

Lynda Hammond **THE GARAGE SALE GAL**



Don't forget original tags
Lynda Hammond

We all love a deal.

And garage sales are the perfect place to pick up one. It's so much fun to buy a mirror or set of china for a few bucks when you're certain the seller paid much, much more. In fact, that's part of the reason we go to garage sales. We usually don't *need* what we buy but who can pass up such a good buy?

Recently, however, I've noticed it may be the *seller* who's getting the better deal.

Here's the scenario: I pick up an item for \$3 at a sale happily thinking I got a steal. I get home turn it over and it has price tag of 50 cents on it. Ouch. All of a sudden I'm not as thrilled with my "deal".

I've discovered it's not an uncommon practice for sellers to price things higher than what they originally paid. The reasons for this vary. Some sellers simply forget about that tag on the bottom, others don't really care and then there are folks like Paula Zebe. "Well, I say it depends on whatever the market will bear."

I was at a garage sale the other day in Gilbert and I saw a pretty iron candle holder with a decent price on it: just \$4. But I turned it over and liked the tag on the back a bit better: only \$1.50. Paula was selling a few things with some friends at a sale. I snapped a picture of her with the candle holder as she wondered what all the fuss was about. "Okay, so this has a price tag on the front and one on the back," I said. "Not anymore. I just took it off," Paula tells me laughing.

Paula explained that she threw her items together at the last minute to take part in the sale and she priced them not really thinking about other tags revealing *her* purchase price. And even though she quickly took the price tag off she admits she doesn't see a problem with leaving the original tag on an item. "Well, they (buyers) could've gone to Deseret Industries and bought it, too. But I did it for them." Good point.

No matter what your opinion may be on original tags here are a few tips that may help your sale go more smoothly, put more money in your pocket and keep the seller and the buyer happy.

1/Look at items closely- Better for you to see a faux faux than a prospective buyer. And don't forget to check inside your items. Remember, my recent column on a man that was selling his wife's purse that contained 7 credit cards? That could've been messy!

2/Take the original tags off- I think folks will be more likely to buy items if they know they're getting a deal. Trust me. It's a psychological thing.

3/Clean your items- Wipe down your merchandise with a damp rag. Clean items typically sell for more money.



(Suggested caption for picture): (Photo by Lynda Hammond)

Paula Zebe shows off an iron candle holder she bought at a second-hand store for about a \$1. I spotted the original price tag on it when I turned it over. Her selling price: \$4. "I've sold lots of things at other garage sales that I paid less for but sold for more at a sale." Not a bad gig if you can get it!

MY FAVORITE FIND

Do you have a garage sale find you love? Something that makes you smile when you look at it? Share it with us. Send us your picture. Include your name, email address and phone number and email it to: Lynda@GarageSaleGal.com. Watch for the story of your treasure in this column!
