

Lynda Hammond
THE GARAGE SALE GAL



Garage Sale Gal

Hypocrite
Lynda Hammond

My name is Lynda and I'm a hypocrite.

I love going to garage sales and getting a deal but I'm not quite as enamored with *having* sales and *giving* a deal.

The mere thought of selling some of my treasures—I kid you not--- physically hurts. You mean I need to get rid of my irreplaceable, orange floral-fabric covered 1950s foot stool? And the price I *should* sell things for also gets my stomach tied up in knots. I picked up that one-of-a-kind stool for \$3 at a garage sale in Scottsdale five years ago. I mean surely its value has appreciated to at least \$20—which is what I've been trying to get at *my* garage sale. (I often enjoy my garage sale finds for a few years and sell them when—or if-- I grow tired of them.) But let's flip this scenario around. If I *saw* that stool at a sale today, I might feign disinterest and offer the seller a few bucks for it—which by the way is what I did when I originally bought it.

I know, I know. Tsk. Tsk.

Now, I don't operate like this *all* the time but my husband likes to point out that I do, *do* it!

So, now you know. I'm about as happy as a kitten with catnip as long as I'm buying up things for a song!

I feel bad revealing this because each week in this column I talk a good game passing along tips on how to get rid of your clutter. When having a garage sale I always advise sellers to: "Just get rid of it; let it go; remember, it's a garage sale you're not going to get even close to what you paid." But yes it's true---at my sales sometimes I conveniently forget about all those insightful tips.

However, there are times when my sunny, cheerful persona rises above and outshines my "cheap" side. Just last month, I was at a huge neighborhood sale where I'm sure no less than 1,000 homes participated. I knew I'd be spending some money. (I tell you this because you have to understand that what I was about to do—for me anyway—was a big deal!) I paid the *full* asking price for something. I spotted an old iron and glass swag lamp I simply couldn't resist. It was marked \$10. Normally I might have offered \$6. But this time I happily whipped out a Ten Spot.

Now, why the change in my buying style? Well, it was a combination of things. For one, the sale was in a retirement community and I know times are especially tough on older folks so I didn't have the guts to offer Gary Stehwien less money. "I'm glad you didn't try and get it for less. It was non-negotiable anyway and I would've hated to turn you down," Gary says as I snapped a picture of him with the 50-year-old lamp that had been stashed away in his attic for years. Another reason I didn't hesitate to pay full price? The sale itself. When folks put more effort into making their sale look enticing—nice set-up and atmosphere, clean items—I don't mind forking out a little more--even full price.

So, in this New Year, as I spew out tip after tip on how to get rid of your stuff or how to get a deal, I'm going to *try* and take my own advice.



(Pic provided by Cadence Meeks) Gary Stehwien shines a little light on a recent garage sale.

Talk to the Garage Sale Gal!

Do you have a question or comment about garage or estate bargain sales? Email the Garage Sale Gal: Lynda@GarageSaleGal.com.

Lynda Hammond is a former television anchor who left the anchor desk for the love of garage sales. Contact her at Lynda@GarageSaleGal.com. Lynda also does garage sale segments on local TV stations.

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