



## Pricing Guide for Consignors (8/13)

As a general rule, price your clothing and other baby/kids items at approximately 20-40% of retail price. Keep in mind that sets/outfits sell better than single items. We recommend pairing like items or creating sets whenever possible. **Remember** that shoppers are moms and grandmothers who are looking for savings on quality items. For best results in sales, please price your items to SELL!

- Newborn/infant clothing (0-6 month sizes) doesn't sell as easily, so you may want to price them a bit lower.
- Outdoor playground equipment, little tykes, double strollers and other large items sell for up to 60% of retail. Most other toys, DVD's sell at 25%

BELLA KIDS PRICING GUIDE FOR CLOTHING, SHOES & ACCESSORIES							
	<b>\$ = Level 1:</b>		<b>Large retailers:</b> Kohl's, Sears, Target, Wal-Mart, JCPenney (NO everyday value brands)				
	<b>\$\$ = Level 2:</b>		<b>Chain store brands:</b> Children's Place, Old Navy, Gap, Justice, Gymboree				
	<b>\$\$\$ = Level 3:</b>		<b>Upscale &amp; Boutique brands:</b> Janie & Jack, Abercrombie, Baby Lulu, Cach Cach, Ralph Lauren, Juicy Couture, North Face, etc.				
BOTTOMS	\$	\$\$	\$\$\$	SHOES	\$	\$\$	\$\$\$
Jeans/Khakis	\$2.00 – 5.00	\$3.00 – 10.00	\$6.50 +	Boots	\$2.00 – 4.00	\$3.00 – 6.00	\$4.00 – 8.00
Dress Pants	\$3.00 – 6.50	\$4.00 – 11.00	\$7.00 +	Sneakers	\$2.00 – 4.00	\$3.00 – 6.00	\$4.00 – 8.00
Skirts/Skort	\$2.00 – 4.50	\$3.00 – 7.00	\$5.00 +	Dressy	\$2.00 – 4.00	\$3.00 – 6.00	\$4.00 – 8.00
Shorts	\$2.00 – 4.00	\$3.00 – 6.00	\$5.00 – \$7	Sandals	\$2.00 – 4.00	\$3.00 – 6.00	\$4.00 – 8.00
Leggings/Sweats	\$2.00 – 3.50	\$3.00 – 6.00	\$5.00 – \$9	Slippers	\$2.00 – 3.00	\$2.00 – 3.00	\$2.00 – 3.00
DRESSES	\$	\$\$	\$\$\$	OUTFITS	\$	\$\$	\$\$\$
