

11 Best Places in America to Source Luxury Goods for Resale

A field guide to the U.S. cities where designer, vintage and fine-jewellery inventory turns over fastest — and at the deepest discounts to coastal retail.

01 Palm Beach, Florida

Worth Avenue estate sales & society consignment

Why it works. Old-money closets, Hermès, Chanel, fine jewellery, vintage Cartier — typically priced below NYC retail.

Where to look. Council of Fashion estate sales · Classic Collections of Palm Beach · The Church Mouse

02 Beverly Hills & West Hollywood, California

Celebrity stylist closeouts and luxury consignment

Why it works. Runway samples, archival Tom Ford, gifted-but-unworn pieces. High supply of current-season designer.

Where to look. The Realreal Beverly Hills · Decades · Resurrection · Wasteland

03 New York City (Upper East Side & SoHo)

Sample sales, estate auctions, designer consignment

Why it works. Heritage Hermès, vintage Birkin/Kelly, Manolo Blahnik archives, fine watches. Best volume in the country.

Where to look. Doyle Auctions · Tokio7 · INA · What Goes Around Comes Around

04 Greenwich, Connecticut

Affluent suburban consignment and tag sales

Why it works. Loro Piana, Brunello Cucinelli, Chanel handbags rotated quickly by wealthy clients who tire of inventory.

Where to look. Greenwich Consignment · Consign It! · Round Hill Tag Sales

05 Aspen, Colorado

Ski-resort luxury turnover (post-season)

Why it works. Moncler, Bogner, Goldbergh, Cucinelli outerwear at 30–60% off — especially April–May after season close.

Where to look. Replay Sports · Susie's Limited · Pitkin County estate sales

06 Dallas, Texas (Highland Park / Preston Hollow)

Oil & finance estate sales — big jewellery, big handbags

Why it works. Statement Hermès, Judith Leiber minaudières, David Yurman, vintage Lucchese boots. Often underpriced for coastal demand.

Where to look. Clements Antiques · Dallas Auction Gallery · Highland Park estate sales

07 Newport, Rhode Island

Gilded-Age estate liquidations

Why it works. Sterling silver, vintage couture, Tiffany & Co., antique watches. Strong margins reselling to NYC/Boston buyers.

Where to look. Gustave White Sotheby's · Bellevue Avenue estate sales · Closet Revival

08 Chicago (Gold Coast & North Shore)

Midwestern luxury consignment underpriced vs coasts

Why it works. Chanel, Louis Vuitton, fine jewellery routinely list 20–30% below NYC or LA comps. Strong arbitrage play.

Where to look. Designer Resale of Chicago · Krista K · Leslie Hindman Auctions

09 Scottsdale, Arizona

Retiree estate sales — vintage Western luxury

Why it works. Vintage Stetson, Lucchese, Native American silver & turquoise, Cartier tanks. Strong for menswear resellers.

Where to look. EJ's Auction · Brilliance Estate Sales · My Sister's Closet

10 Nashville, Tennessee

Music-industry consignment & estate auctions

Why it works. Tour wardrobes, vintage Manuel suits, signed memorabilia, rare denim. Underpriced for what eBay/Grailed will pay.

Where to look. Designer Renaissance · Case Antiques · Music Row estate sales

11 Charleston, South Carolina

Historic-district estate sales — Southern heritage luxury

Why it works. Antique silver, monogrammed Goyard, vintage Hermès scarves, fine porcelain. Low local demand, high online margins.

Where to look. Charlton Hall Auctions · Finicky Filly Consignment · King Street estate sales

Reseller's Note

Always pair sourcing trips with authentication tools (Entrupy, Real Authentication, watch papers). Track landed cost — flights, hotels, shipping insurance — in your Maison Ledger Expenses tab so margin reflects reality, not just spread.