

# GARAGE SALES

## Raising Money With a Garage Sale

Garage sales do more than just clear out clutter. If done right, you can make a tidy profit selling your unwanted items.

That's why garage and yard sales are so popular as fundraisers for different projects, nonprofits and organizations. Here's how to get started making money (and cleaning out your stuff).

### **SORT TO SELL**

Start by preparing a space in your home to declutter. Set aside room for things to sell, things to donate and things to trash. Go through your home, room by room, and decide in which pile things should go. There are a lot of methods for doing this — one popular one asks if each item brings you joy — so pick the one that works best for you. The important thing is that you're honest with yourself about each item and whether or not you need to keep it.

When you're deciding what to sell, keep in mind things that sell well in your area. Generally, furniture, books, household items, sporting equipment, toys and kids'



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clothes do the best. You may also be able to get rid of albums, adult clothes and other accessories pretty easily, depending on where you live. Make sure each item you want to sell is in good condi-

tion. Clothes shouldn't be ripped or stained, and should be hung up by outfit if you can. If games or any thing else is missing accessories, note that on the tag and price accordingly.

### **ASKING FOR DONATIONS**

Once you've got your own stuff sorted, ask friends and family for donations. It's likely they have items to get rid of and would be happy with a now-experienced hand to

help them sort it out and take it away. Add to the piles as you pick up new items. Be willing to come pick up stuff, but also set aside time for people to drop off donations as they have time. Make your schedule as flexible as you can in order to get the most items. You can even take to social media and ask for donations from strangers, but be careful about what you take in from other people's homes, particularly clothing and upholstered items. Make sure they're clean before you bring them into your space.

### **HOLDING THE SALE**

Price your garage sale items according to the market around you. This means you may have to do some research at other sales near you or online to see what things are going for. A general rule of thumb is to price things at 10% of the retail value. You can also try not pricing items and ask people to pay what they think is fair. You'd be surprised what people will fork over, especially if you advertise that your sale is for charity. On sale day, put out a donation jar in addition to the till for the sale itself. People may be willing to drop in their change or donate extra for your cause.

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### **BUYER'S TIP**

#### **Don't Haggle at Donation Sales**

Haggling is the norm at most sales, but try not to negotiate at sales for a charitable cause. They're raising money and would be unlikely to deal, but also, part of the reason for shopping there is the good feeling you get by donating.

## AD SPACE