

GARAGE SALES

Selling Summer Items

The weather's warming up and so are sales of some used items. Exercise equipment, sporting goods, camping equipment and other items are in high demand, and, if you've got some of that stuff laying around, you could make a pretty penny.

SPORTING GOODS

Haul out those old basketball goals, baseball bats, hockey sticks and other gear, it's time to make some money. Make sure your items are in good repair and, if they're not, carefully note any repairs that need to be made and price accordingly. Clean up your equipment as best you can. Include any accessories you may have and, if it's disassembled, make sure all the parts stay together. Check for and toss any equipment that has been recalled.

EXERCISE EQUIPMENT

Hotter weather sometimes means showing more skin, and that means hitting the (home) gym. Clean up your dusty old equipment, make



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sure it works, price it right and watch it head off to someone else's house. If you've got a lot of gear, you might consider looking for a local secondhand sports store to take it away. You might get less money, but it's a lot less work, too. If you're buying, make sure home gym

equipment works and is in good repair, with no rust or other dings, dents or damage that could impede performance.

KIDS' TOYS AND CLOTHING

Summer is a great time to clean out the kids' rooms.

Trash any toys or clothes that aren't in the best shape. Make sure everything is clean and packaged with all its pieces and accessories. Clothes in good condition are a hit for families with growing kids. Sort and sell the clothes by size and put together outfits for easy shopping. If you have

a ton of clothes, try making grab bags for \$5 or \$10, but stuff them full to get the best price.

CAMPING GEAR

There's nothing worse than getting to your campsite and not having a tent pole or other critical piece of equipment. So before you sell any old camping gear, make sure it's in great shape with no holes, rips or tears, and that you have all the pieces. Package all the accessories you have together. If you are missing any pieces, try selling the other pieces of the gear as replacement parts. You might be pleasantly surprised.

LAWN AND GARDEN EQUIPMENT

Summer is also primetime for getting out in the yard and for upgrading your lawn equipment. If you're buying new, you can often earn a tidy sum by selling your old equipment, if it's in good shape. Get it looking its best by performing a thorough cleaning and bringing it up to date on maintenance. Look for recall notices and correct those. If you're looking to upgrade with some good used equipment, look for signs of hard wear and tear. Consumer Reports points to sediment in the gas tank, thick or dirty engine oil, and worn controls and pedals.

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SELLER'S TIP

Keep Records

Keep your maintenance records with the lawn equipment to get the best return. Buyers like to see your items were maintained well and properly, and those records can prove it. They will also be useful if the buyer has any warranted repairs in the future.

AD SPACE