

I was sweating in a parking lot on Queen Street East at 2:14 p.m., holding a receipt that said \$1,299 and a crumpled store flyer that said \$899. The wind off Lake Ontario had a chill to it, and a TTC bus hissed by like it was late for something important. I had just walked out of a place that calls itself a Baby & Kids Furniture Warehouse Toronto but, in practice, felt like a maze of showroom lamps and confusing price tags. I still don't fully understand how their "sale price" and "clearance" labels work, but here's what happened.

Why I went in, and why I almost left

I needed a crib. Simple enough. We'd been back-and-forthing about converting a guest room into a nursery for a month. My partner wanted something solid and simple; I wanted a dresser that doubled as a changing table and a glider to survive midnight feedings. I figured a nursery furniture sets in Toronto store would have package deals, and I could tick that box.

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The showroom smelled faintly of varnish and coffee. There were rows of cribs set up like tiny bedrooms, and a staff person in a red polo greeted me with a smile that made me feel both welcome and suspicious. The weirdest part of the visit was the pricing. The crib I thought was a basic model had three different prices on different tags: sticker price \$549, "today only" \$429, and on my emailed quote it showed \$379. None of the tags explained the differences. When I asked, the salesperson said something about "floor model discounts" and "restricted bundles." I nodded and pretended I understood.

How the package deals actually feel in person

I asked about nursery package deals in Toronto because, frankly, I wanted a one-and-done transaction. Turns out "package" can mean a few things:

- a genuine set: crib, dresser, glider sold together with one SKU and one price.
- a bundle you build: buy a crib and they discount a dresser if you buy both same day.
- a financing bundle: low monthly payments that add interest and fees I didn't expect.

They gave me two quotes. One was \$1,899 for crib + dresser + glider as a "set" — with delivery in two weeks. The other quote, a "custom bundle," started at \$1,299 but jumped to \$1,599 once I insisted on a solid wood dresser instead of the particleboard option. The salesperson said the wood upgrade "wasn't included in the set price." I left feeling like I had been switched into a different conversation mid-sentence.

A short list of what I brought with me, because I kept getting asked for it

- measurements of the room: 10' x 9', door swing, window placement.
- photos from Pinterest that were both aspirational and impractical.
- budget number written on a scrap of paper: \$1,500.

The delivery headache I didn't expect

The dresser I liked was marked "in stock." Great, right? Not exactly. The delivery person called the evening before and said the dresser would arrive "sometime between 8 a.m. And 8 p.m." I work from home, but that window was brutal. When they finally arrived at 7:50 p.m., the truck couldn't park because of street cleaning and a parked car from an adjacent building. The delivery guys left the box at the curb and muttered about "building codes." I had to help lug a 120-pound dresser up three flights of stairs because the store's "white glove delivery" meant someone else would set it up, but only if my building elevator was free. I paid a \$99 fee for "assembly," and then

spent an hour tightening drawer slides because two screws were missing. The store's customer service said they'd "look into it," which, translated, means I should expect a callback in 3 to 7 business days.

Babywarehouse

What surprised me about crib prices in Toronto

I went into this thinking cribs were cribs. Not true. Here are the things that changed the price for what looked like the same object:

- mattress included or not. That can be a \$70 to \$200 difference.
- conversion kits. A convertible crib that becomes a toddler bed or daybed bumped prices up by \$150 to \$300.
- certification and safety extras. Greenguard or organic finishes added another \$100 sometimes.
- promotional taxes and fees. Some stores add "environmental disposal" or "restocking" fees that show up only after you commit.

I ended up paying \$429 for a convertible crib that included a basic mattress after a short haggle. The more expensive model at another store had a nicer finish but would have been \$699 with the same mattress. I chose the cheaper one not because it was "best" but because I wanted to keep room in the budget for the dresser.

Shopping around in a city that moves fast



I walked from Queen to Leslieville to see other options. Traffic on King Street was congested, a delivery scooter nearly clipped my ankle, and a construction crew was taking down scaffolding with a rhythm that sounded like a drum line. At another place, a store that bills itself as a trusted baby furniture store in Toronto, the salesperson was refreshingly blunt: "If you want American-made solid wood, expect to pay more and wait six to eight weeks." That clarity was worth something. I liked that they were honest about lead times and less fond of stylized "warehouse" language that meant nothing when I asked about returns.

Where the real value was

I realized the value wasn't only in the furniture. It was in the small extras that made late-night life easier. The dresser with deep drawers and soft-closing hardware mattered. The glider's lumbar support mattered when your arm felt like sand at 3 a.m. The salesperson who gave me straight answers, and the delivery crew who showed up on time for a different order, mattered more than flashy sale signs.

I ended up getting:

- a crib that converts, with a mattress included for \$429.
- a solid-feeling dresser that doubles as a changing table for \$699.
- a second-hand glider found through a store's bulletin board that I snagged for \$120.

Total out-the-door: about \$1,348 after taxes and a \$59 delivery fee. Not the cheapest, not the priciest. It felt like compromise and a little luck.

What I still don't get

I still don't fully understand store financing. The salesperson showed me a 0% for 12 months option that, when I read the fine print, had an administration fee and required a credit check. I didn't sign up. I also don't get why some store "warehouse" models have smaller warranties than ones sold online. Maybe there are reasons. I felt like I was learning baby furniture economics by osmosis.

If you're shopping in and you care about a stress-free setup, ask about delivery windows, assembly specifics, and mattress inclusion before you fall in love with a finish. Ask someone who seems blunt and tired for their honest take. And if someone offers a "today only" price, get it in writing with model numbers. I walked away with furniture I like, a few bumps to my patience, and the sense that buying nursery furniture in Toronto is equal parts negotiation, timing, and willingness to carry a heavy box upstairs at 8 p.m. On a Wednesday.

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