

# GARAGE SALES

## How to Spot a Serious Buyer

Learn to Read the Signs That a Shopper Is Ready to Spend

**G**arage sale mornings can feel like a whirlwind of browsers, bargain hunters and curious neighbors. But not every shopper is just passing time — some are serious buyers, ready to make quick decisions and big purchases. Learning how to spot them can help you prioritize your time, offer smart deals and increase your overall sales.

### THEY ARRIVE EARLY AND ASK DIRECT QUESTIONS

The most motivated shoppers often show up within the first hour of your sale — or even a few minutes early. They tend to be prepared with cash and have a plan. If someone walks up and immediately asks, “Do you have any tools?” or “Where are the electronics?” they’re not just browsing. They’ve come for something specific.

Be ready to answer quickly and guide them to the right section. If you’ve advertised a popular item, they may mention it by name — another strong sign they’re interested.

### THEY CHECK CONDITION AND ASK ABOUT DETAILS

Serious buyers often pick up items to inspect them closely. They’ll check zippers, look for



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tags, test handles or ask, “Does this work?” or “Has this been used much?” This kind of engagement usually means they’re considering the purchase.

Be honest and helpful. A quick demo or sharing the item’s history (“Only used once,” or “Works great, we just upgraded”) can build trust and close the sale.

### THEY MAKE PILES OR ASK YOU TO HOLD ITEMS

Shoppers who set aside items or ask if they can start a

pile are showing strong buying intent. Create a “hold area” near your checkout table to make it easy for them to continue browsing hands-free.

If someone starts stacking items early in the sale, offer a small discount for bundling — you’ll reward their enthusiasm and encourage them to buy more.

### THEY BRING A LIST OR MEASUREMENTS

Some buyers come prepared with a list of needed items or measurements for furniture

or decor. These shoppers aren’t just looking for fun — they have a purpose. Take their needs seriously, and if you don’t have what they’re after, suggest similar items they might consider.

These customers often appreciate a little extra attention and may return later in the day to take a second look.

### THEY DON’T HESITATE TO NEGOTIATE

A serious buyer knows what something is worth — but that doesn’t mean they won’t hag-

gle. If someone offers a reasonable counterprice, it’s a sign they’re truly interested. Be ready to negotiate, but know your bottom line. If the offer is close, it may be worth accepting to seal the deal.

By watching for these signals and engaging interested buyers with confidence, you’ll make better use of your time and boost your garage sale results. The more you understand your shoppers, the more sales you’ll make — and the more enjoyable the day will be.

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**SELLER’S TIP**

**Watch for Quick, Focused Browsing**

Shoppers who head straight for big-ticket items or ask about prices right away are often ready to buy—engage them early.

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