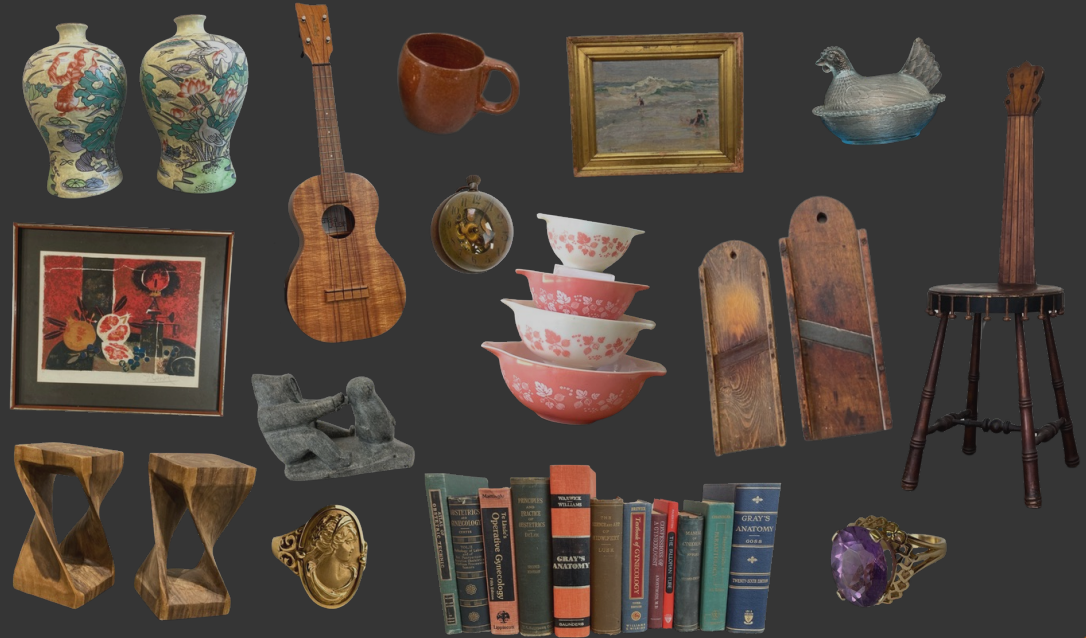


Love it,  
Save it,  
Sell it,  
Chuck it



**THE CONSIGNORS**  
*Estates & Things*

**THE DOWNSIZERS**  
**PLAN. SORT. PACK. SETTLE.**

# The PROBLEM AND A SOLUTION

- In 2021, 1 in 6 people in North Carolina were 65 years old and over, and by 2031, there will be more people over 65 than under 18 in the state
- 62% of Gen Z and Millennial consumers said they look for items secondhand BEFORE buying new
- 50% of Gen Z and Millennial consumers consider the potential resale value of an item before purchasing it
- Over the next 5 years, “RECOMMERCE” is projected to grow by 80%.
- Of those who have participated as bidders in online auctions, 83% have actually bought something. The average value of most purchases was \$100 or less (75%), but 21% of buyers said the average value of their auction purchases was between \$101 and \$500.
- The average age of someone who can afford a single family home has increased to 39 years old. Can they then afford to outfit that home?
- Online auctions are wildly popular; nearly 1/3 of adults in the United States who go online have participated in them—an estimated 35.6 million people.



# QUESTIONS TO CONSIDER FOR RESALE

- What is the provenance? Who made it or has it belonged to someone notable?
- Does it appeal to a local or global audience? Can it be shipped (more eyes, more bidders)?
- Does it need to be seen (or felt) in person? Would it be marketed better on-line (photographed, detailed description)?
- What is the condition of the item? Is it in its original packaging or box? Does it have a smell (mold/mildew) or has it been affected by light?



# QUESTIONS TO CONSIDER FOR RESALE

- Does it require extensive research or an authentication before selling? Are you willing to pay for that authentication and expertise in order to resell it (with no guarantees)?
- Does the items require specific knowledge or marketing to a specific audience?
- Do you want to try to sell this privately (time and expertise), or outsource the sale of it to a professional reseller (auction house, retail consignment, buy-out specialist, etc)?
- What is the commission split of working with an auction house, estate sale company or retailer?





# MARKETABLE ITEMS FOR RETAIL CONSIGNMENT

Does the consumer need to feel or touch the item to purchase it? Do they need to sit in it for comfort? Are nuances of color or texture important for resale?

