

# Misty Jazz Records - Trade-In & Consignment Policy

## Trade-In Program

Turn your unwanted jazz vinyl into store credit or cash. We're always looking to expand our inventory with quality jazz records.

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## What We Accept

### Genres

**Primary Focus** (95% of purchases):

- Classic Jazz (Bebop, Cool Jazz, Hard Bop)
- Modal & Free Jazz
- Big Band & Swing
- Jazz Vocals
- Latin Jazz
- Jazz Fusion
- Contemporary Jazz

**Related Genres** (5% of purchases):

- Blues (if jazz-adjacent)
- Soul/Funk (jazz musicians)
- Soundtrack (jazz scores)

### Condition Requirements

- **Minimum:** VG (Very Good) condition
- **Vinyl:** Must play without major issues
- **Covers:** Acceptable wear, no major damage
- **Complete:** All original components preferred

### What We DON'T Accept

- **Genres:** Rock, pop, country, classical (unless jazz crossover)
  - **Condition:** Below VG, severely damaged, warped
  - **Bootlegs:** Unauthorized pressings
  - **Modern Pressings:** Common recent reissues (case-by-case)
  - **Format:** CDs (we're vinyl-only)
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## Trade-In Process

### Step 1: Bring Your Records

- **Walk-Ins Welcome:** No appointment needed
- **Best Times:** Weekday mornings (less busy)
- **What to Bring:**
  - Records for evaluation
  - Valid ID (required)
  - Patience (evaluation takes time)

## Step 2: Evaluation

**Our team will:**

1. Inspect each record
2. Verify pressing details
3. Check condition grade
4. Research current values
5. Determine offer

**Evaluation Time:**

- 1-10 records: 15-30 minutes
- 11-50 records: 45-90 minutes
- 50+ records: Drop off, return next day

## Step 3: Receive Offer

**Two Payment Options:**

- **Store Credit:** 50% of expected selling price
- **Cash:** 40% of expected selling price

**Example:**

- Record we'll sell for \$40
- Store Credit: \$20
- Cash: \$16

## Step 4: Accept or Decline

- **Accept:** Immediate payment
  - **Partial Accept:** Choose which records to trade
  - **Decline:** No obligation, take records home
  - **Leave Records:** Donate declined items (optional)
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## Trade-In Values

### Factors Affecting Value

**Positive Factors:**

- Original pressings (especially Blue Note, Prestige, Riverside)
- Rare labels or variants

- Excellent condition (VG + or better)
- Complete with inserts
- Audiophile pressings (MoFi, Analogue Productions, etc.)
- High demand artists
- Out of print titles

#### **Negative Factors:**

- Common reissues
- Poor condition
- Heavy wear or damage
- Incomplete (missing inserts)
- Low demand titles
- Overstocked items

### **Pricing Research**

We use multiple sources:

- Discogs median prices
  - Popsike auction results
  - Current inventory levels
  - Market demand trends
  - Recent sales data
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## **Payment Options**

### **Store Credit Benefits**

- **Higher Value:** 50% (vs. 40% cash)
- **No Expiration:** Use anytime
- **Transferable:** Can be gifted
- **Stackable:** Combine with sales/promotions
- **Online/In-Store:** Use anywhere

### **Cash Payment**

- **Immediate:** Cash in hand
- **Convenience:** No shopping commitment
- **Lower Value:** 40% of expected selling price
- **Limit:** \$500 cash maximum per day

### **Check Payment**

- **Large Trades:** Over \$500
  - **Processing:** 2-3 business days
  - **Convenience:** Safer than cash
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## **Trade-In Limits**

## Quantity

- **Per Visit:** Up to 100 records evaluated
- **Large Collections:** Schedule appointment
- **Bulk Purchases:** Special arrangements for estates/collections

## Value

- **No Maximum:** For store credit
- **Cash Maximum:** \$500 per day
- **High-Value Trades:** May require manager approval

## Frequency

- **No Restrictions:** Trade as often as you like
  - **Regular Traders:** Build relationship, faster service
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# Consignment Program

Sell your valuable records through our store while keeping ownership until sold.

## Consignment Benefits

- **Higher Return:** 60% of selling price (you keep 60%, we keep 40%)
- **Expert Marketing:** Professional listing and promotion
- **No Upfront Cost:** Only pay when item sells
- **Retain Ownership:** Get your record back if unsold

## Eligibility Requirements

- **Minimum Value:** \$100 per item (or \$500 total for lower-value items)
  - **Condition:** VG + or better
  - **Demand:** Must be desirable/rare titles
  - **Complete:** All components required
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# Consignment Process

## Step 1: Submit for Review

### In-Person:

- Bring records for evaluation
- Discuss pricing strategy
- Review consignment agreement

### Online:

- Email photos and details
- Preliminary approval
- Schedule drop-off

## Step 2: Agreement

### Terms Include:

- **Duration:** 90 days standard
- **Pricing:** Mutually agreed starting price
- **Split:** 60/40 (consignor/store)
- **Price Reductions:** Automatic after 30 & 60 days
- **Extensions:** Available upon request

