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The AJC helps find metro Atlanta deals and steals to save you money

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## Make some cash, find deals at yard sales

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The thing about yard sales, says Sheryl Cronin, is you never know what to expect.

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"We heard from somebody that came that someone else was selling them for a quarter. So you're in competition with other garage sales."

McCoy says jewelry also was a big seller, an observation echoed by Judy Friedman, president of Norcross-based Atlanta Antique & Estate Liquidators. Friedman notes today's precious metal prices are comparatively high: Gold has been trading at more than \$1,500 an ounce; silver fluctuating around \$35.

"We've been selling a lot of silver," she says. "We've had individuals standing in line to buy it starting at 4 in the morning. It's a really aggressive market."

Friedman, who has almost 1,000 Atlanta-area estate sales under her belt, says this season's a good time for buyers and sellers, especially when it comes to appliances.

"With the real estate market as tight as it is, people are renovating and staying in their homes, so they're finding washers, dryers, refrigerators at yard sales that they pick up for a fraction of the cost," Friedman says. "They're usually difficult to move and expensive to move, but people are seeking them out."

Her list of worst things to unload include clothing and bedding. "You're not going to recoup the value."

For some sellers, it's not about redeeming the value. Friedman says she's found some amazing deals over the years, including an elephant tusk she bought from a Vietnam veteran.

"He was aware of what it was worth and sold it to me for \$40 or \$50, and it really is worth thousands. It just goes to show you, you can find really valuable things out there."

#### Yard sale tips

##### For buyers

**Timing:** Shop off-season — fall and winter — or holidays when there are fewer buyers.

**Tools of the trade:** Don't forget to bring cash.

**Do your research:** You run the risk of insulting someone if you offer too far below an object's value.

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