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TEXT BY
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Resale rescue

CONSIGNMENT SHOPS CAN BAIL OUT YOUR BUDGET



A Second Look

This 26,000-square-foot resale boutique doesn't take clothing from mass retailers such as **Target**, **Old Navy** and **JCPenney**. Owners **Jeri Watson** and **Judy Rhodes** say shoppers have an eye for high-end designer labels, especially Prada. Clothes must be in perfect condition, less than 2 years old and stylish.

Rhodes says she's looking for winter colors and styles, and she says animal prints, sequins and rhinestones are moneymakers.

"We have noticed that **Michael Kors** leather ankle boots, **Coach** handbags, cropped blazers and trendy scarves are all flying off the shelves this season, too," Rhodes says.

Calvin Klein denim and **Jimmy Choo** shoes are sure sales, but the ladies advise leaving vests at home.

You pocket 40 percent of the sales price, and most items sell within a month, Rhodes says.

Details: 10620 N. 32nd St., Phoenix. 602-992-1916. www.asecondlook.com.

THE DOW IS FALTERING and wallets are lighter, but our urge to shop isn't going away.

Boost your budget by cleaning out your clothes closet and selling your former favorites to resale shops. Some give you cash on the spot while others cut you a check after your items sell.

Don't expect your old gaucho pants and Doc Martens to go far, though. Most resale shops are pickier than you think and are critical of season, brand and style.

We asked some Valley stores to weigh in on the types of clothes and accessories they're looking to stock.

Most want you to bring in current, on-trend pieces — stuff you'd want to shop for, too. Items that are more than a few years old probably won't sell, unless they're classics or vintage. The more current the piece, the higher the price, says **John Banks**, manager of **Buffalo Exchange** in Phoenix.

Some stores recommended leaving cheap items from **Target** and **Wal-Mart** at home. And remember to clean, press and hang the clothes — first impressions are important here, too.

My Sister's Closet, own & Country

This consignment shop is a haven for professional women, many of whom work downtown and shop during their lunch hour. Suits by **Elie Tahari** and **Ralph Lauren** are part of the mix.

Manager **Lori Ray** is saying no to summer dresses but is loving anything cashmere.

"We just can't keep cashmere in the store," Ray says.

She also is on the lookout for darker-colored twin sets, lightweight tropical-wool sweaters and anything by **Tory Burch**.

Details: 2033 E. Camelback Road, Phoenix. 602-954-6080. www.mysisterscloset.com.

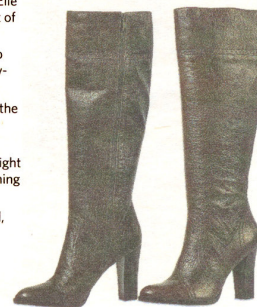
My Sister's Closet, Lincoln Village

This Valley-wide chain of 11 consignment stores is taking cute, current and clean clothes only, says owner **Ann Siner**. The Scottsdale location at Lincoln Village attracts women with disposable incomes, Siner says. It has an area devoted to high-end designers such as **St. John** and **Chico's** and two tall glass cases that house dozens of **Louis Vuitton** and **Coach** handbags.

Bring in fall and winter looks that are no more than 4 to 5 years old and retailed for at least \$50. Siner says that 7 For All Mankind and Antik denim will score you a sale, as will trendy heeled boots and skiwear. The store will pass on anything from **Kohl's**, **Mervyn's** or the like.

Most clothing is priced at 70 percent of retail value, but Siner says that the most cash is to be made with designer handbags, which sell for \$500 on average. You take home 55 percent in store credit or 45 percent cash after your item sells.

Details: 6204 N. Scottsdale Road, Scottsdale. 480-443-4575. www.mysisterscloset.com.





Buffalo Exchange in Phoenix

High-school students and professionals flock to this central Phoenix store, which takes current hot styles and trendy vintage items. Manager **John Banks** is looking for lightweight fall items, including uniform dark- to medium-wash straight-leg or boot-cut jeans, leather motorcycle jackets and traditional hoodies. Gently used costumes are a sure sell with Halloween just around the corner, Banks says. The funkier and more elaborate, the better.

Details: 730 E. Missouri Ave., Phoenix. 602-532-0144, www.buffaloexchange.com.



Buffalo Exchange in Tempe

At this Arizona State University-centric outpost of Buffalo Exchange, labels such as **Gap**, **Abercrombie & Fitch** and **Banana Republic** do well. You don't have to own Giorgio Armani to score a sale — think quirky, eclectic and hipster, with a little mainstream mixed in. The buyers whip through your clothes fast (we wish they'd clean our closets, too), but they're still picky. Only up-to-the-minute styles will land in the "yes" pile.

Manager **Alyson Hall** says she's looking for fall and winter styles, but she'll still buy outstanding items from other seasons. Her wish list includes patent and leather items, shoes with buckles, bright stockings and items with romantic embellishments.

"Eighties inspiration is still important, too," she says. "Large graphic tees, neon-colored sneakers and high-tops are all hits."

Up front, you get 35 percent of your item's selling price in cash or 50 percent in store credit. This goes for all Buffalo locations.

Details: 227 W. University Drive, Tempe. 480-968-2557, www.buffaloexchange.com.