

GARAGE SALES

How to Negotiate Like a Pro

Part of the fun of going to a garage sale is negotiating the best price on the item of your dreams. Here are some ways to negotiate with sellers like you were born to do it.

BE NICE

Don't be rude, condescending or angry, even if you are. During a tough negotiation, it may be necessary to walk away and collect yourself before returning to seal the deal. Remember, it's better to take the time to gather yourself than to say something you'll regret (and leave empty-handed). Greet the seller, compliment his or her items for sale — especially what you have your eye on — and don't offer an incredibly low price or be rude. If you think the goods are overpriced, it's best just to move on to the next sale.

ASK AWAY

Come prepared with lots of questions. Questions show the seller that you're serious about buying, but they also may uncover problems that can get the seller to agree to a lower price. Ask when and where the item was bought.



© ADOBE STOCK

How much did the seller pay? Is it damaged? Has it ever been repaired? Point out flaws gently and don't

be combative.

BUY IN BULK

If you've got a box full of

treasures, ask the buyer to give you some consideration for helping to clean out their sale. This works best when the sale

and your wishlist are both stocked with particular items, like books, CDs or clothes.

GET IN AND GET OUT

The best bargains are scored when you cover a lot of territory. Don't linger at a sale browsing if there's nothing there you really want to buy. Go to the sale, make a lap around it, consider your options and, if you don't love whatever you're holding, put it back and leave.

TELL A GOOD STORY

If you're shopping for a particular item for a particular reason — a couch for your new college student or toys for a new baby — share that with the seller. Your story might win you some sympathy points and a discount.

SHOP LATER IN THE DAY

Sales are usually more picked over later in the day, but there can be better deals to be had as sellers want to move their items and end their sale.

DON'T LOOK RICH

This means leaving the designer handbag and nice clothes at home. Dress neutrally (garage sales can be dirty, anyway) and don't wear lots of jewelry. Carry small bills. That way, sellers will be less inclined to raise prices because they think you have more money.

GARAGE SALES



© ADOBE STOCK

How to Negotiate Like a Pro

Part of the fun of going to a garage sale is negotiating the best price on the item of your dreams. Here are some ways to negotiate with sellers like you were born to do it.

BE NICE

Don't be rude, condescending or angry, even if you are. During a tough negotiation, it may be necessary to walk away and collect yourself before returning to seal the deal. Remember, it's better to take the time to gather yourself than to say something you'll regret (and leave empty-handed). Greet the seller, compliment his or her items

for sale — especially what you have your eye on — and don't offer an incredibly low price or be rude. If you think the goods are overpriced, it's best just to move on to the next sale.

ASK AWAY

Come prepared with lots of questions. Questions show the seller that you're serious about buying, but they also

may uncover problems that can get the seller to agree to a lower price. Ask when and where the item was bought. How much did the seller pay? Is it damaged? Has it ever been repaired? Point out flaws gently and don't be combative.

BUY IN BULK

If you've got a box full of treasures, ask the buyer to give you some consideration for helping to clean out their sale. This works best when the sale and your wishlist are both stocked with particular items, like books, CDs or clothes.

GET IN AND GET OUT

The best bargains are scored when you cover a lot of territory. Don't linger at a sale browsing if there's nothing there you really want to buy. Go to the sale, make a lap around it, consider your options and, if you don't love whatever you're holding, put it back and leave.

TELL A GOOD STORY

If you're shopping for a particular item for a particular reason — a couch for your new college student or toys for a new baby — share that with the seller. Your story might win you some sympa-

thy points and a discount.

SHOP LATER IN THE DAY

Sales are usually more picked over later in the day, but there can be better deals to be had as sellers want to move their items and end their sale.

DON'T LOOK RICH

This means leaving the designer handbag and nice clothes at home. Dress neutrally (garage sales can be dirty, anyway) and don't wear lots of jewelry. Carry small bills. That way, sellers will be less inclined to raise prices because they think you have more money.

BUYER'S TIP

Be Prepared to Walk Away

In all negotiations, you must be willing to walk away. Don't fall in love with an item unless you are fully prepared to pay full freight for it. Chances are, there's more than one of whatever you're looking at out there.

AD SPACE