

# How to be a Savvy Valley Shopper

Written by Nadine Toren

---

Television personality and AZfoothills.com columnist Nadine Toren is scouring the area, finding savvy Valley features, bringing readers “on the scene.” Every day she’ll introduce you to celebrities, athletes, and give you an inside look into local events and hot spots. She’ll touch on topical issues, and keep AZ fans posted on all the big talkers around town.



**Attention all shopaholics: this is a must-read for getting the most bang for your buck.**

Here’s a newsflash: turns out hunting isn’t a men’s-only sport. Yep, we ladies love a good chase—but we’re often on the prowl for things other than game (animals and women included).

Today, I’m justifying being a shopaholic, and I’m proud to do so, being one myself. Here’s the deal: I’m constantly on the search for savvy steals; discounted designer dresses, shoes, accessories, and decor. Admit it-- I’m not the only one who considers shopping an art; it takes skill to find a good sale.

However, practice makes perfect, and the Valley’s self-proclaimed *Garage Sale Gal* is dishing her secrets to discovering diamonds in the rough.

“You can find steals anywhere. All you have to do is keep your eyes open.”

Imagine buying a \$15 biker jacket, and selling it online for \$372. Believe it or not, Lynda Hammond is proof such things are possible. In fact, she’s teaching you how to search, buy, and sell simply by frequenting garage sales in her new book, “The Garage Sale Gal’s Guide to Make Money off Your Stuff.”

“It’s a step-by-step handbook; everything you need to know.”

The former New York, Kansas and Minnesota TV anchor decided to escape the news biz when things turned downhill in her career. To make ends meet, she started scouring garage sales—buying other people’s stuff and re-selling for profit. Get this: Hammond got so good at rummaging, that she was able to pay her monthly mortgage solely on flipping items.

“The way I see it, Arizona is the garage sale capitol of the world.”

Consider Hammond a professional shopper. She says garage sale hopping is a sign of the times, and you can actually furnish your house with discounted items found.

Here’s the evidence. Take a look at the below “very shabby chic” wooden table. Hammond found it at a local garage sale and took it home for a mere \$15.



Like my mother always said, “Seek and you shall find.”

---

So if you’re in the market for antiques, unique goods, or vintage stuff, Hammond has some tips to score you a steal.

First, she says be the first gal on scene; you’ll get dibs on the best items.

Next, know how to bargain; rule of thumb: don’t be shy. Money talks, and you’re actually *expected* to haggle over garage sale prices.

Another tip: look for neighborhood sales. Often, you can hit 100 sales in a small area. Plus, consider the Valley area your perusing. Older, more established communities will generally offer antiques, while you’ll see rather current stuff spring up in newer neighborhoods.

Finally, trust your gut—if you love it, buy it. You might fear it doesn’t match your style, or maybe the paint is chipped, but Hammond suggests putting those hesitations aside—you can work it in somehow, change the color, or if all else fails, re-sell.

However, if you happen to have a lot of extra “stuff” lying around, Hammond is sharing how you can get the most bang for your buck.

First things first—spread the word! Internet sites are booming with garage sale locations, and you can also list your event on Hammond’s hub: [www.garagesalegal.com](http://www.garagesalegal.com).

Next, make colorful signs bound to stop traffic—use orange, red, or green. Avoid detailed advertisements; instead, create a large, simple sign with “SALE” and an arrow pointing in the right direction.

## How to be a Savvy Valley Shopper

Written by Nadine Toren

---

You'll also want to organize your sale similar to a store. Hammond suggests displaying items in an organized manner, making your event visually appealing. People are usually on the prowl for something specific, so they'll head directly to their area of interest.

Here's one that might come as a shocker—skip the price-tags. Yes, Hammond says you're better off *not* pricing your stuff. That's because people often offer more than what *you* think your item is worth.

Lastly, instead of concentrating on Saturdays and Sundays, start a day early. Hammond says Fridays are the hottest for those on the hunt.

Moral of the story—ditch designer boutiques once in a while. Spring-time is prime-time for Valley garage sales, and you're bound to find a savvy steal thanks to Hammond's tactful tips.

To purchase her book, visit [www.garagesalegal.com](http://www.garagesalegal.com).



[Click here to Like Nadine on Facebook](#)