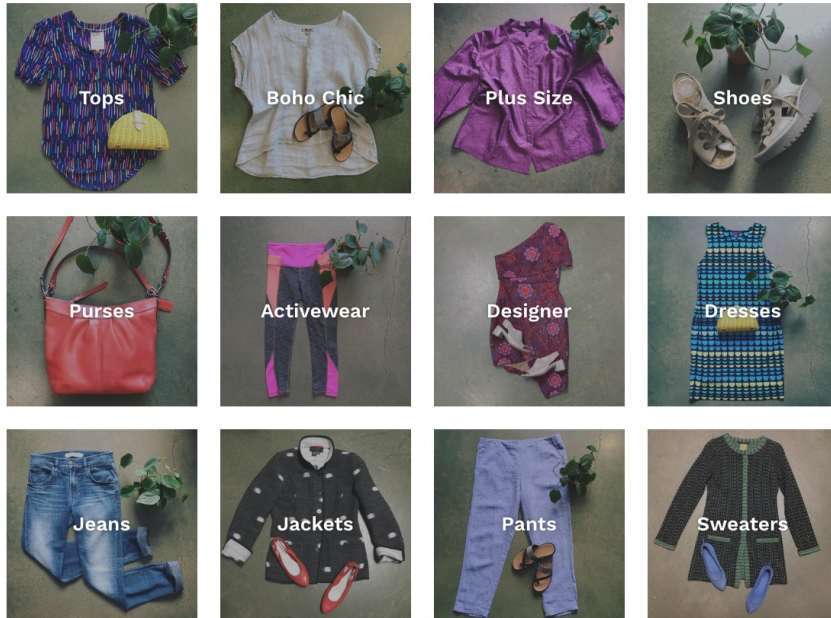
## Examples:

- Fine Furnishings (High quality brands)
- Any Upholstered Furniture (Excellent condition)
- Handmade Rugs
- Chandeliers
- Common or more traditional items
- Out-of-Season Items (not appealing to bidders)



# CLOTHING CONSIGNMENT

## Collections



**Current? Age of item and style**  
**Brand ? Designer, trendy or vintage**  
**Condition?**

**In- Season?**

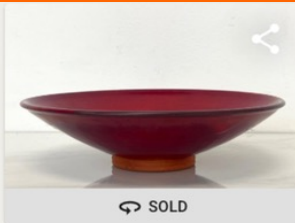
**Online versus Local Consignment?**

**If designer, than auction is typically a better route for resale**

**Accessories are popular - shoes, handbags, costume jewelry, hats!**

**Fur coats - Sell better up north but are becoming more popular**

# ITEMS SOLD AT THE CONSIGNORS IN Q1



## #2252 • 1996 Ben Owen III Chinese Red Pottery Bowl

~9.75dia x 2.5"h; See Photos \*\*Pick-Up Times: Tue, April 15th from 2pm-6pm OR Wed, April 16th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not pick...  
High bid \$55

CLERK



## #2115 • Corning Ware - Pyrex - Pillivuyt - Misc Kitchen Lot

6.5" x 11" Pillivuyt Rectangular Baker -- 6.5" + 8" Pyrex Baking Dishes - See photos \*\*Pick-Up Times: Tue, April 1st from 2pm-6pm OR Wed, April 2nd (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction...  
High bid \$70

CLERK



## #756 • Guild D 25-NT Acoustic Guitar w/ Hardshell Case + Accessories

25.4" scale length; case has light edgewear - see photos \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeite...  
High bid \$440

CLERK

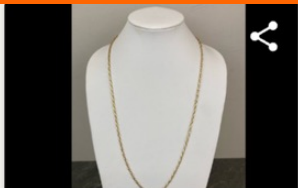


## #2296 • Declaration by Drexel MCM Console Cabinet w/ Glass Front Lighted Hutch

Console ~72"x20"x31" ; hutch 49"x12"x40"H - surface wear \*\*Pick-Up Times: Tue, April 15th from 2pm-6pm OR Wed, April 16th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will...  
High bid \$900

CLERK

# ITEMS SOLD AT THE CONSIGNORS IN Q1



SOLD

## #46 • 14K Gold Chain ITALY Necklace ~24.3g Jewelry

~28"L and ~24.3g see photos - \*\*Pick-Up Times: Tue, Jan 14th from 2pm-6pm OR Wed, Jan 15th (9am-1pm) A \$20 fee applies to reschedule...  
High bid \$1,150

