Are you thinking of having a garage sale?

Garage sales are a great way to make a profit while having fun!

Planning for your sale

✓ Do you have enough items to justify having a sale? Take an inventory of what you have to sell. Be sure to check all the places where you store these kind of items – attic, basement, closets, garages, storage sheds, etc.

✓ Do you want to hold your own sale have a combined sale with family members or neighbors. Larger selections will attract more buyers and you can share the work and expense of holding a sale.

✓ When is the best time to hold your sale? Saturday is the most popular day for a sale. Be sure to allow yourself enough time to be properly prepared. Check your calendar to see whether there are events or holidays that will either enhance or detract from a particular day of date. Plan an alternate date in case of bad weather.

Preparing for your sale

✓ Round up all of your “merchandise” in one area. Sort it by type (Furniture, small appliances, tools, clothes, etc.).

✓ Clean all of your items. The nicer your items look, the more likely they are to sell at a better price. Test electrical items, if they don’t work, they probably won’t sell.

✓ Gather the supplies and tables etc. you will need, don’t forget to gather bags so people will be able to buy more items. A change box is always a good idea, most customers will not have exact change for the items they are buying.
**Pricing your merchandise**

- Try to visit other sales in your area. This will give you an idea of the going rate for similar items. Remember, unless it’s brand new, you want to price it at its value now not the price you purchased it for.

- Know the minimum price you will accept for each item. You may consider dropping your prices later in the day.

- Always allow for “haggling”. Many buyers expect you to negotiate with them and many people consider this part of the fun of shopping garage sales.

- Price every item. Most people won’t want to ask the price of an item even if they are interested in it. With larger items it is a good idea to provide additional information “Great condition, “Only used a few times, etc.)

- If you think you may have some items that are antiques or collectibles consult price guides online.

**Now we need customers**

- Place a classified ad for your sale. The Press is very effective in promoting your sale because our publication reaches over 32,000 door steps daily.

- Include all attention getting items you’ll be selling. Give as much detail about your items as you can to generate more interest. The wider variety of items you list in your classified ad, the wider variety of response you can expect.

- Invite your friends and family to your sale.

- Post signs in your neighborhood the week of your sale. Make a list of the locations of the signs so you are able to remove them after your sale.

**Multi-family sales**

- Decide where the sale will be held.

- Use color coding or place initials on the price stickers so everyone gets their profit off their items that are sold.

- Maintain a sales log for each family (See attached form).
On the day of the sale

✓ Plan to be set up at least 1/2 hour prior to your opening time.

✓ Set up a check out area.

✓ Showcase your merchandise so that it is easy to see all that you have to sell.

✓ If delivery is something you’re willing to offer, mark large items such as furniture, with a “Local Delivery Available” sign.

✓ Make sure to greet people when they arrive at your sale.

✓ If you see someone with an armful of merchandise, ask if you can hold it for them at the checkout area. Once their arms are full they are much less likely to buy additional items.

“Haggling”, it’s an art!

✓ Don’t forget, one of your goals is to rid your house of the clutter you no longer want or need. Even if you don’t sell an item for as much as you had hoped, it’s still out of your way.

✓ If you feel you can get more for the item than the customer is willing to pay, have them to fill in an “Offer Card” (Available in this kit) so that you call them if you do not get a better offer for the item.

✓ Most sales are made in the early hours of your sale. Later in the day you may wish to reduce your prices on the remaining items.

After the sale

✓ If you have unsold merchandise, you may want to think about placing a classified ad to sell the remaining items.

✓ If you decide to donate unsold items to charity, remember most organizations do not accept merchandise with price stickers attached. Most donations are tax deductible so ask for a receipt.

✓ Remove all signs.

✓ Divide up earnings among the sellers.
MAKE us an OFFER!

We LOVE To HAGGLE!
GARAGE SALE SETUP CHECKLIST

DISPLAY

___ Tables
___ Chairs
___ Cardboard or poster board for signs
___ Price stickers
___ Markers
___ Tape
___ Trash receptacle
___ Extension cords
___ Clothes hangers
___ Batteries to test toys, radios, etc.
___ Plastic or blankets for items displayed on the ground
___ Plastic for rain protection
___ Safety pins for clothing price tags
___ Clothesline or garment rack (for clothing display)

CHECK-OUT

___ Cash box or money belt
___ Change
___ Sales record
___ Pens
___ “Pay Here” signs
___ Bags and boxes
___ Newspaper for wrapping
___ Tape
___ Sold signs
___ Offer cards
___ Magnifying glass (for closer inspection of goods)
___ Cloth measuring tape & tape measure
___ Paper towels

PERSONAL ITEMS

___ Wide brimmed hat
___ Sun block
___ Sweater
___ Small cooler for drinks/snacks
___ Cell phone