Dresses	\$3.00 – 6.00	\$4.00 – 12.00	\$7.00 – \$14	2- Pc Set	\$3.00 – 6.00	\$5.00 – 8.00	\$7.00 – \$11
Sundresses	\$2.00 – 5.00	\$3.00 – 10.00	\$7.00 – \$14	3-Pc Set	\$3.50 – 6.50	\$6.00 – 10.00	\$8.00 – \$15
Holiday Dresses	\$5.00 – 8.00	\$7.00 – 13.00	\$10.00-\$18	4+ Pc Set	\$4.00 – 7.00	\$7.00 – 12.00	\$9.00 – \$20
TOPS	\$	\$\$	\$\$\$	OUTER-WEAR	\$	\$\$	\$\$\$
Long Sleeve	\$1.50 – 3.00	\$2.50 – 5.50	\$4.00 – \$7	Winter	\$3.00 – 7.00	\$5.00 – 12.00	\$8.00 – \$20
Short Sleeve	\$1.50 – 3.00	\$2.50 – 5.50	\$3.50 – \$7	Snowsuit	\$5.00 – 7.00	\$8.00 – 10.00	\$10.00 – \$20
Dress Shirt	\$2.00 – 4.50	\$3.00 – 5.50	\$4.00 – \$7	Fleece	\$3.00 – 5.00	\$4.00 – 7.00	\$8.00 – 20
Sweaters	\$2.00 – 5.50	\$4.00 – 7.00	\$6.00 – \$12	Denim	\$3.00 – 5.00	\$4.00 – 7.00	\$6.00 – 9.00
Sweatshirts	\$2.00 – 3.50	\$3.00 – 6.00	\$5.00+	Lt. Jacket	\$3.00 – 5.00	\$4.00 – 6.00	\$6.00 – 9.00
Turtlenecks	\$1.50 – 3.00	\$2.00 – 4.00	\$3.00+	Raincoat	\$3.00 – 5.00	\$4.00 – 6.00	\$6.00 – 9.00
				Vests	\$3.00 – 5.00	\$4.00 – 6.00	\$6.00-9.00
				TrackSuit	\$5.00 – 7.00	\$6.00 – 10.00	\$9.00 – \$20
ACCESSORIES	\$	\$\$	\$\$\$	PJ'S	\$	\$\$	\$\$\$
Hats( <b>NEW ONLY</b> )	\$1.00 – 3.00	\$2.50 – 3.50	\$3.00 – \$4	Sleeper	\$2.00 – 4.00	\$3.00 – 5.00	\$4.00 – 6.00
Gloves/Mittens	\$1.00 – 2.00	\$1.50 – 2.50	\$2.00 – \$3	2 Pc PJ	\$2.00 – 4.00	\$3.00 – 5.00	\$4.00-\$7.00
Belts	\$1.00 – 2.00	\$1.00 – 2.00	\$1.00 – \$2	Gown	\$2.00 – 4.00	\$3.00 – 5.00	\$4.00 -\$6.00
Purses	\$1.00 – 2.00	\$1.50 – 2.50	\$2.50 – \$4	Robe	\$2.50 – 4.50	\$3.50 – 5.50	\$4.50 – 6.50
Backpacks	\$1.00 – 2.00	\$2.00 – 3.00	\$3.00 – \$4				
<b>NEW</b> Tights/Sock	\$3.00 – 5.00	\$4.00 – 6.00	\$5.00 – \$7				
SWIMWEAR	\$	\$\$	\$\$\$				
Swimsuits	\$2.00 – 3.50	\$3.00 – 5.00	\$4.00-\$6				
Swim Trunks	\$2.00 – 3.50	\$3.00 – 5.00	\$4.00-\$6				
Coverups	\$2.00 – 4.00	\$3.00 – 6.00	\$4.00-\$7				

