

The price is always right at The Consignment Warehouse in Westlake Village

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Not discouraged by a shift in economy, savvy consumers turn to new alternatives when buying furniture and home accessories.

While many retail chains and home furnishing stores are experiencing a significant drop in sales, consignment stores are seeing the silver-lining in sales as consumers look for creative ways to save money and stick to their budgets.



Mike Pegler, owner of upscale consignment store The Consignment Warehouse in Westlake Village, is optimistic his business is going the right way despite economic reports. With the fourth quarter, Pegler said his sales were up 20 percent from the previous year.

"People haven't lost their taste, but in this economy people are becoming savvier to get the best quality at the lowest prices, Pegler said. "I believe that is why so many people have turned to stores like The Consignment Warehouse as an alternative to retail furniture chains. Plus, our customers enjoy a new experience each time they shop because our inventory is always rotating with new merchandise."

The 20,000 square-foot showroom at The Consignment Warehouse features famous names that read like the Furniture Hall of Fame highlighting hand-selected designer furniture and accessories, including one-of-a-kind antiques, rare oriental rugs, fine art, collectibles and classic furniture, and exclusive manufacturer's collections.

With high-end gently used merchandise from model homes and private residences in Lake Sherwood, Malibu, North Ranch, Hidden Hills, Santa Barbara and many other upscale communities, Pegler passes the savings to his customers. Additionally, furniture is obtained from television shows, including "The Price is Right," and new furniture from stores that are closing or going out of business.

In the furniture business since college, Pegler's many years of experience include keeping his hand on the pulse of what consumers want for their homes and keeping up with trends in home furnishings, allowing him to choose the right merchandise for his store. "There is so much more to buying furnishings than price, and I want to help educate people, to let them know they can afford quality, brand-name pieces and not have to finance it," Pegler said. "Here, customers can buy an entire room of furniture for the price of one new piece."

Pegler says due to a critical eye for furniture and fashion The Consignment Warehouse resembles an upscale furniture and collectible store. The store is popular with home-staging professionals, real estate agents, interior decorators and homeowners looking for quality furniture and accessories available the same day.

The Consignment Warehouse plans on expanding, adding an additional five to seven stores in the future.

Information: www.theconsignmentwarehouse.com.

<http://www.americanchronicle.com/articles/view/87991>
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<http://www.losangeleschronicle.com/articles/view/87991>
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