

Lynda Hammond **THE GARAGE SALE GAL**



Sale Drought *Lynda Hammond*

It's been a rough few weeks for me out in the garage sale community—21 whole days now since I've bought anything. I haven't seen anything I'd even consider pulling out the wallet for. Usually I come home with at minimum—two or three things from my bargain-buying sprees.

What's happening? Am I washed up? Are all the good sales gone?

The short answer is: hardly. But after deep contemplation while driving around searching for garage sales—and answers to my dry spell-- I think I've discovered a few possible reasons for the drought; 1/The sales I've been to lately haven't been much to write home about. Stuff has been expensive or just, well, not my style. 2/I vowed to buy less in the New Year so perhaps I'm just being pickier about what I snap up. And 3/I can't bear the smell---seriously! Keep on reading and you'll know what I mean.

Now, for some examples of what I've been experiencing lately while garage saling:

So, I was at a sale the other day close to Glendale when I spotted a new-in-the-box set of drinking glasses, price tag: \$45. "Wow, these must be something special," I thought to myself. But when I turned the box over to inspect them more closely, there on the bottom was a tag from a local department store: \$19.99. A small, worn out rug that should've been marked \$2 was \$20. I figured I'd better leave this sale before I offended the seller with some of my friendly advice. If you price something higher than what you paid remove the original price tag or you'll never sell it. Remember, we bargain hunters want a deal!

On another day my search led me to Gold Canyon in the far East Valley. I spotted a pretty pink garage sale sign which gave me hope of finding a bargain to brag about. As I'm pulling up, I watch another garage saler get out of his car and light up a cigarette before walking up to the sale. I consider not going because I can't handle odor. I usually hold my breath and wave away the smoke clouds like I'm swatting at a fly. I got out of the car anyway—afraid I'd miss out on a great deal. I quickly scanned the merchandise and made time to chat with the seller in the garage who as it turns out was battling a serious illness. If you're having a sale and want people to buy your stuff, don't smoke—few things drive off buyers faster. And by all means if you're simply visiting a sale don't light up.

Other sales I've been to recently have been a tad merchandise-challenged. They're packed full of mostly only kids clothing. Now, garage sales are a great place to sell clothes you no longer need because there are plenty of buyers out there. But since I have no children, that is, other than my dogs Roxy and Millie, I have no need for kids' clothes.

I got an email the other day from Paula Moore who wants to start a tradition of garage saling with her granddaughter and she asked me how to find the best sales. Well, Paula it's been rough

for me lately but I do have faith and some advice. Sometimes you have to go to a few bad ones in order to really appreciate the good ones. So, as Sir Winston Churchill once said; “Never, never, never, give up”.



(pic provided by Lynda Hammond) Roxy (left) and Millie are the only “kids” I need to buy clothes for and typically they’re happy running around in just their fur coats.

Lynda Hammond is the author of the new book, [The Garage Sale Gal's Guide to Making Money Off Your Stuff](http://www.GarageSaleGal.com). Check out www.GarageSaleGal.com for details on where to buy the book. Contact her at Lynda@GarageSaleGal.com.

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