**\*These prices can be used for our NEW Mommy Maternity selections too!**

**BELLA KIDS PRICING GUIDE FOR TOYS, FURNITURE, GEAR**

<b>\$ = LEVEL 1</b>		Generic brands, discount store brands or items that show some wear.			
<b>\$\$ = LEVEL 2</b>		Name brands, specialty brands in like-new condition.			
<b>DIAPER/POTTY</b>	<b>\$</b>	<b>\$\$</b>	<b>FEED/NURSING (NEW ONLY)</b>	<b>\$</b>	<b>\$\$</b>
Diaper Genie	\$4.00 – \$6	N/A	Bottles (3+)	\$1.00 – 3.00	\$3.00 – \$5.00
D. Genie Refill	\$3.00 – \$4	N/A	Single Br. Pump	\$10.00 – 15.00	\$15.00 – \$35
Diaper Champ	\$6.00 – \$8	N/A	Double Br Pump	\$20.00 – 50.00	\$50.00 – \$100
Wipe Warmer	\$3.00 – \$6	N/A	Storage Bags	\$1.00 – 3.00	\$3.00 – \$5.00
Caddy/Organizer	\$1.00 – \$3	\$3.00 – 8.00	Boppy pillow	\$3.00 – 5.00	\$5.00 - \$10.00
Contour Pad	\$4.00 – \$5	N/A	Boppy Cover	\$2.00 – 4.00	\$4.00 - \$6.00
Changing Pad	\$2.00 – \$3	\$3.00 – 5.00			
Ch. Pad Cover	\$2.00 – \$4	\$4.00 – 6.00			
Potty Chair	\$1.00 – \$3	\$2.00 – 4.00			
Potty Seat	\$1.00 – \$4	\$5.00 +			
Step Stools	\$2.00- \$3	\$2.50-\$5.00			
<b>BEDDING</b>			<b>EQUIPMENT</b>		
Blankets	\$1.00 – \$3	\$2.00 – 4.00	Baby Swing	\$10.00 – 20.00	\$20.00 – 40.00
Crib Sets	\$10 - \$25	\$25.00 – 60.00	Bouncy Seat	\$5.00 – 10.00	\$10.00 – 15.00
Lamps	\$3.50 – 7	\$4.00 – 8.00	High Chair	\$10.00 – 20.00	\$20.00 – 35.00
Curtains	\$2.00 – 6	\$3.00 – 8.00	Booster Seat	\$4.00 – 10.00	\$8.00 – 15.00
Fitted Crib Sheet	\$1.00 – 2	\$2.00 – 3.00	Exersaucer	\$8.00 – \$15.00	\$15.00 – 25.00
Bassinet Sheet	\$1.00 – 2	\$2.00 – 3.00	Portable Crib	\$10.00 – 20.00	\$20.00 – 50.00
Crib Bumper	\$2.00 – 4	\$3.00 - \$6.00	Umbrella Stroller	\$2.00 – 5.00	\$5.00 -10.00
Crib Skirt	\$2.00 – 4	\$3.00 - \$6.00	Single Stroller	\$10.00 – 25.00	\$25.00 – 40.00
Sleeping Bags	\$4.00 – 8	\$5.00 – 20.00	Double Stroller	\$20.00 – 40.00	\$40.00 – 80.00
Bed Rail	\$5.00 – 8	\$7.00 – 12.00	Jogging Stroller	\$15.00 – 35.00	\$35.00 – 75.00
Toddler Bed Set	\$5.00 – 12	\$10.00 – 15.00	Baby Carrier	\$5.00 – 9.00	\$8.00 – 15.00
Twin Bed Set	\$10 - \$25	\$20.00 – 45.00	Activity Mat	\$3.00 – 7.00	\$7.00 – 12.00
Full Bed Set	\$10 – \$25	\$20.00 – 50.00	Monitor	\$3.00 – 5.00	\$5.00 – 8.00
Twin Sheet Set	\$4.00 – 8	\$5.00 – 9.00	Video Monitor	\$15.00 – 25.00	\$25.00 – 50.00
Full Sheet Set	\$4.00 – 8	\$5.00 – 9.00			
<b>FURNITURE</b>	<b>\$</b>	<b>\$\$</b>	<b>Designer Label Diaper Bags</b>	<b>Designer Pricing</b>	<b>Designer Label Handbags</b>
Changing Table	\$25 – \$75	\$75 – \$150	Diaper Dude \$	\$ = \$20-\$30	BCBG \$
Dresser	\$40 – 100	\$100 – \$200	Fleurville \$\$	\$\$ = \$30-40	B. Makowski \$\$\$
Glider w/ Otto.	\$25 – 50	\$50.00 – \$100	JJ Cole \$	\$\$\$ = \$50+	Burberry \$\$\$
Book Shelf	\$8 – 25	\$40.00 – 50.00	Ju Ju Be \$\$		Coach \$\$\$
Hanging Shelf	\$5.00 – 15	\$10.00 – 20.00	Kate Spade \$\$	Juicy Couture \$\$	Dooney & Burke \$\$\$
Twin Bed	\$40. – 75	\$60.00 – \$100	Mia Bossi \$\$	Le Sportsac \$\$	Furla \$\$
Full Bed	\$45. – 80	\$75.00 – \$200	Oi Oi \$\$		Kate Spade\$\$\$
Toddler Bed	\$20 – 45	\$40.00 – \$60	P. Picklebottom \$\$	<b>And many more!</b>	Longchamp \$\$
Bassinet	\$20 – 40	\$40.00 – \$120	Ralph Lauren \$\$		MarcJacobs\$\$\$
Cradle	\$20 – 40	\$40.00 – \$120	Skip Hop \$		MichaelKors\$\$\$
Toy Box	\$8 – \$15	\$15.00 – \$30	Storksak \$\$\$		RalphLauren \$\$
			Timi & Leslie \$\$		Vera Bradley \$