

# GARAGE SALES

## Garage Sale Checklist

Getting ready to get rid of your junk — or to acquire more treasures — can be a complicated task. Here's a checklist of things to do, whether you're a buyer or a seller.

### SELLERS

- Sort your things into three piles: sell, donate and trash. Make sure the items in the first two piles are in good condition. Think to yourself, "Would I buy this at a thrift shop or a garage sale?"
- Clean the items in the first two piles. Get them in tip-top shape and make sure they have all the pieces and accessories they need to work. This will help you fetch top dollar for your sale items.
- Find a place to donate your donated items. You may even find an organization that will pick it up for you.
- Organize and price your items for your sale. Use stickers or tie tags and make sure you write clearly and legibly. Remember that you're not going to fetch anywhere near new pricing.
- Pick a day for your sale. Weekends, especially holiday weekends, are the most popular times to hold a garage sale.



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You'll want to pick a day, usually a Saturday, without any other large events in your community.

- Pick times for your sale. Most garage sales start early in the morning, around 7 a.m., and run until the late

afternoon or early evening.

- Find tables to put your stuff on. You'll need enough tables to easily and clearly display your goods for sale. Think about displays at retail stores and try to emulate that.
- Find some help. Recruit

friends and neighbors to help you work your sale, answer questions and check people out. The larger the sale, the more hands you'll need.

- Advertise. Get the word out in the local newspaper — the standby for the true

garage sale junkies — and on social media. Make sure you include the address and types of things you'll have for sale.

- Make some signs. If your city or neighborhood allows it, make some signs to direct people to your sale. Use crisp, large lettering that can be easily seen from a moving car.

### BUYERS

- Know what you're after. Make a list of the things you'd like to find at a sale. If you're hunting furniture, make sure to measure the space your dream piece is going to occupy. If it's kids' clothes, make a list of the sizes you need.
- Make a plan. Peruse the classifieds and internet and make up a route to follow. Make sure to figure in stops for refreshments, bathrooms and ATMs.
- Bring the right car. You're not going to fit that couch in even the biggest four-door sedan. Borrow a friend's truck.
- Bring cash. Preferably in small bills, even if you're buying big items. Only carry the amount you expect to spend into the sale. Showing only a few small bills can strengthen your negotiating position.
- Don't dress up. You're going to be outside, looking through piles of used items. Plus, wearing luxury items can lead a seller to think you have more money and negotiate for a higher price.



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### SELLER'S TIP

#### Advertise well

Homemade signs are fine — just make sure they're big enough to read and include arrows, the address and perhaps a phone number in case people can't find you. Use bright colors and keep it to as few words as possible. Task someone with checking on the signs throughout the sale to make sure they're still up and looking good.

## AD SPACE