### Price Reduction Schedule:

- **Days 1-30:** Full agreed price
- **Days 31-60:** 10% reduction
- **Days 61-90:** Additional 10% reduction (20% total)
- **Extensions:** Maintain current price or negotiate

## Step 3: Sale & Payment

### When Your Record Sells:

- **Notification:** Email within 24 hours
- **Payment Schedule:**
  - **Monthly:** First Friday of each month
  - **Minimum Payout:** \$50 (otherwise carries to next month)
  - **Method:** Check, PayPal, or store credit (with 10% bonus)

### Statement Provided:

- Item sold
- Sale date
- Sale price
- Your share (60%)
- Our commission (40%)

## Step 4: Unsold Items

### After 90 Days:

- **Pickup:** Return to you (30-day grace period)
- **Extend:** Continue consignment (new 90-day term)
- **Reduce Price:** Aggressive pricing to sell
- **Donate:** Tax-deductible donation (documentation provided)
- **Buy Out:** We may offer to purchase outright

### Unclaimed Items:

- **Grace Period:** 30 days after agreement ends
  - **Notification:** Multiple email/phone attempts
  - **Storage Fee:** \$5/month after grace period
  - **Abandoned:** After 60 days unclaimed, ownership transfers
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# High-Value Items

## Extra Services for Premium Records (\$500 + )

### Enhanced Marketing:

- Feature listing on website homepage
- Social media promotion
- Email newsletter feature
- Detailed photography
- Comprehensive description

### Special Handling:

- Climate-controlled storage
- Enhanced security
- Specialized insurance
- Priority placement in store

### Authentication:

- Expert verification
  - Pressing validation
  - Condition certification
  - Documentation provided
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## Record Grading & Pricing

### Our Evaluation

#### Thorough Inspection:

- Visual examination
- Play testing (when appropriate)
- Research verification
- Market comparison
- Honest, conservative grading

### Pricing Strategy

#### Consignment Pricing:

- Research comparable sales
- Consider condition and completeness
- Factor market demand
- Set competitive price
- Allow room for negotiation (items over \$200)

#### Trade-In Pricing:

- More conservative (faster turnover)
- Based on wholesale value

- Reflects risk and inventory costs
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## Seller Protection

### Insurance

- **Coverage:** Full value during consignment
- **Protection:** Theft, damage, loss
- **Claims:** Handled by Misty Jazz Records

### Security

- **Locked Storage:** High-value items secured
- **Tracking:** Every item tracked in system
- **Regular Audits:** Monthly inventory verification
- **Surveillance:** 24/7 security system

### Transparency

- **Real-Time Access:** Check item status anytime
  - **Honest Reporting:** Accurate sales data
  - **No Hidden Fees:** 40% commission only
  - **Documentation:** Written agreement for everything
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## Frequently Asked Questions

**Q: How quickly will you evaluate my records?** A: Small collections (under 50): same day. Larger collections: next business day.

**Q: Can I get a quote over email?** A: We can provide estimates based on photos, but final offers require in-person inspection.

**Q: Do you buy entire collections?** A: Yes! We purchase estates and large collections. Contact us for appointment.

**Q: What if I disagree with your condition grading?** A: We're happy to explain our grading. You're always free to decline and seek other buyers.

**Q: Can I trade records toward a specific item?** A: Yes! We can hold items with trade-in credit deposit.

**Q: Do you accept records by mail?** A: For consignment only (high-value items). Not recommended for trade-ins due to shipping risks.

**Q: What happens to records you don't accept?** A: You can take them with you or donate them (we'll give them to local schools/libraries).

**Q: How long does consignment payment take?** A: Monthly payouts on first Friday of each month for sales from previous month.

**Q: Can I check my consignment status?** A: Yes! Email us anytime for status update.

**Q: What if my consigned record gets damaged?** A: We're fully insured. You'll receive 60% of agreed value.

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## Contact for Trade-Ins & Consignment

**General Inquiries:** trades@mistyjazzrecords.com **Consignment:** consignment@mistyjazzrecords.com **Phone:** (415) 555-5203 (ask for Jimmy Rodriguez)

### Best Times to Visit:

- Tuesday-Thursday: 11 AM - 3 PM (less busy)
- Avoid weekends for large collections

### Large Collection Appointments:

- Call ahead to schedule
  - Allow 2+ hours for evaluation
  - Bring inventory list if available
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## Tax Information

### For Sellers

#### Trade-Ins (Cash):

- **Under \$600/year:** No tax reporting required
- **Over \$600/year:** We'll provide 1099-MISC
- **Record Keeping:** Track your trades

#### Consignment:

- **All Payments:** Reported via 1099-MISC if over \$600/year
- **Your Responsibility:** Report as income
- **Documentation:** We provide detailed statements

#### Donations:

- **Tax Deductible:** For refused trade-ins you donate
  - **Documentation:** We provide donation receipt
  - **Valuation:** Your responsibility (consult tax advisor)
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*Policy effective: January 1, 2026 Terms subject to change with notice All trades and consignments require valid government-issued ID*