

# GARAGE SALES

## Buying Handcrafted Items

Selling from home doesn't always mean used things out of your garage laid out on the driveway.

There are plenty of home sellers that are taking matters into their own hands, selling homemade arts, crafts and even food.

### TURN YOUR HOBBY INTO A BUSINESS

Your hobby might make you some extra cash. Unique, handmade gifts are great sellers, either as part of a regular garage sale or as an online sale. Some hobbies that could turn you a profit are wood-working, fabric arts like sewn or knitted items, or making a small quantity of homemade foods. Make sure you adhere to any local ordinances and rules about selling homemade goods from home, including rules for producing food and paying sales tax.

Also remember to follow good marketing principals. Word of mouth travels fast. Include your name and a method of contact on all your pieces that go to new homes. Get active on social media



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and keep a careful lid on your costs. It's easy to go overboard.

### ARTISAN PRICING

Remember that homemade goods may not mean cheaper than store-bought. In many cases, a handcrafted item will take much more skill and many more hours to create than its mass-produced counterpart. So it follows that it

will cost more money. If you're asking someone to knit you a blanket, take into account not just the materials the artist will need, but also the many hours the item will take to create.

### LOOKING FOR UNIQUE GIFTS

If you're looking for unique arts and crafts, turn to the homemade market. These

sellers are usually more word-of-mouth than brick-and-mortar shops. Also look for local boutiques that carry a variety of local artisans or look for local artists on sites like Etsy and Artfire or at local art fairs and events.

Some popular handcrafted gifts are:

- Baby and kids' clothing and accessories.
- Knitted hats, blankets and

scarves.

- Birdhouses, charcuterie boards, pens, knives and other woodworking items.
- Tumblers and vinyl stickers.
- Furniture.
- Custom pieces for a local college or university.
- Jams and jellies.
- Candies.
- Breads and other baked goods.

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### BUYER'S TIP

#### Patience is Rewarded

Remember that these are makers and homemade goods. Many of these products take a lot of time and work, and you might not be able to just pick up exactly what you're looking for immediately. On the other hand, you probably can get a bespoke piece that's exactly what you're looking for. Your patience will be rewarded.

## AD SPACE