

Lighten the Load

A garage sale held prior to moving can help lighten the load and bring in extra cash. You'll be garage sale savvy in no time with these tips for each step of the way.

What to Sell

Go through your house with a notebook, listing everything you want to sell. If you have fewer than a hundred items to offer, consider having a joint sale with one or more of your neighbors.



Pricing

Items should be priced according to their worth to consumers, not the seller. For items in good working order, charge 20-30% of the original purchase price. Used clothing and books generally fetch lower prices.



Displays

- Organize clothing by size and set up a rack on which to hang apparel.
- If you have a lot of clothes for sale, consider providing a mirror or makeshift dressing room.
- Boards set across sawhorses will serve as a temporary display counter.
- Group similar items together.
- Use corrugated cartons to hold smaller articles, CD's and books.
- Provide an electrical outlet for testing appliances.
- Have a tape measure on hand so shoppers can measure furniture to see if it will fit in their home.



Bargaining

Bargaining is expected. Discounts, especially on major items, often will close the sale. Reduce prices near the end of the sale. A cash profit, however small, is better than winding up with many leftovers.



After the Sale

- Keep the money in a safe place until it can be deposited.
- Remove all signs that you put up.
- Consider donating any leftover items to charitable organizations.
- Many banks charge a fee to count and roll loose coins, so you might want to let your children have fun with that job.



Pre-plan

- Check with local authorities for restrictions applying to garage sales. You might need a special permit, be required to pay a fee or collect sales tax.
- Set a date and hours for the sale. Avoid holidays.
- Let your insurance agent know you will be holding a sale.
- Start collecting shopping bags and cardboard boxes.



Sorting it Out

After identifying the items you want to sell, the next step is gathering them all together and making sure they are in tiptop shape.



Advertising

- Let people know about your garage sale by:
- Running an ad in your local newspaper.
 - Announcing the sale to members of clubs in your community.
 - Putting signs in store windows or on bulleting boards.
 - Inserting a notice in your church or school newsletter.
 - Distributing announcements in the neighborhood.



Security

There is always the possibility that your sale might be visited by people hoping to pick up something for nothing...literally. Always have two people present so that the sales area is never left unattended.



Ready, Set, GO!

- Have everything ready the day before the sale. You'll need:
- Plenty of change
 - Container with divided sections or money belt to use for change
 - Calculator for computing totals
 - A trash container to keep sales area neat
 - Wrapping & bagging supplies



Congratulations!

You've made a profit and disposed of all those things you didn't want to take to your new home....great job!!



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