CLERK



SOLD

## #265 • Alex Harris (NC, born 1949) "Halloween Night at t...

~20.5"l x 18"w ; Vintage Silver Print; Signed on mat "A Harris" and dated 1972 , gifted to seller from artist around 1972/1973. ; Frame shows s...  
High bid \$200

CLERK



SOLD

## #197 • Handmade Canvas Swan Decoy Sculpture Art - Ni...

8.5" x 22"l - Some surface cracking present- SOLID WOOD BASE, NECK, AND HEAD, STEEL WIRE FRAME, WATERPROOFED CANVAS, RIVETS...  
High bid \$440

CLERK



SOLD

## #75 • Lladro Porcelain River of Dreams Porcelain Figurin...

~18"l x 8"w x 8"h; chips to tips of leaves; one leaf is loose See Photos  
\*\*We generally sort out any cracked/chipped items during lotting, but...  
High bid \$130

CLERK



SOLD

## #1457 • Steuben Centerpiece Bowl

~10"dia x 4"h; Signed; See Photos \*\*Pick-Up Times: Tue, March 18th from 2pm-6pm OR Wed, March 19th (9am-1pm) A \$20 fee applies to...  
High bid \$130

CLERK



SOLD

## #1064 • Antique Hale's Interchangeable Glass Front Boo...

Made in NY; 34" x 12" x 33.5" ;Located on main floor

High bid \$266

CLERK



SOLD

## #1478 • Vintage Abraham Palatnik Lucite Owl Figure

3.5 x 4.75"h - See photos \*\*Pick-Up Times: Tue, March 18th from 2pm-6pm OR Wed, March 19th (9am-1pm) A \$20 fee applies to resc...  
High bid \$135

CLERK



SOLD

## #1081 • Antique Lemaire Enameled Paris French Opera T...

4" wide; note damage to enamel in photo

High bid \$110

CLERK



# ITEMS SOLD AT THE CONSIGNORS IN Q1



SOLD

## #2200 • Vintage / Antique Wood Checkerboards/Backgammon Wall Hangings

Lg checkerboard 16" - Surface wear present - were hung on wall as art - See photos \*\*Pick-Up Times: Tue, April 15th from 2pm-6pm OR Wed, April 16th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of...  
High bid \$75

CLERK



SOLD

## #2201 • Le Creuset France 4.5 Qt Blue Dutch Oven

9.4" w - See photos \*\*Pick-Up Times: Tue, April 15th from 2pm-6pm OR Wed, April 16th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not picked up or resc...  
High bid \$160

CLERK



SOLD

## #2202 • Le Creuset France 2.3 Qt Cerise Sauteuse

8.75" w - See photos \*\*Pick-Up Times: Tue, April 15th from 2pm-6pm OR Wed, April 16th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not picked up or resc...  
High bid \$110

CLERK



SOLD

## #661 • Mike Smith Signed Numbered Art Print "Dapple" - AS IS

~34"x35" framed - one corner of glass cracked \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeit...  
High bid \$260

CLERK

# ITEMS SOLD AT THE CONSIGNORS IN Q1



SOLD

## #211 • Vintage MCM Extendable Slat Bench

Extends from ~49" - 60" L x 18"x16"h - surface wear - see photos  
\*\*From the estate of Joel L. Fleishman\*\* \*\*Pick-Up Times: Tue, Jan...  
High bid \$223

CLERK



SOLD

## #757 • Vintage Balouch Persian Wool Rug ~6' 8" x 3' 10"

~6' 8" x 3' 10" - needs light cleaning - see photos \*\*Pick-Up Times: Tue,  
March 18th from 2pm-6pm OR Wed, March 19th (9am-1pm) A \$20 fee a...  
High bid \$78

CLERK



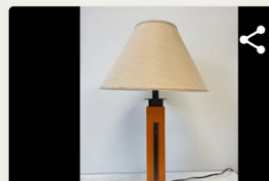
SOLD

## #1228 • Swarovski Crystal Disney Classics Bambi Figurine

5004688 - 3.5" x 3.25"h - See photos

High bid \$171

CLERK



SOLD

## #538 • Hubbardton Forge Arts + Crafts Style Table Lamp

~29"h - powers on - see photos \*\*Pick-Up Times: Tue, Feb 4th from  
2pm-6pm OR Wed, Feb 5th (9am-1pm) A \$20 fee applies to reschedu...  
High bid \$55

CLERK



SOLD

## #2070 • Vintage Coach Putty Envelope Leather Clutch

No 273-2713 - 10" x 5.5"h x 1.75" - Dust bag included - See photos \*\*Pick-  
Up Times: Tue, April 1st from 2pm-6pm OR Wed, April 2nd (9am-...  
High bid \$60

