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FURNITURE CONSIGNMENT STORES MAKE SENSE

In recent months, a number of national chain furniture stores have closed in the Las Vegas area. The depressed housing market appears to be a strong contributing factor. Along with other spiraling costs of health care and most other consumer products, we're all looking for ways to stretch our buying-dollar. When shopping for furniture, more people are turning to consignment stores.

Most everyone knows that buying furniture at a consignment store is a wise thing to do, because there's a lot of money to be saved by buying slightly used furniture, model home furniture, and designer closeouts. But consignment stores are also a great way to make money on items people no longer want or need.

Price and quality are two of the main reasons people buy from a consignment store. Savings can range from 50 to 80 percent off prices found in other stores. New furniture from typical retail stores usually have tremendous markups.

But buying furniture at a consignment store is just one of the benefits. People consigning their gently used furnishings also win, because consigning unwanted furniture offers people a safe, hassle-free way rather than trying to sell those items themselves. Consigning eliminates the responsibility for proper pricing, advertising the items, letting strangers into the home, or having the stress of organizing a garage sale.

Colleen Aiken is owner of one of the more successful consignment stores in Las Vegas, Colleen's Classic Consignment. She originally brought the new concept to Las Vegas in 1995 via a franchise - Terri's. She eventually started her own store which has become the largest consignment store in Las Vegas, boasting more variety than other furniture stores because of the new pieces arriving on an almost daily basis from model homes, home shows, and an endless supply of slightly used consignment furniture that fill her two stores to overflowing, one at 3071 N. Rainbow Blvd. (Cheyenne and Rainbow) and the other at Warms Springs and Marks in Henderson. According to Aiken, most consignment furniture sells within the first month, and many pieces even sell the very first day they're put on display.

The process is simple and easy. One phone call to Colleen's and they will pick up furniture from someone's home for a small fee and put it on display. Once the item is sold, Colleen's will split the price and deliver a check.