

GARAGE SALES

When to Hold Firm

How Sellers Can Compare Buyer Offers Without Losing Value

At most garage sales, bargaining is part of the day. Shoppers often expect a little back-and-forth, but that does not mean a seller has to accept every offer that comes along.

A good rule is to decide on a minimum price before the sale starts. That gives sellers a clear line and can make quick conversations easier when the driveway is busy and several people are looking at the same table.

KNOW YOUR NUMBER

Pricing used household goods is rarely exact, so a minimum price helps keep emotions out of the deal. If a lamp is marked at \$15 and the seller knows anything below \$10 is too low, there is less pressure to make a fast choice in the moment.

This approach also helps families stay consistent. When more than one person is helping with the sale, a shared idea of what is flexible and what is not can prevent confusion and mixed messages for buyers.

READ THE OFFER

Not every low offer is unreasonable. At garage sales, many shoppers are buying for prac-



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tical use, collecting several items or working within a cash budget, so a lower first offer can simply be part of the normal exchange.

Still, there is a difference between a fair discount and a price that does not match the

item. If something is clean, useful and priced with care, it is reasonable for a seller to pause before agreeing to a steep cut.

Condition matters, and so does timing. Early in the morning, a seller may be

more likely to wait for another buyer, especially on popular items such as tools, small furniture or working electronics.

Later in the day, flexibility may make more sense. If the goal is to clear space before packing everything back into

the garage, accepting a lower offer can be the practical choice.

STAY POLITE

Turning down an offer does not have to sound sharp. A simple response such as saying the price is firm for now or that the seller can meet halfway keeps the tone friendly and keeps the conversation moving.

That kind of reply also shows respect for the shopper. Garage sales work well when both sides understand that bargaining is welcome, but courtesy still matters.

For sellers, the main question is not whether to negotiate. It is whether the offer fits the value of the item and the goal of the sale.

Some families want to earn a set amount, while others mainly want to send usable goods to new homes instead of storing them another season. Knowing that purpose can make decisions easier, especially during a busy morning.

In the end, saying no to one offer can be the right call. A calm, flexible approach lets sellers protect value, welcome neighbors and make the day feel productive for everyone.

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SELLER'S TIP

Price Floors That Help

Pick a lowest price before opening, and tell anyone helping with sales. It saves time and makes bargaining feel calmer and more consistent.

AD SPACE