

- 1. Make a map.** Plot your course for the day on the printable maps from the gatewaygazette.ca.
- 2. Find neighborhood sales.** This is the best situation for buyers and sellers alike – community garage sales, like the Diamond Valley Community Parade of Garage Sales, bring crowds!
- 3. Have small bills and change ready.** A time saver and appreciated by the seller!
- 4. Get up early.** Being on time is especially helpful when you are looking for that special rare item, but also be respectful of the sellers start time and don't expect to get a jump on others by arriving ahead of the start time.
- 5. Scout the sale.** If you have several garage sales on your list for the day, don't feel like you need to stop at each one – do a “drive-by” (especially helpful if you have a passenger to do the looking while you watch the road; there will be more people than usual crossing the street) or better yet a “stroll-by”.
- 6. Take your time.** That treasure might not be obvious and some digging could prove profitable!
- 7. Know what it's worth.** Here's a tip: most items sell for 12% to 15% of their original value. That's a fair price.
- 8. Combine items for better deals.** This is how the “Pickers” get their best bargains. Gather up the items you are interested in buying and make an offer on the lot.
- 9. Don't haggle too much.** You can certainly make an offer if you think something is priced too high but know when to back off. There is often an “emotional value” involved in some prices. You may need to come back.
- 10. Come back on the last day or end of day.** This is when people are more committed to get rid of the “stuff” that didn't sell earlier...sometimes items are even moved to the “free” pile at this time in the sale!

MYTHS

Myth #1: "Stuff at garage sales has all been used."

Not necessarily and so what if it is? That's why the price is right!

Myth #2: "Stuff is dirty."

If they want it to sell it will be clean but if it isn't you can wash it at home – but haggle on the price!

Myth #3: "I can get what I want online."

You are bidding against other buyers online which drives up the price and then there are shipping costs and wait times. Garage sales give instant gratification!

Myth #4: "I'm no good at negotiating."

The whole reason behind a garage sale is to get rid of stuff so the seller is motivated to sell. This is expected at garage sales and a good place to practice so you can take on that used car salesman the next time you need to replace your ride!