

GARAGE SALES

Buyers: Avoid These Mistakes

You've got your newspaper ads circled and you're ready to get out there and find that piece of vintage Pyrex or that bowling ball that would complete your collection. Don't make these mistakes to make sure you get the items you want for the price you want to pay.

MAKE A PLAN

Don't just charge out the door and hope for the best. Go through your local ads and plan a route that makes the most of your time. Make sure you include stops for the ATM to grab cash and stops for meals and hydration, especially if the weather's hot. Take a vehicle that can hold your purchases and, if you're planning to buy something heavy, bring friends to help you load it up.

You also want to plan out what you're looking for. Make a shopping list of things you're hoping to find. If there's furniture, measure the spaces where it'll go so you know what sizes will fit. If it's



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clothing, make a list of sizes that you need to find. Be exhaustive; you never know what people will put out on their garage sale tables. Now that you know what you're looking for, do some quick research on how much you should expect to pay so you

can negotiate better.

ARRIVE ON TIME

Most sales run from early morning to late afternoon. But you can't just show up at any time. Visit the sales you think are most likely to have the items you want first. If

you're looking for it, others might be, too, and the early birds get the garage sale worm. But if you're looking for items that are pretty common, like children's clothing, you can hit those sales later in the day. The longer a sale goes on, the more likely a seller is

to make a deal just to get rid of it.

BE CRITICAL

Once you've decided to buy something, lay it out and take a careful look over it. Does that vintage Pyrex have any chips or fine cracks? Do those shorts have a rip or hole? Consider bringing a flashlight with you to make this job easier.

BRING CASH

More and more sellers are taking cards or payment via app, thanks to the proliferation of apps out there that allow this. But many are sticking by traditional greenbacks. If you don't usually carry cash, make sure you stop and grab some for your outing. And break larger bills into small bills. This is an advantage because, for a lot of sellers, it's tough to make change, and small bills give you an edge when you negotiate. Flash a wallet full of \$20s and the seller is unlikely to budge on the price.

DON'T FORGET TO BE NICE

Honey attracts more flies than vinegar. If you're asking for a better price or for a bundle deal (definitely ask for a bundle deal if you're buying lots of items), remember to ask nicely and respectfully. And stay that way, no matter how heated the negotiation gets.

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BUYER'S TIP

Start With a Compliment

When opening a negotiation, start with a compliment. "I love this vintage Pyrex! My grandmother had the same pattern!" before you get down to business.

AD SPACE