

Lisle Children's Toy & Clothing Resale Consignor Pricing Reference Guide

This guide is intended to help you establish a starting price. It is not a required pricing schedule. You may adjust prices based on brand, condition, style, age, season, and current demand.

Clothing Brand & Quality Guide

When determining a price, consider both the original retail value and the condition of the item. The following categories can help you decide where your item falls within the suggested price ranges.

Level	General Examples
Value	Walmart/George, Wonder Nation, Garanimals, Child of Mine, Simple Joys by Carter's, Amazon Essentials, Cherokee, Jumping Beans, Faded Glory
Mid-Range	Carter's, OshKosh B'gosh, Cat & Jack, Old Navy, H&M Kids, The Children's Place, Gymboree, Gap Kids, Target brands
Premium	Hanna Andersson, Primary, Tea Collection, Boden, Mini Boden, Zara Kids, Janie and Jack, Ralph Lauren Kids, crewcuts, Patagonia Kids, L.L.Bean, Nike, Adidas, Under Armor

Brand placement is only a guideline. A premium brand in poor condition should not automatically be priced higher than a lower-priced brand in excellent condition.

Suggested Clothing Prices

Bottoms

Item	Value	Mid-Range	Premium
Jeans	\$2–\$5	\$3–\$5	\$4–\$10
Dress pants/slacks	\$3–\$6	\$4–\$7	\$4–\$8
Khakis/casual pants	\$2–\$5	\$3–\$5	\$3–\$8
Skirts/skorts	\$2–\$4	\$2–\$5	\$3–\$6
Shorts	\$2–\$3	\$2–\$4	\$3–\$5
Sweatpants	\$2–\$3	\$2–\$3	\$2–\$5
Leggings	\$1–\$3	\$2–\$3	\$3–\$4

Dresses & One-Piece Clothing

Item	Value	Popular	Premium
Jumpers/rompers	\$2–\$4	\$3–\$5	\$4–\$7
Casual Dresses	\$3–\$5	\$3–\$6	\$4–\$7
Holiday/special-occasion dresses	\$4–\$6	\$5–\$9	\$6–\$10

Tops

Item	Value	Mid-Range	Premium
Sweaters / Cardigans	\$2–\$5	\$3–\$6	\$4–\$10
Sweatshirts	\$2–\$4	\$2–\$5	\$4–\$7
Long-sleeve tops	\$2–\$3	\$2–\$4	\$3–\$5
Short-sleeve/tank tops	\$2–\$3	\$2–\$4	\$3–\$5
Polo & Button Down / Dress Shirt	\$2–\$4	\$3–\$6	\$4–\$6

Matching Sets & Outfits

Complete outfits can be especially appealing to shoppers. Consider grouping coordinating pieces together rather than pricing each piece separately.

Item	Value	Mid-Range	Premium
2-piece outfit	\$2–\$4	\$4–\$6	\$6–\$10
3-piece outfit	\$3–\$6	\$5–\$8	\$6–\$14
4-piece outfit	\$4–\$8	\$5–\$10	\$7–\$16

Outerwear

Item	Value	Mid-Range	Premium
Winter coat/jacket	\$3–\$7	\$4–\$10	\$6–\$15
Snow pants	\$3–\$5	\$4–\$7	\$5–\$10
Snow suit	\$3–\$5	\$5–\$8	\$6–\$12
Windbreaker	\$2–\$4	\$3–\$5	\$4–\$7
Denim jacket	\$3–\$5	\$4–\$7	\$5–\$12
Raincoat	\$3–\$5	\$4–\$7	\$5–\$12
Fleece jacket	\$3–\$5	\$4–\$7	\$5–\$12
Vest	\$2–\$5	\$3–\$6	\$5–\$10
Athletic/track suit	\$3–\$5	\$4–\$6	\$5–\$10
Light jacket	\$2–\$5	\$3–\$6	\$4–\$8

Sleepwear

Item	Value	Mid-Range	Premium
Sleeper	\$2–\$3	\$3–\$5	\$3–\$6
2-piece pajama set	\$2–\$4	\$3–\$5	\$4–\$8
3-piece pajama set	\$2–\$5	\$3–\$6	\$3–\$10
Nightgown	\$2–\$3	\$3–\$4	\$3–\$5
Bathrobe	\$2–\$3	\$3–\$4	\$3–\$5

Swimwear

Item	Value	Mid-Range	Premium
Swimsuit	\$2–\$4	\$3–\$5	\$4–\$8
Swim trunks	\$2–\$4	\$3–\$5	\$4–\$8
Swim cover-up	\$2–\$4	\$4–\$6	\$5–\$7

Shoes

Shoes should be clean, odor-free, and in very good condition. Make sure soles, straps, laces, and fasteners are functional.

