The Art of Consigning

Courtney Istre
Tangletown Association Workshop
November 21, 2020
Courtney Istre
@cistre

“I like my money right where I can see it... hanging in my closet”
- Carrie Bradshaw
What We’ll Cover

What is Consigning?
The Case for Quality
Online Consignment Tips + Tricks
Pursuit of the Deal
Rental Options
Thrifting vs. Consignment
The Case for Quality
What I Buy Secondhand

Clothes (athleisure, coats, dresses, designer pieces)

Accessories (shoes, jewelry, handbags)

Sports gear (cycling gear, helmets, iSUPs)

Collectibles (Anri wood statues)

Dog apparel

Homeware (ie Pendleton Blankets)

What I Buy New

Undergarments (including fitness related)

Swimwear

Socks

Basics - T shirts and tanks

Some athletic (Lululemon)

Just released items
# Tips + Tricks

## Quality Over Quantity
- Designer = high quality
- Shop brands with integrity
- Vintage has longevity
- Shop by fabric (high quality)
- Consider timeless pieces, 'essential wardrobe pieces,' and/or a [capsule wardrobe](#)
- Marie Kondo “spark joy”

## Know Your Style + Be Inspired
- Influencers/celebs
- Google shopping + images
- Pinterest

## Be Resourceful
Know your local seamstress, cobbler, leather cleaner (use Google Reviews/Yelp)

Use sites like eBay to know the value should you need to resell

Own the right tools:
- [Fabric Shaver](#)
- [Nubuck + Suede Kit](#)
- [Leather Instant Shine](#)
Where to Thrift Online

- eBay
- Poshmark
- Mercari
- Depop
- The RealReal
- Vestiaire Collective
- Facebook Marketplace
- Instagram
- Facebook

Consignment stores' site or IG (ie Fashion Ave, June, Down the Rabbit Hole)

IG stores (ie Noihsaf_bazaar)

FB fan groups (ie “Golden Goose Gang”)

Friend’s IG (ie Claustrophobic Closet)
Pursuit of the Deal

Do I know my size in the item?

Yes

- Find on eBay or FB Marketplace or Google image search to see marketplaces
- Check eBay ‘completed auctions’ to see resale value/what I should pay
- Make offer, if available

No

- Buy on Nordstrom or Shopbop or Revolve or other free ship site OR assume to tailor OR assume to resell if doesn’t fit
- Save search on eBay
- Best for: clothes, shoes, jewelry, bags, sporting goods, electronics, sold out items
- Use saved searches + be patient!
- Set timer and don’t bid till the last 5 seconds
- Check completed listings to know value
- Check ‘seller’s other items’
- Include shipping in your price calculation
- Know return policy and/or be prepared to resell (note: eBay has great Buyer Protection)
What to Look For in A Listing

**Condition:** Review description, photos, ask questions if needed. How much time will this take to repair? Can I do it myself? Is the price good enough to not care about the condition?

**Time + Format:** Can I wait and watch this? Can I make an offer? Am I ok to lose it? How quickly do I need this? What’s the value given its condition?

**Seller:** Who is selling this? Do they have other gems in their closet? Might they accept a lower offer?

**Season:** Buying off-season is usually cheaper but less selection

**Broaden key search words:** “Mackage black jacket” vs. “Mackage Marla”
Selling Considerations

Selling marketplaces

Size of item

Estimated value of the item

Seller fees (10-50%)

What’s your time worth?

Marketing capabilities
Rental Options

Rent the Runway (largest) -- $69-$159/mo

Gwynnie Bee (inclusive sizing) - $49-$199

Tulerie (peer to peer local app) -- $30

Rainey’s Closet (kids) -- $8

NY&CO, Ann Taylor, Express, American Eagle (unlimited) -- $50-$95
Creator Crush

@sincerelyjules @pepamack @fashionjackson @katiesturino @colormecourtney
Store Crush

Consignment (Clothing/Accessories):
- **Fashion Avenue** (Edina + Wayzata)
- **Nu Look** (S. Mpls)
- **June** Upscale Resale (Uptown)
- **Down the Rabbit Hole** (SLP)
- **Rodeo Drive** (SLP)
- **Common Threads** (Boulder)
- **Moss** (Austin/San Antonio)
- Millions more...

Vintage:
- **Hunt + Gather** (S. Mpls)
- **Vias Vintage** (Uptown)
- **Flamingos Divine Finds** (Powderhorn)
- Pop-Ups (FB events)
- Millions more...

Thrifting:
- **The Thrifty Shopper** (aggregate)

Garage + Estate Sales!!!!!

Flea Markets (Palm Springs, Brooklyn)

Frock Swaps (informal trade with friends)

Wardrobe Organization Inspiration:
- **The Home Edit** (also on Netflix)
- **Tidying Up with Marie Kondo**
Thank you!

Feed my retail therapy! Send me your favorite places to shop: courtney.istre@gmail.com
Why Buy Pre-Loved?

Better for the planet: Sustainable / Keeps clothes out of landfill / Uses less resources (water, energy) / Better for humans

Cheaper; dollar stretches further

Creates more mindful consumption: ‘Will I wear this’? ‘Is this timeless?’ ‘Do I need it’

Shop small/local

Unique pieces: Creativity abounds!

Joy of the score

On trend! If it’s good enough for AOC...
Facebook Marketplace

- Best for local + big items (ie furniture), and easily shippable items (clothing, pet items)
- Uses predictive algorithm
- Option for venmo + contactless pickup
- Best for: clothes, shoes, bags
- Name brands to luxury
- Shop by closet
- Can negotiate
- Can be overpriced
- Sellers can be unreliable
- Shipping varies
- Mostly US-based (though Vestiaire is global)
- Best for: once you know your best styles, sizes, and brands
- Shareable with your shop coach
- Contactless pickup or shipping
- Have to know your sizes (no returns)