CLERK



SOLD

## #2298 • Pottery Barn Kids/ Williams Sonoma Playhouse ...

6ft 8.5in wide x 3ft 7in deep x 8 ft tall at highest point - Ladder extends  
out 15" - assembly required - see photos ; Retails for \$2899 - see link...  
High bid \$525

CLERK



SOLD

## #2348 • 14k Gold Pine Cone Pin

~1"; see photos

High bid \$216

CLERK

# ITEMS SOLD AT THE CONSIGNORS IN Q1



SOLD

## #706 • Stuart Crystal England Round Pedestal Cake Plate

Plate measures 12" - See photos \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not pick...

High bid \$41

CLERK



SOLD

## #709 • Waterford Crystal Flat Bottom Liquor/Wine Decanter

~7.5" x 10.5"h - See photos \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not picked up or...

High bid \$75

CLERK



SOLD

## #789 • Vintage Laco 0585 - 70205 - Gold Ladies German Watch

Black leather band - 8"l - See photos \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeited if not pick...

High bid \$112

CLERK



SOLD

## #878 • Vintage Gucci 9000M Two Tone Gold + Silver Quartz Men's Watch

7.25" - Not tested - Not authenticated - See photos \*\*Pick-Up Times: Tue, Feb 18th from 2pm-6pm OR Wed, Feb 19th (9am-1pm) A \$20 fee applies to reschedule a pick-up time outside the posted pick-up hours. Call 984-250-7780 to reschedule within 48 hrs of auction closing. Items will be forfeit...

High bid \$91

CLERK

# CURRENT AUCTION RESALE MARKET - What Is Selling?

- Signed Collectible and Sports Memorabilia
- Precious Gems and Fine Jewelry
- Vintage and Costume Jewelry (volume and type)
- Antique Timepieces (watches, mantle or wall clocks)
- Original Signed Art and Lithographs (reproductions not selling as well - certain exceptions based upon artist)
- Limited Selections of Crystal (specific patterns that exhibit resale market)
- Collectible Technology or High End Audio Equipment
- Natural Curiosities: butterfly, specimens, minerals, taxidermy
- Outdoor decor: concrete garden statues, wrought iron furniture, high quality and all weather furniture, etc





# CURRENT AUCTION RESALE MARKET - What Is Selling?

- ALL MidCentury Modern furniture and Decoratives
- Signed NC pottery (softening due to volume)
- High-quality office furniture (Herman Miller or Ekornes, Barcalounger Recliners)
- Vintage items such as LOCAL college memorabilia, Pyrex, toys and comics, antique handmade quilts
- Higher quality craft supplies - specialty yarn and tools
- Unique and “quirky” decoratives (popular: pops of color, animal, bookends, brass, etc)
- Functional and utilitarian items in good condition: luggage racks, vacuums, kitchen appliances, storage and tool cabinets, power or hand tools, etc



# CURRENT AUCTION RESALE MARKET - What DOES NOT Sell?

- **ALL Traditional style "brown wood" furniture including DR tables, chairs, coffee tables, dressers, curios, bed frames, large desks or other office furniture**
- **"Project" Furniture that needs a lot of work to be usable and also takes up a lot of floor space**
- **MOST upholstered furniture**
- **ALL clear glassware including stemware, decorative bowls, vases etc**  
**ALL etched glassware or cut glass**
- **Frames without art, or art that can be purchased at any "box" store**
- **Most single lamps**
- **Generic ceramic platters, dishware, vase, bowls or mugs**
- **Nothing logo'd (unless it is a vintage set, or UNC Chapel Hill, NC State, or Duke)**
- **General linen tablecloths, crocheted or embroidered tablecloths**

# ITEMS FOR DISCARD

*Don't kick the can down the road!*

Any items that you do not think donation will accept

- Mattresses and box springs (most non-profits will not take)
- Mildewed or moldy items (items kept in unconditioned spaces - crawl spaces, garages, attics)
- Rusted tools or metals
- Broken or unstable furniture
- Upholstery or clothing that is stained, discolored, ripped or "pet-influenced"
- Magazines, publications, encyclopedia and dictionaries

Ask yourself, should you be sending it to donation versus discarding it? 20-30% of items delivered to non-profits typically end up in a landfill

# Show & Tell



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*— Estates & Things —*

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CONSIGNMENT/  
RETAIL STORE &  
HOME FURNISHINGS

*Upcoming  
Auctions*



NCAL #10665



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