

GARAGE SALES

Handling Early Birds and Hagglers

Smart Strategies Can Help When Dealing With Aggressive Shoppers

Garage sales attract all kinds of buyers, from deal-seekers who show up before sunrise to those who love to negotiate for the best price.

Knowing how to handle early birds and hagglers ensures a smoother, more enjoyable sale day while keeping control over your pricing and schedule.

MANAGING EARLY BIRDS

Early birds — shoppers who arrive before your official start time — can be both a blessing and a challenge. If you're willing to sell early, they can help you make quick sales before the rush.

However, they can also disrupt setup and pressure you into rushed pricing decisions.

To prevent unwanted early arrivals, clearly advertise your start time in all listings and put up a "No Early Birds" sign if you prefer to wait. If buyers show up anyway, politely let them know the sale hasn't started and ask them to return at the listed time. If you're comfortable with early shoppers, set aside a designated area where they can browse without interfering with your setup.



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HANDLING TOUGH NEGOTIATORS

Haggling is a normal part of garage sales, but some buyers will push for extreme discounts. The key is knowing your bottom-line price and staying firm when necessary. If someone lowballs you on a valuable item, counter with a reasonable discount rather

than feeling pressured to accept.

Grouping small items into bundle deals (such as "5 books for \$5") can reduce excessive haggling while still giving buyers a sense of value. For larger items, pricing slightly higher than your lowest acceptable amount allows room for negotiation without underselling.

KEEPING CONTROL OF THE SALE

Confidence is key when dealing with aggressive shoppers. Stay polite but firm, and don't feel pressured to sell something for less than it's worth. If someone is particularly persistent, you can always say, "I'd rather wait for

another buyer at this price."

A well-run garage sale should be enjoyable, not stressful. By setting clear expectations, preparing for negotiations and maintaining control, you can keep early birds and hagglers from taking over your sale while ensuring fair deals for everyone.

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SELLER'S TIP

Set Clear Boundaries

Post a sign stating "No Early Birds" if you don't want shoppers arriving before your sale begins. A firm but friendly approach helps manage eager buyers.

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