

GARAGE SALES

Planning Your Garage Sale Trip

Every good garage sale day starts with a plan. Here's how to make the most of your day hitting the best garage, yard and estate sales.

SET A ROUTE

Consult that old standby of garage sale devotees everywhere, the newspaper. Plan a route that takes you to the sales that advertise the goods you're looking for most. Sellers, here's a good way to draw in buyers with cash on hand: Tell them exactly what to expect at your sale. Don't just advertise collectibles, say baseball memorabilia. Instead of furniture, say bedroom or living room furnishings. If you have room in your ad, also refer to eras to attract shoppers that are looking for things from certain time periods.

DRESS APPROPRIATELY

Check the weather for that day and make sure you're dressed for whatever Mother Nature brings to bear. You'll also want sturdy footwear and clothes you can get a little dirty in. You might find yourself crawling around an antique dresser or poring through piles of vinyl records. You also want to bring pants



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with pockets to hold your cash along with a small notebook for jotting down notes and measurements.

DRIVE APPROPRIATELY

There are some rules of the road, so to speak, that go beyond mapping out a route

to hit all the best sales. When you arrive at the sale, you also want to park courteously. That means following home-

owner directions and being conscientious of other shoppers and of neighbors. Give a thought to your car, too. If you're shopping for couches, you'll need a truck either with you or on call. Most garage sale sellers don't deliver.

GET READY TO HAGGLE

Most garage sale prices aren't firm. In fact, to many enthusiasts, haggling for the best deal is the greatest thing about going garage saling. Know how much you're willing to pay before you set foot in the sale and don't go over that. Another key to the successful haggle is not getting too emotionally attached to the item in question. Remember, in most cases, they made more than one.

PLAN TO STOP FOR REFRESHMENT

Don't just stack up sales one after the other. You need to build in stops for bathroom breaks and snacks. Bring water and protein bars with you so that you can refuel even if there aren't any restaurants nearby. Don't count on homeowners to let you use their loo, either, especially now in the age of the pandemic. If you're new to the area, glance at the neighborhoods you're planning to go to on a map so you know some easy areas to refresh and refuel.

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SELLER'S TIP

Band Together for a Neighborhood Sale

What's better than one garage sale? A whole neighborhood full! If you feel the urge to hold a sale, band together with your friends and neighbors and set up one mega sale to attract more buyers to your area. It also makes it easier to arrange for parking and other neighborly concerns if they're having a garage sale, too.

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