

WHAT, HOW & WHERE TO CONSIGN

WHAT

When getting rid of stuff, consignment is a good option for in style fashion, furniture, jewelry and collectibles. If your items have more sentimental value than dollar value – you might consider gifting them to a friend or loved one instead of donating or trying to consign. For pricey antiques, estate jewelry and artwork – consider an auction house vs consignment store. If you are in doubt of an item's value, have it appraised. (See note at end of this article.)

Retail space is always at a premium, so large furniture pieces like armoires, sofas and dining sets may not always be welcomed. It's a good idea to call around and see who has floor space to accommodate your items. If a store is interested enough, they will either make room for what you have or ask you to hold off a few weeks before bringing it in.

For fashion, stores consign based on seasons, brand labels and age of garment. Also, they know their customer base so trust them if they say it won't sell. But it *might* sell somewhere else. Again it pays to call around or visit the stores to check out their inventory and price tags. If your clothes are vintage, there may be a specialty store just right for what you have and if they are plus size, same thing. Goes for kid's clothes, too. Menswear consignment stores can be a little trickier to find but they are out there – most are in tandem with ladies fashions. Kids clothes are usually resale only.

Resale vs Consignment: Resale is not the same as consignment. Consigning your items means you have a contract with the store owner for the store to sell your goods. Terms and conditions vary depending on the owner. Be sure to understand those terms and agree to them before leaving your stuff.

HOW

Rule of Thumb: The better shape your item is in and the more you know about it, the better your return. Get your stuff organized and prepared to consign by these simple tips:

FURNITURE:

- Polish wood, clean surfaces and interior of pieces (as in open the drawers and clean).
- Vacuum underneath cushions, sofas, upholstered anything to remove dust balls, crumbs and lint. The last thing you want is a hidden surprise when showing your item. I've seen some pretty scary things lurking in between sofa cushions.



- If you don't have the original receipt, look for mfg. stickers, trademarks and stamps inside drawers (usually the top drawer) or on the back of wood pieces and underneath cushions of sofas and chairs. Do some research online to identify current values. The more info you can provide the consign shop, the better.
- Share your story about the item. This is especially true for heirloom pieces and artwork.
- Be honest. Don't make the mistake of assigning an inflated value to your item. It never pays in the long run. You want to develop a good relationship with store owners - not get a reputation as a sketchy seller.
- Many consignment stores accept photos via email. Take good shots that are well lit and show various angles including close-ups of details.

FASHION:

- Always make sure your clothes are clean and pressed. Hang garments and put accessories, shoes, hats, bags into a clean shopping bag or file box. Don't stuff items into a bag or carrying them in a pile. Note: Don't forget to go through purses and check zipper compartments before consigning. I once found a pearl necklace in a leather bag that obviously went undetected by both seller and shop owner.
- As mentioned above, fashion consignment is done seasonally with items being accepted for the upcoming season towards the end of the last one. Don't bring suede boots in during the Spring months or likewise, sandals during Winter. The one exception is cruise wear which is usually accepted year round. As are leather bags and shoes.
- Some shop owners will want to know what you paid for the item. Many don't ask as they are savvy enough about pricing regardless of original sales tag. Most sellers don't have receipts anymore but can usually remember the price. If it was on sale, it's ok to admit it but also mention the original ticket price. Again, just as in the last item listed on furniture consigning, be honest.
- If you bring in multiple pieces that go together, be sure to point it out to the sales clerk. Sometimes they don't have the time to notice and it can make a difference in setting a price.
- Jewelry can sell well at consignment stores. Again, share the story and original price if you know it.

WHERE:

HIGH END FURNITURE

Consignment Gallery

8133 SE 13th (Sellwood)

Phone: (503) 234-6606

Store Hours: Tues. to Sat. 11:00 - 5:00

Sun. 12:00 - 5:00 CLOSED Monday

Popular store for quality furniture finds. Multiple rooms with ample floor space. Some collectibles and décor items – mostly furniture, rugs and artwork.

60% to consignor for the first 60 days then 50/50.

Items are marked down until sold. Pick up after 60 days.

Check mailed 30 days after sale.

Bring in photo of large items or bring in smaller items any day but weekend.

Store has names of movers that are available for a fee.

HIGH END ANTIQUES/COLLECTIBLES/JEWELRY

Kerr's Economy Jar (nonprofit)

424 NE 22nd Avenue (Portland)

Phone: 503-234-2406

Open Monday through Saturday 10 a.m. to 3 p.m. This nonprofit is a longstanding, respected shop that prices towards the high end. Several small rooms for display. Very limited floor space for furniture ... this shop carries a lot of collectibles, small antiques. Sets of china move very slowly but they will put a photo of your set in their display book for shoppers to view. Items accepted Wed and Fri 10 to 1. First come, first serve basis. 60% to consignors. You may request a price reduction after 30 days.

No movers available.

Assistance League of Portland (nonprofit)

4000 SW 117th Avenue, Beaverton, OR 97005

Monday - Saturday 10:00 AM - 4:00 PM **503-526-9300**

This is a spacious store with lots of floor space for furniture and larger items (paintings, carpets, etc.) Items must have a value of \$25.00. 60% to the consignor. Call for an appointment. These are scheduled for 45 minutes.

You may also email pictures of your items that you wish to consign:

alpconsignment@yahoo.com

CONTEMPORARY FURNITURE

Consignment Northwest

10140 SW Allen Blvd, Beaverton

Phone: **503-626-2566**

Mon – Sat 10 to 6; Sun 12 to 5

Large warehouse-type store. Two huge rooms w/loading dock.

50/50 – 90 days to sell. \$40 pick-up fee.

JEWELRY: 60% - 6 mos to sell - bring in Fri thru Tues (no costume jewelry)

CLOTHING

Sisters N Style - SW PDX.

Consign items by appointment Tuesday-Friday. 503-292-6897

40% - Clothing/jewelry is kept for 60 days. Pick up what doesn't sell or let them know you want it donated. Small, quality shop with years in the business. The owners aren't really sisters but they sure have fun together and it shows. Loyal customers, items are priced right and a fast turnover of merchandise.

SAVVY PLUS – SE PDX (Sizes 12 and up)

Consign or Sell for Cash. 50/50 split. Call before bringing in items. 503-231-7116

Located on funky Hawthorne, this shop has lots of merchandise at great prices. A bit of a younger vibe but they have clients in every age group. Great place to bring your shoes and accessories, too. Caring and sweet owner always happy to help. Store is open 7 days a week which is a bonus for both shoppers and sellers.

APPRAISERS: For antiques and high end collectibles of unknown value, you may want to have the items appraised before deciding whether to consign, auction or gift to family. Unless you have an established relationship with someone who is in the business, it's a good idea to consult a professional organization for a referral. There are several of them but one that has a user friendly website is The American Society of Appraisers. Put in your zip code and the category of your item(s) and up pops a list of contacts.

<http://www.appraisers.org/FindanAppraiser/FindAnAppraiser.aspx>

SPECIAL NOTE: A Clear Place has direct experience with the stores on this list. There are others in the Portland area that you may also wish to explore.

Good Clearing and Good Luck!

Jane Green
