

GARAGE SALES

Holding a Moving Sale

Moving is a tough job.

Each room of the house has to be meticulously cleaned out and items have to be packed. But what about the stuff you no longer want or need? It's time to have a garage sale.

SORTING YOUR ITEMS

As you pack up each room in your house, make four piles: keep, donate, sell and trash. "Keep" things should go into your boxes for the new place, while "donate" items are things that are still good but may not sell well. "Sell" items are those that you think would bring big bucks at a garage sale. Hint: not everything should go into this pile. Be honest with yourself. And trash is, well, trash. Be honest with yourself here, too. It's not still good if it has holes, tears or is broken. Toss it.

SET A DATE

Garage sales do best on weekends, so pick a weekend close to your moving date. You want to give yourself time to have cleaned out all your rooms, but not so close to your moving date that it gets in the way of other things that have



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to be done. The best garage sales run from early in the morning until late in the afternoon. Check your local paper to see what times are the most popular in your area.

SET FAIR PRICES

Make sure everything is priced and priced well — usually a third or a quarter of what you paid for it new. Also consider offering bundle

pricing on items you have a lot of, like clothing or kitchenware. If you have items you think are really worth a mint, the garage sale isn't the place for them. Take those

things — think luxury clothing and accessories — to a consignment store instead. Garage sale shoppers aren't going to pay big money for anything.

THE DETAILS COUNT

It's the details that draw people in, like offering cold bottles of water on a hot day. A refreshing bottle of water may inspire shoppers to stay longer and spend more at your sale. Another great thing to do is make sure your tables are well-organized and well-spaced, leaving your shoppers plenty of room to browse your wares. Don't pile up everything in boxes and don't cram your tables close together.

BE SAFE

If you live alone, have a friend or family member or two help you with your sale. Many hands make light work and many pairs of eyes keep things from walking off, like your cash box or your items for sale. Also, keep your moving boxes locked up tight and out of sight, like in a closed and locked garage or tucked away in a back room with the blinds drawn. Nothing should be out that isn't for sale. Don't let anyone into your home, even to use the restroom, and watch for people prowling where they shouldn't be, perhaps trying to look into windows.