

Quick Guide to a Successful Garage Sale

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Get rid of unwanted clutter and make a few dollars! It's also a great way to meet your neighbors!

- Spring and fall are the best garage sale "seasons."
- Best days are Saturdays.
- One-day sales are best in most cases. 8:00-3:00 is long enough.
- Best selling items include- furniture, baby equipment, baby & children's clothes, sporting goods, kitchen appliances, books, toys and tools.
- If you don't have enough items have a neighbor join in, or consider having a "block" sale.
- Make sure to check with your town for any required permits.
- Place an ad in your local newspaper. Also post your sale at www.craigslist.org.
- Be objective with pricing. If items are newer price them at 25% of retail. Be aware that most items will sell at 10% of retail.
- You may want to shop a few sales in your area for pricing ideas.
- Let your children get involved to sell their own items. Tell them they can keep the money for their items that are sold.
- Garage sale buyers expect to pay very little so be careful when selling antiques and collectables. Consider selling them through a different venue.
- Make sure you have clearly visible signs written in large type. Make sure they are waterproof and directions are clearly marked.
- Consider having balloons to help attract customers.
- Have money on hand to make change. Usually \$50 in singles, \$30 in fives and \$50 in tens and a roll of quarter is plenty.
- Price everything in even dollars or \$.25. (If something is worth less than a quarter, sell two for the price of one.) This makes giving change easier.
- Keep your money in a fanny pack or carpenter's apron. Keep bills in one pocket and change in another.
- Sell or give away refreshments- make it an "experience" to shop at your sale.
- Have the following items on hand:
 - Calculator
 - Notebook & pen for keeping track of sales
 - Measuring tape or yardstick
 - Extension cord so shoppers can test electrical items
 - Packing supplies-newspaper, bags, boxes
 - Mirror(if selling clothing)
- When setting up, keep the following things in mind:
 - Make your items look as appealing as possible. You can get more money for items in better condition. Clean any items that are dirty.
 - Group similar items together- like departments in a store
 - Display a show stopper at the end of the driveway or in clear view. Furniture is usually great for this.
- Be prepared for price negotiation. Know what your minimum is on each item.
- Be prepared for early birds. They will be looking for specific items and will want a real low price. Try sticking to your original price, unless you just want to get rid of it.
- If items have not sold by noon drop the selling price.
- At the end of the day, any items that are left consider donating them to your local charity. Schedule a pick up.
- After the sale is over, take down signs, deposit your earnings and treat yourself to dinner!