

GARAGE SALES

Preparing to Sell

Organizing and executing a garage sale may seem overwhelming to those who have little to no experience with selling. In fact, some aspects of garage sales, such as pricing and setup, might lead to putting off a garage sale entirely. To avoid yard sale jitters, here are a few suggestions on how to prepare for an organized and successful sale.

HAVE A SHOPPING SPREE

It may seem like a step backward, but many well-organized garage sale starts with shopping at a craft or department store for supplies. Items that may need to be purchased include large signs for local advertising, markers, stickers for price tags, tablecloths and folding tables to place items on. Make sure to create a list before shopping,



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and try to keep purchases to a minimum. Remember, you are trying to get rid of items in your home.

For those tight on money, there are plenty of other ways to set up a garage sale. Many people lay out an old blanket and place items there. Others borrow folding tables from nearby friends or family. A roll of masking tape and a marker are good alternatives for a price tag or sticker.

FIND SUPPORT

Sometimes all you need for a successful yard sale is encouragement from friends or family. Calling backup for the big weekend or asking someone to help with planning will ease the burden of responsibility and allow others to join in the fun. Ask someone trustworthy to watch the yard sale if you need to step inside for anything. A reliable friend can

also help track sales and profits. As a bonus, those who help could be offered the first pick of the items you want to sell.

DO INDIVIDUAL RESEARCH

It is highly suggested that you do your own research before the garage sale occurs. One topic you definitely want to research is the regulations for garage sales. Regulations

are different from city to city, so knowing if you need a permit is extremely important. This information can typically be found on your city's webpage.

Pricing items is another tricky aspect of running a garage sale. Depending on what you want to achieve from your garage sale, you may choose to put prices lower or higher. If your main goal is to declutter your home, you may opt for lower prices. If you want to see a good amount of profit at the end of the day, do research on what items typically sell for at garage sales.

VISIT OTHER GARAGE SALES

Observing other garage sales can help you figure out exactly what you should, or shouldn't, do at a garage sale. You might find new ideas at a garage sale, or you could learn, through observation and experience, what didn't work for someone else.

Strike up a conversation with the person in charge and ask what helps them the most when preparing for a garage sale. Those with a lot of experience more than likely have plenty of advice to share. They might even give tips you won't find from a quick internet search.

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SELLER'S TIP

Have Plenty of Change

Make sure to bring plenty of change. When making sales, most people won't have the exact dollar amount you are asking for, so keep a small bag or box dedicated to change you can utilize during sales. A good starting point is to bring two rolls of quarters, 50 \$1 bills, 10 \$5 bills and five \$10 bills.

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