

GARAGE SALES

5 Tips for a Successful Sale

Decluttering can be overwhelming. There's the sorting and the cleaning up and then, what to do with it all. Put some money back in your pocket by selling it at a garage sale. Here are five ways to rack up.

1. Pick your date. Weekends are where it's at for garage sales. Most people are off work and have time to browse for deals among your pre-owned goods. Consider holding your sale the first weekend of the month when many people get paid and tend to have more cash on hand. Set the date well in advance to allow for plenty of time to not only prepare, but also to get the word out.

2. Go to a few sales. Get out and go to a few garage sales yourself. Take note of what works well in your area and what doesn't. Look at things such as: Forms of payment, organization, times and dates of sales, tendencies of shoppers to haggle and more. You can also check apps such as Nextdoor or Facebook and see how your neighbors are selling



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their gently loved items.

3. Price things as you go. Don't try to price things the day before the sale. Instead, price as you sort. Keep in mind that people shopping your sale are looking for a bargain. A good rule of thumb is to price it at around 10% of the retail price for items in good condition. If it's missing accessories or needs some work, keep that in mind and be

upfront with your shoppers.

4. Get the word out. Start advertising as soon as your sale starts to take shape. Make up flyers and post on social media in addition to taking out an ad in your local newspaper. Make sure you list popular items such as kids' toys and clothing, tools and collectibles, and also include your full address, dates and times of your sale and accepted forms of payment.

Also hang signs the day of your sale to help people find it.

Make sure, though, to stick to your city and neighborhood's rules about posting signage and to take them down when you're finished.

5. Get ready to get selling. Talk to friends, neighbors, schools, churches and anyone else you can think of about borrowing tables to display your items. Also enlist helping

hands for setting up, taking down and helping with items during the sale. Other items you want to have on hand are a cash box stocked with small bills and change, an extension cord so people can test electrical items, a calculator, a cooler stocked with drinks, hand sanitizers, bags or boxes for people's purchases, tape measures and tarps or canopies in case of inclement weather.

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BUYER'S TIP

Get a Big Deal

Score an even better deal with volume pricing. Ask sellers if they will cut you a deal for taking more of their items off their hands. You might be surprised by their answers. This works especially well for things such as books and records, which people tend to collect and divest en masse.

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