

## “GARAGE SALE HINTS”

While many of you have already participated in a Garage Sale (maybe ours?), we hope that the following ideas and hints will be helpful.

**PRICING: MAKE SURE** that you have all of your stuff priced by the night before (Friday p.m.). Make a list of some of your higher priced items that you can refer to from time to time during the sale. You might want to note how low you would be willing to go on particular items. Set your prices to encourage people to buy more - for example, mark paperback books for 25 cents each or 5 books for \$1.00.

**MARKING:** Items can be marked with masking tape, stickers, or price tags. If you have a number of small items in the \$.25 - \$.50 - \$1 range, try putting them in a large box or basket and offering them for sale in a “Grab Bag” fashion, for example: “all items in this box (or ‘on this table’) \$1” rather than marking individual items.

**DISPLAYING MERCHANDISE:** There are many ways to display your stuff. The easier you make it for people to see your merchandise, the better it will sell. Glassware, china, and smaller items can be displayed on a card table or folding table. A pair of sawhorses and a nice clean door make a good display table as well. Plastic lattice is great for displaying items such as jewelry, belts and ties, and saves table space. Stand up CDs, books or magazines so the titles are visible. Display your merchandise so that everything is visible, and to discourage buyers from rummaging through and rearranging items. Put one or more “attention grabbers” such as power tools or antiques where they can be seen from the road.

**CLOTHING:** If you have clothing for sale, hang it so it is easier for people to examine. Use metal hangers such as those from the dry cleaners. That way, the buyer can keep the hanger. Be sure to have the size and price clearly indicated on the item, using a tag or a slip of paper fastened with a safety pin. This also works well for other fabric items, such as tablecloths, drapes and bedding. When selling clothes (and coats) take a minute and go thru the pockets - you may find cash or credit card receipts!

**ONE PERSON'S JUNK...:** You can always offer to sell things as "restoration projects" or as parts for repairing other things people may have at home. Just be honest and price it as a broken or incomplete item.

**CASH BOX:** Keep it out of plain sight You should start out with perhaps \$20 worth of quarters, dimes and nickels and \$20-30 in small bills. As you sell items, remove accumulated cash to a secure location. A carpenter’s belt with pockets is handy for carrying change.

**CHECKS** may offered by customers. It is your choice whether to accept them. If you decide to accept a check, make sure you see a photo ID, and note the buyer’s Driver’s License # and telephone number on the Check, plus whatever else you feel necessary. Do not accept a check if the name on the photo ID does not match the name printed on the check. **Also, never accept a check for more than the sale amount from a buyer who wants cash back.** (This is a common scam.)

**SAFETY:** Be extremely careful about letting someone you don't know into your house, even to use the rest rooms. You are not obligated to provide this service, and Port-a Johns will be set up. Also, as many people will be wandering around, keep cars, gates, house doors and windows locked. Cover or put away any valuable items you are not selling. Keep small valuables you are selling, such as jewelry, within your sight. Unfortunately, you never know.

**TRASH CANS:** Have a trash can or two available during sale days to keep the area clean and non-cluttered.

**YOUR LAWN:** If you are setting up your sale in your yard (rather than driveway or garage), make sure the grass has been cut recently (but not too recently - you don't want big wet clumps of grass sticking to people's shoes). Fill in any ruts in the ground. You don't want people to trip.

**IN THE GARAGE:** You never know about the weather (we've had snow!) but it is always a good idea to have your Garage free and clear, so you can set up more pricey stuff like china and clothing that could be damaged by rainy weather outside. We've been very fortunate in the past with GOOD WEATHER. If you are selling inside your garage, you might want to display large items up and down the driveway; this will attract people to your garage.

**PACKING & BAGGING:** Keep a supply of old newspapers and plastic bags on hand for wrapping fragile items and for bagging multiple items. Offering bags with handles helps stimulate sales to people on foot.

**LONG EXTENSION CORD:** If you are selling anything electrical, people will naturally want to "try it out", so have extension cords available. Also, have a phone extension cord if you are selling landline phone equipment. Be very careful doing this if it is raining or the grass is wet.

**PRICE DICKERING:** People will always want to offer you less for something so you should have in mind the lowest price that you are willing to take for the item. If you need to take a break, make sure the person tending your stuff knows how low you are willing to go. You can always counter-offer and perhaps meet in the middle. You are under no obligation to bargain, but it is to your advantage to do so. Remember, your goal is to sell everything. You don't want to be carrying a bunch of stuff back into your house at the end of the sale.

**FOR SURE ----** There will be "Bargain Hunters" around at 4:30 – 5:00 on Saturday and certainly all day Sunday. Use your judgment in dropping the price too much (if at all) on Saturday.

**AFTER THE SALE:** Don't just "trash" your unsold/unwanted items. Consider donating them to a charity thrift store such as the Salvation Army, Goodwill or a Savers fundraiser (Eastridge HS is currently holding one and will pick up items).

**GOOD LUCK AND HAVE A GOOD SALE**

**DDK**