

Time Out

New York

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OUTKAST
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August 22-24, Barclays

THE STROKES
June 7, Governors Ball

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July 9, Madison Square Garden

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August 9, Prospect Park

MAY 18-21, 2014
ISSUE 954 \$3.99
TIMEOUT.COM/NEWYORK

Shopping & Style

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(Con)sign of the times

Consignment shopping is on the rise in New York City, and now's the time to get the most cash for your clothes. By **Gillian Fuller**



1

Know your 'hood

According to Milo Bernstein, co-owner of local consignment-store chain **INA** (locations.inanyc.com), the likelihood a shop will buy your goods depends on where it is. "Stores get defined by the neighborhood they're in," he explains. "Some brands are classic and will sell everywhere—like Chanel—but some are niche, and they'll do better if the shop caters to that vibe." Bernstein recommends bringing items from "edgier, younger" labels to downtown consignment shops, which typically cater to a younger clientele. On the flip side, uptown shops tend to be more receptive to traditional designs.



2

Care for your items

Heather Jones of **Trunk Show Designer Consignment** (275-277 W 113th St between Adam Clayton Powell Jr. Blvd [Seventh Ave] and Frederick Douglass Blvd [Eighth Ave]); 212-662-0009, trunkshowconsignment.com) encourages hopeful consignors to take the time to clean, polish, and launder garments and accessories before bringing them in to be sold. It might seem like a no-brainer, but it's a step many newbies forget. "A store isn't going to buy something that looks dirty or has holes," she explains. "Make sure it's in good condition or the shop won't take it."



3

Plan ahead

The earlier you bring an item in to be consigned, the more likely it is to sell. Tammy Fluhr-Gates of **Michael's Consignment Shop for Women** (1041 Madison Ave at 79th St, second floor; 212-737-7273, michaelsconsignment.com) advises consigning your items at the beginning of every season. "You'll want to bring in your fall items right at the end of summer, your spring stuff at the end of winter and so on," she says. "This way your clothes are on the racks when consumers are looking for that type of item."



4

Know what sells

Calling ahead and asking what the store is looking for is always a good idea, says Michele Morrissey of **Eva Gentry Consignment** (389 Atlantic Ave between Bond and Hoyt Sts, Boerum Hill, Brooklyn; 718-260-9033, evagentry.com). "We look for what season the item was from and how much the original price was," she reveals. "We also look back into our system to see what similar products sold for in the past." Though accessories, such as jewelry and bags, tend to be the easiest sells, Morrissey maintains that how the items fit into seasonal trends matters most.



Do some research

The accessibility of the shop has a major impact on whether you'll get money for your goods, according to Bernstein. The more people who see your items, the better its chance to sell. He recommends selling somewhere that "has both a brick-and-mortar location and e-commerce."



NEW YORK'S BEST CONSIGNMENT SHOPS



INA NYC

This local consignment-shop chain just opened a seventh location, with a wider selection of labels than its other stores. Expect to find everything from Anthropologie to Prada. 110 E 13th St between Third and Fourth Aves (212-254-8400, inanyc.com). Mon-Sat noon-8pm, Sun noon-7pm.

A Second Chance

We love this family-owned shop for its curated selection

of luxury clothing and accessories. Its e-store, which is updated daily with new merchandise, is also the most organized site of any consignment shop we've seen. 1111 Lexington Ave between 77th and 78th Sts, second floor (212-744-6041). Mon-Fri 11am-7pm, Sat 11am-6pm. • 155 Prince St between Thompson St and West Broadway (212-673-6155). Mon-Fri 11am-7pm, Sat 11am-6pm, Sun noon-5pm. • asecondchancesale.com

Cadillac's Castle

Named after the owners' pup, Cadillac, this shop is a breath of fresh air in a sea of often snobby consignment boutiques. It has an amazing selection of both newer and well-kept vintage goods, all at different price points. 333 E 9th St between First and Second Aves (212-475-0406). Daily noon-8pm.—GF

GO ONLINE Visit timeout.com/nystyle for our complete list of awesome consignment shops.