

# The Price is Always Right at the Consignment Warehouse

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.