

# GARAGE SALES

## Best Items To Offer For Sale

You've got loads of stuff that no longer brings you joy. It's time to get out the markers and signs to make something that does bring you joy — lots of money — at a garage sale. Here are some of the best items to put out in the front yard and some others that you shouldn't sell.

### **COSTUME JEWELRY**

Bring out the bling! As long as it's fake. Showy costume jewelry or everyday wear are perfect for garage sales. Clean it well, especially earring posts, and put it on display where you can keep an eye on it. Leave fine jewelry and real gemstones to sell through a reputable jeweler or consignment. Having the good stuff at a garage sale is too much of a security risk.

### **SMALL APPLIANCES AND KITCHENWARE**

Get your vintage Pyrex out and make a sweet buck. Also great draws: Retired or extra blenders, mixers, juicers and that breadmaker you got for



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Christmas in 2001. See that each item is in working condition and clean, and package it with all the accessories you have. People may ask to plug it in and see that it works. If you can, safely run an extension cord and power strip to your sale area.

### **KID STUFF**

Clear out the kids' rooms and sell any old toys that are in good condition. Trash the ones that are broken or worn out.

Again, make sure your items are clean and packaged with all the parts and accessories you have. You should note if it's missing any parts and be prepared to take a hit on price. Clothes in good used condition are also a hit with garage sale shoppers. Sort by size and put outfits together for easy shopping. If you have a lot of clothes, try making grab bags for \$5 or \$10, depending on the size of your bag.

Never sell cribs, high chairs

or car seats that are past their use by date or have been in a crash. Instead, look for a store that accepts exchanges of these items for a discount or store credit. Also be on the lookout for any kids items that have been recalled. Put those in the trash.

### **FURNITURE**

Got an old sofa set that needs to go? Garage sale. Just remember that the retail markup on furniture is pretty

significant, and used furniture buyers aren't as willing to part with their cash. Also, note if any upholstered items have been used in a home with pets or smokers, as some people have serious allergies. Note any rips, tears or breaks, and be willing to negotiate price.

### **OLD COMPUTER GEAR**

Dust off that old CRT monitor and put it out with the right price, then watch it walk out of your pile and into someone else's. Make sure all your electronics are in good working order and be prepared to prove it with pictures or, better yet, by providing a power strip so buyers can test it for themselves. Be on the lookout for obsolete tech that nobody wants (find a local recycling center) and vintage tech that may be worth more than your garage sale is going to bring.

### **EXERCISE EQUIPMENT**

That treadmill that you've been tossing clothes on for the past year needs to go. So do those weights and the fitness band sets you bought with the best of intentions but are still in the box. Price it right, clean it up, make sure it works and send it to someone else's garage. If you've got a lot of gear, look for a local second hand sports store to take it away. You may get a little less for it, but it'll be less work for you.

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### **SELLER'S TIP**

#### **Make Everything Negotiable**

Instead of stressing over what to price everything, try an everything-is-negotiable sale. Who knows, you may fetch more than you bargained for.

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