

APRIL 2009

CONSIGNING Lines

The Price is Right

Many times consignors and new customers ask us how we price items in our store. The following applies to both home decor and apparel:

When an item is brought in for consignment, our staff will ask about its history and the original price paid.

We evaluate the quality and condition of the piece as well as its current style. We also search our computer database for the selling price of similar items. Our goal is to sell the piece as quickly as possible and at the highest possible price. We try to avoid unrealistic price expectations and will respectfully decline to accept an item if we cannot agree on price.



We find that the optimum price for most items is 25 to 30 percent of retail. Newer items and those in current demand will sell for more.

For example: We sold over 112 sofas in 2008. The average selling price was about \$325. The most expensive was a contemporary Sherrill sectional which sold for \$1250.

SANDY WEST

What Hue Are You?

Warm/Activating Colors—yellow, orange or red—cheer, warm, inspire conversation, and unleash creativity. If these colors please you, put them in active rooms.

Cool/Pacifying Colors—blue, purple, green—calm and reenergize weary spirits. Put them in rooms for resting, sleeping and refueling.

Paints are inexpensive and easy to correct. Try painting a small poster board and live with the color for a few days before you commit to the walls.

BARB CRUTCHFIELD is our staff designer with expertise in home staging, color coordination, and redesign. She provides in-home consultations at very reasonable rates. Call her direct at (919) 219-4473 or inquire at the desk.

Recycling Is Our Middle Name

If you have small sturdy cardboard boxes, unprinted packing paper, paper shopping bags with handles, or large plastic zipper bags, bring them to us instead of tossing them in the trash. We can't pay you for them, but we will certainly put them to good use.

Redo • Recycle • Renew

A Bright Green Idea

Table lamps. Buffet lamps. Floor lamps. Desk lamps. Torchieres. Night lights too. Metal. Crystal. Ceramic. Or even stained glass.

We need LAMPS in our store. Look around your house and attic. Bring us a lamp to consign through the month of May and we'll give you a compact fluorescent light bulb (CFL) as a bonus (in addition to our usual 50/50 split of the selling price).

According to recent studies, CFLs use less electricity than incandescent bulbs and they last 10 times longer. If every home in America replaced just one incandescent light bulb with a CFL, in one year we would save enough energy to light more than 3 million homes.

Make money by consigning a surplus lamp, get a free CFL bulb, AND help save the planet too!

News from the Loft

We are now accepting spring/summer apparel. Call Nancy, Patti or Irma for an appointment in May or early June.

We have a lot of beautiful, high-end designer handbags and we just received some Peter Millar men's wear.

Shop with us before you go to the mall!

CONSIGNING DESIGN & CONSIGNING DESIGN LOFT

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