

- Clothing:
  - Presentation, Presentation, Presentation! Make sure clothes are clean and relatively ironed within a week of the sale, ironing 3 months ahead of time then putting it in a box is pointless. Freshen up the clothes by tossing them in the dryer with a bounce sheet before hanging them, people would rather buy something that looks and smells good. Make sure items are clean with NO stains. This is sometimes difficult to determine, but do your own inspection under florescent lighting, such as in your kitchen or laundry room. If stains cannot be removed, throw it away!!!! (Workers who organize items on the racks will pull your items that are stained anyway, which just wastes time)
  - Use a tagging gun and tag items through the original tag at the neck, or in the armpit seams like department stores. Items that are safety pinned create holes. Items that are tagged with a tagging gun look so much nicer.
  - Use the right size hangers, kids items on kid sized hangers just look better.
  - Do your own Quality Control of all your stuff. If you wouldn't buy it in the condition that you are selling it, PITCH IT.
  - Anything under 18 months has a tough time selling; So either, price it REALLY low—even if it is your best outfit—or it won't sell. There's little demand and usually a big supply—lots more competition.
  - Sell in outfits when possible- Have a shirt with shorts, pants, skirts, etc... When you can't sell as a set, sell in a lot- you have 3 pair of shorts, tees, couple tanks, etc.. all the same size, - hang them and bundle the hangers with zip tie or masking tape and price for \$3.00 or \$4.00- people will see this as a deal, even over 3 pair of separate shorts @ a \$1 a piece.
  - Girls clothing can be priced much higher than boys clothing; if girls clothing is in excellent shape, and is name-brand (Gymboree, Old Navy, Children's Place, Gap, etc) I price the item never less than \$4.00; and if two piece ensemble, price around \$5.50 to \$7.50; If you have matching socks or hair accessories, that makes them more appealing as well. I never price less than a 1/3 on my girls clothing and usually 40-50% from new cost. You customer is still getting a GREAT deal on an adorable outfit, and you are making a little more money.
  - Boy's items—if they are name brand and in excellent condition, you can sometimes get \$4.00 for a nice shirt; Rugby's sell well; name-brand sport sets sell well—if excellent condition \$6-\$7 for a two piece set.
  - If you have hair bows, headbands, hat, tights, etc.. that match or coordinate with an outfit, put them in a zip lock and attach to the outfit.
  - Bathing Suits should look new, almost unworn and I recommend priced less than \$5- Target and Walmart sell them new for \$5-\$7.
  - If your item is new and still has the tags- LEAVE THE TAGS ON!!!!
  - If the item is pricing higher, indicate on the seller tag- boutique brand, custom made, etc..

- Always hang your matching items side by side.
- SHOES-CLEAN CLEAN CLEAN-NO SCOFFS, ONLY sell shoes if they are clean  
Cut loose threads, and remove all the stuff that velcro picks up.
- Toys:
  - I always sell toys at 30-60% of what retail is; 60% if the item is still selling in stores and you can put the \*cost new=\$ \* on the tag, or if it's in high demand (ie: Thomas, Barbie, etc.)
  - Again, presentation—Clean them—it's worth the extra effort. Attach original manuals if you have them—a huge plus!
  - Make sure all pieces are include, if someone else is selling the same items the buyer is going to take the one with the most parts.
  - Include batteries so customer can see that it works. Most people won't buy something if they can't turn it on at the sale. I always put dollar store batteries in so that its not a huge cost on me.
  - Books and Puzzles sell well in bundles- pre school book bundles, board book bundles, chapter books, etc.. Bundle them age and maybe even gender- Puzzles same thing- peg puzzles, form puzzles, etc..
  - VHS don't sell well unless they are a major name (ie: Banrey, Disney's etc..) The best way to clear out all your old VHS's is to get a shoe box and put as many movies that fit in there and sell them as a set. No more then 50 cents per movie.
  - Outdoor toys, such as bikes are one of our top sellers, CLEAN them up well-and you will not take them home
- Baby gear:
  - 35-50% of new cost usually sells IF the item is in excellent condition. Again, CLEAN your item and attach owner's manuals if you have them.
  - If it's priced over \$50 and think about putting the "Brand New" price on the tag (I sold a swing for 80 and so on the tag I wrote "Retail for \$160")
  - Really spend the extra time cleaning your big ticket items because that's where you are going to make the most of your money, Clean them- wash them, armoral the tires- Include instruction manuals, and any other info. (most can be found on the internet)
  - Pack-n-Plays do not sell well unless you practically give them away—sorry about that one, too!
  - Baby gates, potty's, booster seats, diaper pails, bath-tubs, all those things sell well and you can price at 40% original cost.
  - Baby bedding does not sell well unless it is a GREAT set at a GREAT price, so selling that it is all about pricing low and making it look good, include as most as you can in a set (bumpers, sheets, blankets, decorations, laundry basket etc..)
  - Like bedding, room décor is a low sellers, If you are selling here, sell in

sets, if you have wall art, picture frames and a night light that all match then sell it together.

- Do not get discouraged when you have items left after the sale, just because you are taking things home doesn't mean your stuff wasn't nice enough or price welled, its just part of selling, maybe it your resell in the next sale change the price or pair it with something else to "improve" the item
- Here is a tip regarding re-selling: If an item doesn't sell the first time, adjust the price a little and try again. If after two sales it doesn't sell, donate it to Goodwill. Keep your receipt and submit it for your tax return!
- Before bringing your items to the sell hang them on your rack, if you cannot easily look through you items because the rack is over loaded GET ANOTHER RACK! The harder it is to look through the clothes the hard it is to sell the clothes, the more racks then the more room clothing has on those racks for people to sell it better.
- Lastly—if you have a question about a specific item's price, call a selling veteran! We are all here to help. 😊