

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.

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.

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