

# GARAGE SALES

## Winning the Negotiation Game

Haggling is a time-honored tradition at garage sales. In fact, it's the sole reason some garage sale shoppers turn up.

Sellers, when you set your prices at your sale, you should include some room for haggling and you should also prepare yourself to hold up your end of the negotiation. Buyers, it's important that, when negotiating, you are calm and considerate. Don't lowball your sellers and don't be insulting. Here are some more tips for winning the negotiation game.

### **BUYERS: START OFF TO YOUR ADVANTAGE**

Open negotiations by offering less than you're willing to pay. Keep a calm and pleasant demeanor, use your best manners and be ready to take a great deal when it comes up. That said, don't be a pushover. Set your terms and stick to them, including your budget.

### **SELLERS: DON'T MAKE ASSUMPTIONS**

When a shopper comes up to you and is wearing a nice ring and maybe some name-brand clothing, don't make an assumption that they have money to burn. The more



savvy shoppers will avoid carrying a nice handbag or wearing luxury brands out garage sales, while other shoppers may have bought those items during more prosperous economic times or it could be a secondhand purchase. Negotiate fairly with everyone and avoid stereotypes.

### **BUYERS: KNOW THY MARKET**

Do the research before setting out on your trip or even on your mobile device from the sale itself.

Know what similar items are going for and use this knowledge for leverage in the negotiation. Also know what accessories certain items are sup-

posed to come with and be able to (politely) point out any flaws or missing pieces. When possible, consult actual selling prices instead of listing prices to get the best idea of actual market value.

### **SELLERS: EVERYTHING CAN BE NEGOTIATED**

Price is one point of conten-

tion, but not the only point of contention, even at garage sales.

Meet your buyer halfway, and then perhaps throw in help loading it or even delivery to help seal the deal in your favor. Decide what you want more out of the deal and make that your goal.

### **BUYERS: CASH IS KING**

Be ready to move. Sellers are much more willing to work with someone if they have cash and are ready to close the deal (take delivery of the item, take the item out of your yard) now.

This means you should have cash with you and have made arrangements to move the item, especially if it's furniture or something else that needs a lot of room.

### **SELLERS: HAVE A PLAN**

Even if you have an awesome, well-attended sale and your pricing is on point, you're still going to have to do two things:

Negotiate and get rid of leftovers. Have a pricing plan that includes things like offering bundle discounts, discounting prices more at a certain time of day or even letting everything go to a bulk buyer for a price. Start thinking about and researching these things before your sale so that you can act on the day of with minimal stress and heartburn.

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### **SELLER TIPS**

#### **Plan to Be Flexible on Negotiations**

Don't be a robot. Negotiations are fluid, living things that require real-time information processing. It's good to have a budget and general rules, but be ready to make exceptions if the time is right.

## AD SPACE