

OPEN HOUSE

SMART SHOPPING

At a time when we're buying for our homes more than ever before, **Editorial Director Joanna Saltz** talks to five experts about how to do it more thoughtfully.



Joanna Saltz
@josaltz

WANT TO TALK?

E-MAIL ME AT EDITOR@HOUSEBEAUTIFUL.COM.

Joanna Saltz: How have shopping patterns changed within the past two years?

Corey Damen Jenkins: We became more comfortable with not only shopping online but reaching out to vendors and asking very pointed questions, or asking for more photos, so we can get as much detail as possible. We made some really great purchases as a result of that approach.

Jenny Dina Kirschner: I would often shop locally with my clients so they could see and feel the dining room chair

they wanted. We haven't been able to do that quite as much, so I've continued using my go-to online sources like 1stDibs and Chairish.

Margaret Schwartz: As a dealer, we've had to adapt as well. I only started buying virtually in January 2021. It was difficult to remember to ask the right questions—to get photos of every angle. With time, the people I worked with understood what I was looking for.

Jo: That ties in with trust, which is so important when it comes to shopping. How do you develop that trust?



AN ANTIQUE RUG AND VINTAGE SPORTS PARAPHERNALIA ADD CHARACTER TO A STUDY BY JENKINS.

Maggie Holladay: When working with vendors overseas, getting a sense of a dealer's personality is helpful along with doing your own research. **You need to really understand what you're looking to buy.**

Jo: Absolutely. Do you think we're seeing the end of disposability in home shopping?

Maggie: It's never going to be gone, but it's decreasing. People are seeing the value in higher quality—and they want to have a cool piece in their homes to show their friends.



Corey Damen Jenkins
@coreydamenjenkins

Anna Liesemeyer: I love the challenge of finding something to repurpose—and it doesn't have to be new to you. You can repurpose what you already own and love, even if it's a vase for five years in a row.

Margaret: I'm excited to see what skilled craftsmanship



Anna Liesemeyer
@inhonorofdesign

LIESEMEYER GAVE THIS THRIFTED KIDS' KITCHEN SET A DREAMY MAKEOVER.



SALTZ: ALLIE HOLLOWAY; HAIR AND MAKEUP: NINA SORIANO; SWEATER: REFORMATION; SKIRT: ZARA. JENKINS: BRAD ZIEGLER. JENKINS PROJECT: WERNER STRAUBE. LIESEMEYER PROJECT: JOSEPH BRADSHAW.



Jenny Dina Kirschner
@jdkinteriors

A LIVING ROOM KIRSCHNER DESIGNED HOSTS TREASURES FOUND ON CHAIRISH.



MODERN ANTIQUARIAN, SCHWARTZ'S ANTIQUES STORE, OFFERS PIECES LIKE THIS 19TH-CENTURY SWEDISH COMMODORE.



Margaret Schwartz
@modernantiquarian

ensure you get something that's personalized and going to last.

Jo: That's a huge piece of this. The Internet gives you access to so many smaller makers. So, what is one change you wish people would adopt in their shopping habits?

Margaret: Always buy the best quality you can afford, and ask a lot of questions.

Jenny: Upcycle or restore older pieces instead of buying all brand-new ones.

Corey: We're working our way through a historic moment. **Be nice, be patient, and show everyone involved in your project a measure of grace.**

Maggie: It's not a race. Take your time building and investing in items for your dream home.

Anna: Shop online antiques markets if possible, or look at what you already have to breathe new life into it. Let your home evolve!

grows out of this movement away from disposability, including new technology. Hopefully, there will be a real boom.

Corey: There's also a focus on building generational wealth and equity for all people, which includes furniture, antique china, and other pieces passed down through generations.

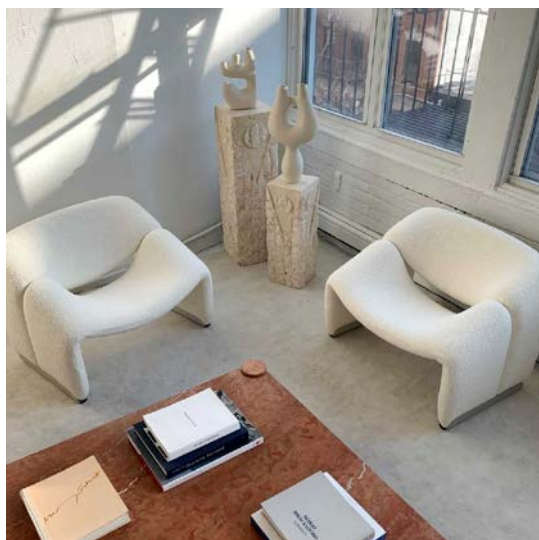
Many of my clients teach their children that they already have a surplus of beautiful things in their house and don't need to buy more—grandma's credenza is beautiful and will work. It's sustainable and a better way of appreciating what we have.

Jo: When clients do want new items, how do you get them to spend a little more on quality?

Jenny: I give personal examples. I have a vintage Baker dining room set that's been in my family for more than 40 years. It includes eight chairs that we've reupholstered six times now, and they are still in perfect condition!

Jo: How can you tell what pieces are long-lasting?

Anna: It's a learning curve. You can check certain aspects, like if it's real wood, and go to trusted makers. **Investing in small business owners for custom pieces can also**



CLAUDE HOME, FOUNDED BY HOLLADAY, SELLS VINTAGE PIECES LIKE THESE GROOVY PIERRE PAULIN CHAIRS.



Maggie Holladay
@claudehome

KIRSCHNER: ARION DOERR; KIRSCHNER PROJECT: CHRIS MOTTALINI; SCHWARTZ PORTRAIT AND PROJECT: SUSANA LOPEZ; HOLLADAY; CONRAD DORNAN; HOLLADAY PROJECT: CLAUDE HOME.