Item	Value	Mid-Range	Premium
Winter/hiking boots	\$2–\$4	\$3–\$6	\$4–\$8
Everyday Sneakers	\$2–\$3	\$3–\$6	\$4–\$8
Dress shoes	\$2–\$3	\$2–\$6	\$4–\$8
Sandals	\$2–\$3	\$2–\$4	\$3–\$7
Water shoes	\$2–\$3	\$2–\$4	\$3–\$5
Cleats	\$3–\$5	\$4–\$7	\$5–\$8

Baby Gear, Furniture & Other Items

For larger items, pricing should reflect brand, age, condition, completeness, functionality, and current retail value.

Item	Standard Range	Higher-End Range
Diaper/wipe warmer	\$5–\$10	—
Contoured changing pad	\$4–\$6	\$5–\$8
Changing pad cover	\$2–\$3	\$3–\$4
Step stool	\$2–\$5	\$4–\$7
Nursing stool	\$5–\$15	—
Baby swing	\$15–\$25	\$25–\$50
Bouncy seat	\$5–\$10	\$10–\$30
High chair	\$10–\$20	\$25–\$75

Umbrella stroller	\$5–\$10	\$10–\$15
Single stroller	\$15–\$25	\$25–\$50
Double stroller	\$25–\$50	\$40–\$85
Baby carrier/sling	\$10–\$25	\$25–\$50
Changing table	\$20–\$65	\$65–\$100
Children's Dresser	\$25–\$75	\$80–\$150
Glider with ottoman	\$30–\$75	\$75–\$150
3-shelf children's bookshelf	\$10–\$20	\$25–\$50
4+ shelf children's bookshelf	\$20–\$40	\$40–\$60
Hanging wall shelf	\$5–\$15	\$10–\$20

Pricing Tips for Sellers

Remember: these prices are suggestions, not requirements. Your goal is to choose a price that is attractive to shoppers while giving you a worthwhile return.

Think Like a Shopper

Before choosing a price, ask yourself: “If I saw this item at the sale today, what would I realistically pay for it?”

A good starting point for many gently used children's clothing items is approximately 25–40% of the original retail price, with adjustments for brand, condition, style, season, and demand.

Take the sentimentality out of your pricing. Shoppers will not place the same sentimental value on an item you find special. Look at it with an outsiders perspective.

Items that are New With Tags (NWT) can be priced higher than their worn counterparts.

Condition Matters

Items in excellent, current, like-new condition can command more than items showing noticeable wear.

If an item is showing its age or use, price it accordingly—or consider whether it is worth selling at all.

The following conditions are NOT ALLOWED for Lisle Resale items:

- Stains or discoloration
- Holes or tears
- Pilling or excessive fading
- Missing buttons or pieces

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| <ul style="list-style-type: none">- Broken zippers or snaps- Worn soles on shoes- Strong odors- Outdated styles |
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Bundle Small Items

Grouping inexpensive items can make them more appealing and easier for shoppers to purchase.
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For example, instead of selling two footie pajamas for \$2 each, consider creating a 2-set pajama bundle for \$4. The same concept can work for socks, hair accessories, books, bibs, blankets, or other small items.

Price to Sell

If you would be disappointed to bring an item home again, consider pricing it more competitively. A reasonable price is more likely to result in a sale than an overly ambitious price that leaves the item behind.

Presentation Makes a Difference. Clean, neat, well-presented merchandise attracts shoppers.

Before bringing items to the sale:

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| <ul style="list-style-type: none">- Wash and fold or hang clothing neatly.- Quickly iron or steam wrinkled pieces.- Button buttons and zip zippers.- Pair shoes together securely.- Keep sets and matching pieces together.- Make sure toys and equipment are clean and complete.- Use clear, easy-to-read pricing labels. |
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Make the Most of Your Sale

Think of consignment as an opportunity to turn things your family no longer needs into money. Pricing realistically can help your items move quickly and can encourage shoppers to return for future sales.

When in doubt, price it from the shopper's perspective—not the seller's.
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