00-8.00	8.00-10.00
Diaper Genie Refill-unopened	4.00-6.00	5.00-9.00
Diaper Champ		3.00-4.00
Diaper Wipe Warmer	5.00-7.00	7.00-10.00
Contour Changing Pad	4.00-6.00	6.00-8.00
Changing Pad Cover	3.00-5.00	5.00-8.00
Potty Chair	2.00-3.00	3.00-4.00
Potty Seat	2.00-5.00	3.00-6.00
Step Stool	2.00-4.00	4.00-7.00

**Furniture**

Changing Table	35.00-60.00	65.00-150.00
Dresser	20.00-50.00	65.00-100.00

Glider w/ ottoman	25.00-75.00	80.00-150.00
Book Shelf-3 shelves	30.00-75.00	55.00-150.00
Book Shelf-4+ shelves	10.00-20.00	25.00-50.00

### **Bedding & Linens**

Receiving Blankets (2 or more)	1.00-3.00	3.00-5.00
Stroller Blankets/ Swaddlers	1.00-3.00	2.00-5.00
Single Bassinet Sheet	2.00-4.00	3.00-6.00
Crib Sets (w/accessories)	15.00-25.00	25.00-60.00
Single Fitted Crib Sheet	1.00-2.00	2.00-3.00
Set of Crib Bumpers	3.00-6.00	7.00-30.00
Crib Skirt	2.00-4.00	3.00-9.00
Sleep Positioner	2.00-4.00	5.00-10.00
Kids Sleeping Bags	4.00-6.00	7.00-9.00
Kids Bedding Sets	4.00-6.00	5.00-9.00
Bed Rail(s)	5.00-7.00	6.00-15.00

### **Toys**

Building Sets (Lego, Kinex, etc)	1.00-5.00	5.00-15.00+
Learning Toys (Leapfrog, etc)	5.00-7.00	7.00-15.00+
Riding Toys	5.00-10.00	10.00-30.00+
Outdoor Play Structures	15.00-35.00	40.00-80+
Games & Puzzles	3.00-4.00	5.00+
Books	1.00-4.00	3.00-5.00
DVD's	1.00-3.00	2.00-5.00

DVD's (Disney, Baby Einstein, etc)	2.00-3.00	3.00-4.00
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CD's	1.00-2.00	2.00-4.00
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**MISC**

Car Seat Cover	15.00- 20.00	20.00-50.00
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Shopping Cart Cover	6.00- 10.00	10.00-15.00
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Baby Gate	5.00- 12.00	10.00-20.00
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