

# THE ARIZONA REPUBLIC

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CASH  
*at the back of*  
YOUR CLOSET



# RESALE EXPERTS REVEAL CLUES TO WHAT THEY'RE BUYING AND HOW MUCH YOU CAN MAKE

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Although your favorite consignment and resale shops are perfect for finding luxury apparel at wallet-friendly prices, don't forget that these secondhand clothing stores are a vehicle for making some extra cash.

Whether you're finally finished with your Louis Vuitton bag or simply over the Banana Republic dress you plucked from the clearance rack, these unwanted items hanging in your closet can become money in your pocket.

Fortunately, there are resale stores all over the Valley needing your castoffs. But to get the most for your money, it will take more finesse than merely lugging bags of clothes into a consignment store.

Here's an insider's guide to what the top consignment stores are buying. Resale experts — from the owner of Poor Little Rich Girl, Catharine Fournier-Raslavsky, to the regional manager of Buffalo Exchange, Mina Alegria — give us the inside scoop on what items they're looking for now.

## MY SISTER'S CLOSET

If you want to recycle your designer items or mint-condition mall purchases, this is your go-to consignment store. My Sister's Closet also is a great place to shop for those who are interested in buying high-end designer items for less. Expect to find half-priced Chanel bags, bargain-priced St. John knits and loads of fairly priced fine jewelry.

**Details:** Locations Valley-wide.  
mysisterscloset.com.

**Our source:** Ann Siner, co-owner.

**Payment policy:** After your item sells, you have the option of receiving 55 percent of what the item sold for in store credit or 45 percent in cash.

**Items that are an immediate yes:** Current styles that originally retailed for a minimum of \$40 to \$50 that are clean, wrinkle-free and defect-free. Such luxury items as Chanel, Pucci, Tory Burch and boutique denim brands also are an instant yes.

**How worn is too worn:** We are very particular about the condition of items we purchase to sell. Your items need to be in nearly perfect condition for us to consider purchasing them.

**What sellers can do to make their items more appealing:** Launder them and bring everything in on hangers.



**Top-selling brands:** Designer jewelry and handbags. Chanel, Hermes, Pucci, Juicy Couture, Tory Burch and designer jeans also sell quickly.

**Items you take year-round:** We start buying fall items in August and summer items in January.

**When's a good time to sell:** We suggest coming early in the morning during the week and avoid Saturdays.

**Memorable item that has been sold in your store:** Alice Cooper's family piano.

**What separates your store from other resale and consignment shops:** The convenience factor. Our store is open every day of the week, and our cash policy is one of the most generous in the Valley.