

# GARAGE SALES

## Neighborhood Garage Sales

One way to attract more buyers to your sale is to have more items to sell.

Consider bringing together your whole neighborhood for one gigantic sale. Start by reaching out to neighbors and asking them to consider joining your sale.

### FIRST THINGS FIRST

Decide on a date to hold your sale. This is going to be a tough one, because everyone has different schedules. You also want to take into account weather, holidays and other local events. Saturdays are a popular day, but Fridays and Sundays can also be an option in many areas. You also want to set times; holding it for a half day may make more families available to participate in the sale.

If your city or county requires sales to have a permit, call the proper authorities and see if one permit will cover a neighborhood sale or if each participating home needs to have one. City officials may also help you promote your sale as a civic activity.

### GET THE WORD OUT

Make a flyer to get the word out about your sale to



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other people in the neighborhood. Consider getting a group together and go door-to-door on a Saturday morning to talk to people and let them know about the sale and answer any questions

they may have. Take down the addresses of houses that will participate and get the contact information for each one. Know what you need to have for any city or county permits before you start get-

ting the word out.

You can use online tools such as Trello, creating a Facebook group or even just a big group text to keep everyone up to date on the latest garage sale information.

### ADVERTISE

Once you have a good idea of how many homes are going to participate, it's time to advertise. Ask people what kind of items they're going to offer for sale and, if you can, get pictures. Create neighborhood signage, start making posts on social media sites and put flyers in local businesses. Send copies of flyers to your neighbors, too, so they can put flyers in the places they go and let people in their social circles know.

The larger the sale, the more buyers you're likely to attract. Make a point to include not only the normal information such as date, time and place, but also the number of households that will be participating and the kinds of goods that will be offered.

### MAKE IT A PARTY

Depending on the mood of your neighborhood, you can turn the sale into a social event. End the sale at noon, then have everyone gather for a block party and cookout. Someone's kid in a band? Sign them up to play. Set up outdoor games for the kids and get to know your neighbors. Not only is it fun, but it can make your neighborhood a safer place, one where everyone knows and looks out for each other.



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### SELLER'S TIP

#### Joining a Neighborhood Sale

Feel free to join in a neighborhood sale, even if you aren't contacted by the organizers. But be sure to contact them yourselves so you can be added to any permitting and they can add your sale to the list of participating houses. Not only does this make you legal, it also allows them to send buyers your way.

## AD SPACE