

## Entre Nous



Randi Woods at the Entre Nous luxury consignment store in Los Angeles. (Entre Nous)

When Randi Wood took over the 17-year old 3rd Street luxury consignment store Entre Nous last year she knew she wanted to make some changes, such as moving the store to a new location, offering a gown rental service, selling pieces online and stepping in as a personal stylist to shoppers.

“I wanted it to be a high-end experience,” Wood said of the 1,300-square-foot space on Robertson Boulevard she moved into in December. “People should be able to have an espresso or a glass of Champagne and enjoy one-on-one service.”

The store is filled with prestige brands including Hermès, Valentino and Chanel. Some pieces are from the 1980s; others are as recent as this season. Among those consigning with her, she said, are recipients of designer swag.

“There are famous people who get gifted a lot that isn’t to their taste,” Wood said. She also finds inventory among enthusiastic shoppers who realize, say, that they didn’t need that Gucci bag after all. Many pieces, Wood said, still have their original tags and are priced at least 20% below traditional retail. Older pieces include Hermès Birkin bags, a vintage gold satin Oscar de la Renta gown and hard-to-find Thierry Mugler.

Wood also offers a four-day rental for some pieces. For example, she charges \$375 to rent a \$12,000 sequined Versace gown. Overall, prices at Entre Nous range from \$80 for an Hermès silk tie to \$17,000 for a Valentino crocodile bag.

**Entre Nous**, 130 S. Robertson Blvd., Los Angeles,  
[www.entrenousshowroom.com](http://www.entrenousshowroom.com)