



## Pricing Guidelines & Tips

As a consignor, you decide what to price your items. This guide has been created to give you a reference price-point. A good rule of thumb is to price items at 25-35% of what you paid for each item depending on brand name and condition of item.

Ask yourself a few questions when pricing...

- Does your item have increased bling/detail? YES  Add \$3-\$4
- Is your item a HOT trend this year? YES  Add \$2-\$4
- Is your item current season? YES  Add \$4-\$6
- Is your item NEW with Tags? YES  Add 20-30% if it were not NWT (example:

Consigned price: \$12 shirt would be \$16 if NWT = 30% more)

Additional Tips:

- Price as if you were the shopper. Ask yourself, "How much would I pay for this?"
- Price low for the items you prefer not to take home with you.
- **Presentation Matters!** Run the iron over each piece and take a little extra time to button all buttons, zip zippers, etc.

This guide is only for reference. You are NOT required to price your items according to this list. *Keep in mind: Don't sell what you wouldn't buy! Start a donation pile too!*

**Level 1** – Discount/ Department Stores: Target, Kohls, TJ Maxx, Marshalls

**Level 2** - Department Stores: Belk, Macys, Dillards

**Level 3** - Chain Stores: Gap, Banana Republic, NY & Co, Ann Taylor, LOFT, Chico's, Talbots, Express, Abercrombie, etc.

**Level 4** - Upscale & Boutique: Nordstrom, Anthropologie, Designer Denim: Citizen of Humanity, Seven for All Mankind, Milly, Trina Turk, Tory Burch, Lululemon etc.

**See detailed chart on next page...**

Item:	Level 1	Level 2	Level 3	Level 4
<b>Bottoms</b>				
Jeans/Denim	9.00-11.00	11.00-13.00	15.00-18.00	29.00 & Up
<b>Designer \$35 &amp; Up</b>				
Dress Pants/Slacks	7.00-9.00	9.00-12.00	14.00-16.00	22.00 & Up
Skirts	7.00-9.00	9.00-12.00	14.00-16.00	22.00 & Up
Shorts	6.00-8.00	8.00-11.00	13.00-15.00	19.00 & Up
Activewear	5.00-7.00	8.00-10.00	12.00-15.00	19.00 & Up
<b>Dresses</b>				
Dresses	12.00-14.00	14.00-16.00	15.00-18.00	23.00 & Up
Sundresses	9.00-11.00	13.00-15.00	14.00-16.00	17.00 & Up
<b>Tops</b>				
Sweaters	8.00-10.00	13.00-14.00	15.00-18.00	21.00 & Up
Long Sleeve	6.00-9.00	9.00-13.00	12.00-16.00	18.00 & Up
Short Sleeve/ Sleeveless	5.00-7.00	8.00-11.00	11.00-15.00	16.00 & Up
Basic T-shirt	4.00-6.00	7.00-10.00	10.00-12.00	15.00 & Up
Dress Shirt	7.00-9.00	9.00-11.00	13.00-18.00	21.00 & Up
Athletic Tops	5.00-7.00	8.00-11.00	11.00-14.00	16.00 & Up
<b>Outer Wear</b>				
Winter coat/jacket	12.00-15.00	16.00-20.00	20.00-24.00	27.00 & Up
Polar Fleece/Vests	7.00-9.00	11.00-12.00	14.00-16.00	19.00 & Up
Lightweight Blazer	9.00-11.00	12.00-14.00	16.00-18.00	20.00 & Up
<b>Shoes</b>				
Leather Boots	12.00-13.00	14.00-17.00	18.00-22.00	24.00 & Up
Tennis shoes	8.00-9.00	11.00-13.00	15.00-18.00	-
Heels/wedges	9.00-11.00	12.00-14.00	16.00-19.00	21.00 & Up
Sandals	7.00-9.00	10.00-12.00	13.00-15.00	17.00 & Up

**We want you to put \$\$\$ in your pocket and keep your closet clutter free!  
Price to sell! Questions? Email: [info@greenjeanssale.com](mailto:info@greenjeanssale.com)**