

GARAGE SALES

How to Spot Serious Buyers

Tips for Reading Customer Behavior and Closing the Sale

Not all garage sale visitors are there to buy. Some are just curious, some are killing time — and some are ready to spend money. Learning how to spot the serious buyers can help you focus your energy and turn browsers into buyers.

Here's how to read the signs and make the most of your busiest sale hours.

THEY PARK WITH PURPOSE

One of the first clues is how someone arrives. Serious buyers often park quickly and efficiently — no lingering or stalling at the curb. They've come to shop, not just to look around. Many bring reusable bags or even carts, which is a clear signal they're planning to buy more than just one or two things.

If they show up right at opening time, or even a few minutes early, that's another strong sign. Early birds are often experienced garage salers who know how to spot a deal — and they want first pick.

THEY HEAD STRAIGHT TO THE GOOD STUFF

Serious buyers typically walk in with a goal. They might head right for tools,



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kitchen gear, baby items or whatever drew them in from your ad or signage. Unlike casual browsers, they don't wander aimlessly — they move with focus.

Watch where they go first. If someone heads straight to a high-value area or your best-looking table, it's likely they've come for something specific.

THEY PICK THINGS UP AND ASK QUESTIONS

Touch is a strong indicator

of interest. If a shopper is picking up multiple items, checking tags, opening boxes or flipping through clothes, they're engaging with the merchandise.

Even more telling: they start asking questions. "Does this still work?" "Can I plug this in?" "Will you take \$20 for both?" All of these signal that a sale could be close — and that it's time for you to step in and help.

Answer clearly and honestly, and be prepared to negotiate. Most buyers appreciate a quick,

friendly interaction and will make a decision on the spot.

THEY MAKE REPEAT ROUNDS

Some buyers like to do a quick scan first — then circle back to take a second, closer look. If you see someone doing multiple passes or hovering near a particular table, chances are they're debating a purchase.

This is a good time to engage. A simple "Let me know if you have any ques-

tions" or "Everything on this table is negotiable" can help nudge them toward a decision.

THEY ASK ABOUT PICKUP OR HOLDS

If a shopper asks whether you can hold an item or if they can come back with a truck, that's one of the clearest signs they're committed. Be ready with options — offer to help load large items, or let them know how long you're willing to hold something.

Just be sure to write their name and number down on a tag if they commit, and set the item aside so it doesn't get sold twice.

RESPOND, BUT DON'T OVERSELL

Not every question means you need to launch into a pitch. Many buyers prefer to browse quietly. Read the room — if someone is chatty, engage. If they're reserved, give them space. Offering a helpful comment or answering questions is often more effective than pushing a sale.

With a little observation and good timing, you'll get better at spotting who's ready to buy — and helping them do just that.

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SELLER'S TIP

Watch What Buyers Touch First

Shoppers who start picking things up, checking prices or asking questions are showing serious interest — be ready to help them close the sale.

AD SPACE