

GARAGE SALES

Holding a Garden Sale

Your green thumb can earn you some green at your next garage sale. Don't forget when you're decluttering your house to also turn an eye toward your gardens.

Gather up unused pots, decor, tools and even the plants themselves and add some greenery to your garage sale — and maybe even your pockets.

PLANTS

Start out with your gardens themselves. Thin your plants, making way for healthy new growth. Put the offshoots into recycled nursery pots or even plastic cups and water them well. Offer the new young shoots for sale at cut-rate prices; remember that garage sale shoppers are still looking for a bargain and you're not offering any kind of guarantee like your local nurseries.

POTS

Next, turn to your pots. If you have plants that need more room, consider offering



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up that pot for sale. Clean them up well before offering them for sale so that they can earn you top dollar. As far as pricing, the 10% rule is in effect here. Offer the pots for 10% of retail cost.

DECOR

Before selling any garden decor, inspect each piece for broken pieces, rust, discoloration and any other flaws. Some of those may add character, but others may need to be repaired in order to fetch the

best price. Make note of any accessories that you have and bundle those together.

FURNITURE

Lawn furniture is an excellent addition to your yard sale. Clean up each piece and make any minor repairs needed. Shoppers are especially attracted to timeless metal pieces that are in good shape. Try to keep sets together if you can; a complete patio furniture set tends to sell more easily than the separate pieces.

TOOLS

Lawn and garden tools are a great draw for any garage sale. They're popular items no matter the time of year. Make sure your tools are in good working order and have any parts and accessories that go with them. If you're missing anything, make sure to note that and take it into account when you're pricing items.

You should also have gas, oil and extension cords set up so that people can test power tools to make sure they work

before they buy. Consider offering bundle deals if people buy more than two tools.

SEED, SOIL, FERTILIZER AND MULCH

You have half-used bags of these garden essentials in your garage, but don't offer them up for sale. Dispose of them, instead, at household chemical disposal days for fertilizer and find another use for soil and mulch, such as filling in holes or low spots in the yard.

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BUYER'S TIP

Take Tools for a Test Drive

Always ask to test power tools out before you buy, even if the item is still in the box. Sellers should provide you with gas, oil or an extension cord and let you try out your potential purchase before you fork over your hard-earned cash. Also check for any accessories that go along with the tool and make sure you have all of the parts along with any owners manuals or paperwork to go along with it.

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