

GARAGE SALES

Basics for Sellers

Garage sales look uncomplicated. Take all of your unwanted items, dump them on the yard and wait for the money to pile up. But they're actually much more difficult.

There are more moving parts to consider than just the ones on the old vacuum cleaner. Here are some things to think about before holding your sale.

Follow the rules. Check with homeowners associations, local civic associations and your municipality to make sure your sale can happen at the day and time you've chosen. Get any permits that are required and find and follow local rules about signage and traffic.

Sort Your items. Thoroughly clean out all your items, separating them into three piles – sale, donate and trash. Dispose of the latter two, then turn your full attention to your sale items.

Clean up. Clean each sale item thoroughly and make sure it has all the pieces, accessories and parts. If it's missing anything, label it accordingly.

Tags. Next, you'll need tags



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to mark the prices on your items. You may choose to color code prices, write each one individually or to just have a sale where you offer

items for whatever the seller chooses to pay. You might be surprised at what people will offer.

Tables. Display your items

on tables that are tall enough and well spaced enough for people to easily and quickly browse your items. No one should be stooping, bending

or kneeling to look at your old dishes. You'll need enough tables so that people can browse without knocking things over and they'll have to be far enough apart so that people can social distance.

Cash. If you're going to accept cash, you may have to make change. Head to your local bank and get an assortment of small bills and coins. Store them in a cash box from your local big box or hardware store and don't let it out of your sight during the sale.

Recruit friends. Sales take more than one person. Ask friends and family members to help you keep an eye on merchandise, direct traffic and parking, make change and encourage buyers. You might need some muscle if you're selling larger items that will need to be loaded. Divide up into shifts during hot weather so that no one gets overcome by the heat.

Have an end-of-sale plan. If you've completely sold out, good for you! Chances are, you won't, though, and you'll need to know what to do with your garage sale leftovers. Some people choose to sell them as a lot to some of their last buyers, while others donate them or just put them at the curb on trash day. Whatever you want to do, know what you're going to do ahead of your sale.

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SELLER'S TIP

Create Lots

If you have large numbers of items, arrange them in lots for quick and easy sale. Some buyers actually look for and purchase large lots of books, CDs, records, clothes and even just your garage sale leftovers. Be prepared to take a hit on price, but you could end your sale early and without a trip to the dump or donation bin.

AD SPACE