



Kenneth Brown's Flea Market Shopping Tips

- 1) Keep an open mind when shopping flea markets - the reason we shop them is to find that piece that we don't know we really need (until we see it).
- 2) Flea markets are big places; don't overwhelm yourself by trying to see it all; you might overlook the "goodies."
- 3) Bring a friend. Two sets of eyes help us to stay open to finds.
- 4) When negotiating, instead of offering a price ask the vendor 'What is the best price you can do?' You'll be surprised that they may come down more than you were going to offer.
- 5) Be polite; it will get you better results than the alternative.
- 6) Bring a rolling cart (a "flea market cart"), lined with a blanket.
- 7) Bring some shopping bags to reuse. Wrap them around your purchases to protect from banging around in the cart.
- 8) You'll usually get better deals at vendors with a wide range of items, as opposed to those who specialize in one area.
- 9) If something is a great deal and you are not sure where you'll use it, think it over first ("marinate in it") to be sure you really want the item and have a spot for it. Great deals that you have no place for are not great deals after all.
- 10) Ask vendors if they have anything they have not yet put out. Sometimes they have great deals in the truck that they are saving until later.
- 11) Educate yourself to be able to spot vintage pieces. For example quarter sawn wood used in the Mid-Century bench.
- 12) Bring a small design binder with floor plans and pictures of existing furniture. Being able to see the furniture piece while shopping helps you visualize the space when you're in a crazy environment (like a flea market).
- 13) Bring a tape measure to check that a piece will fit your space and how it will work for storage of certain items.