

Garage Sale Tips

- Allow plenty of time—three to four weeks—to prepare for the sale.
- Choose a date that will not conflict with holidays or other special events that might lure prospective customers away.
- Weekends are more convenient for more people than weekdays.
- Your sale is likely to attract more customers if you join together with neighbors in an effort to have more merchandise.
- Practical household goods, collectibles, bicycles, children’s toys and clothes, sports equipment and garden tools are popular items; adult clothing has less appeal and should be priced accordingly.
- Merchandise your items attractively in neat, clean surroundings. Paper tablecloths offer a pretty setting for glass and ornamental items.
- Cluster things in categories; place the most desirable items in the back of the garage so browsers are urged to look at other merchandise on the way.
- All items should be clean, polished and in good repair.
- Locate your appliance table near an outlet so customers may try before they buy.
- Be sure there is adequate parking and a place to load large items.
- Have plenty of paper bags and boxes for packing and newspapers for wrapping glass items.
- Place a classified ad in the local papers, including 3 or 4 specific items for sale, directions and date and time of the sale.
- Take advantage of free publicity provided by bulletin boards in grocery stores and other public places.
- Provide directional signs to your property if needed, using an indelible felt tip pen.
- If your home is listed for sale, have your Realtor hold an open house on the same day as the sale, thus increasing interest in both the house and the sale,
- Visit other sales to form an idea on how to price things, but remember that garage sale shoppers are looking for “bargains”. Be prepared to bargain and lower your prices.
- Really valuable items, such as antiques should not be sold at a garage sale, because it is unlikely they will bring the desired price. On the other hand, nothing is too worthless to be valuable to someone. Have a giveaway box of odds and ends.
- Post a notice that all sales are final and payment must be in cash.
- Have plenty of change in a cash box kept in a protected spot. Keep a record of sales, especially if there are several sellers.
- On a hot day have ice water or lemonade available so people will stay longer
- Provide coffee for early bird shoppers.

After holding one or two garage sales, you can probably add some newly discovered tips of your own. A bit of organization will make for a successful sale and an uncluttered house!



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