



GARAGE SALE GUIDE



EVERYTHING YOU NEED TO KNOW ABOUT

GARAGE SALES

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Dear Homeowner,

There's more to holding a successful garage sale than waking up early and compiling all of your junk... I mean treasures.

Just because you have no use for that crocheted fly swatter cover and set of Mickey Mouse cheese knives doesn't mean they don't hold great value for someone else. Right?

To attract the most buyers, it needs to be organized. A well-planned garage sale not only helps you get rid of your clutter, but it also makes you money.

But before we share how to get all your ducks in a row for a garage sale, let's make sure we are on the same page about what it is.

WHAT'S THE DIFFERENCE?

GARAGE SALE VS. YARD SALE

While you probably use **garage** and **yard** sales interchangeably - and that's totally fine - there can be a few differences between the two. A few very minute differences.

When someone says they are holding a **garage sale**, they're normally referring to selling their items either in the garage or in the driveway next to the garage.

On the other hand, a **yard sale** is when people place all of their sale items on their yard. A yard sale can also mean a group of people are combining their items and selling it together.

WHAT TO DO BEFORE A GARAGE SALE

We all know that there are benefits of hosting a **garage sale**. You return a **profit** on unwanted goods, you **declutter** your home and create a new, improved, organized space.

CROSS YOUR T'S AND DOT YOUR I'S

Before you start figuring out what you want to sell, you will need to make sure that there are no local rules against it.

Some neighborhoods don't allow homeowners to hold garage sales at all, while others will host annual sales for residents to participate. So, find your local HOA (Homeowner's Association) and check to see what is and isn't allowed where you live.

You'll also want to check with your city to see if there are any regulations about holding garage sales. You'd rather be safe than sorry. For example, Oklahoma City requires a permit to host a garage sale.

HOMEOWNER'S ASSOCIATION

An organization in a subdivision, planned community or condominium that makes and enforces rules for the properties and their residents. Those who purchase property within an HOA's jurisdiction automatically become members and pay dues.

PICK THE RIGHT TIME

No one wants to browse a garage sale during the heat of summer or frigid winter, so schedule yours when the weather is pleasant. Sometime in the late summer, fall or late spring would be the most ideal in terms of natural elements. We suggest late spring right after you finish your spring cleaning and have all the extra items in your home that you don't need.

See what day of the week is a popular garage sale day in your area to ensure people will be out shopping when you have yours. These can range from Friday to Sundays, so figure out the best day for your community. Fridays and Sundays are so-so because people are still at work on Friday and others rather stay at home with family on Sundays. Saturday is the real deal, the cream of the crop, the day people are ready to do their chores and find their treasure.

You'll have to set times for the garage sale. Most garage sales start at 8AM but if you've advertised right, then you might have a lineup of cars waiting for you to open at 7:30AM to be the first in line to get the best deals.

ADVERTISE EVERYWHERE

The more people that come to your garage sale, the more items you're likely to sell. To spread the word, advertise the event online and around town.

Create a Facebook event with the date, address and details. Then, share it with all of your friends. You can also buy an ad in your local newspaper to let even more people know about it.

And of course, place signs at major intersections near your home and outside of your neighborhood. The night before the garage sale, tie balloons or something that will catch drivers' attention to the signs. Make it easy for them to find you.



THE ULTIMATE GARAGE SALE PRICING GUIDE

But the most confounding part of hosting a **garage sale** is the pricing. Price items too high and they won't sell. Price them too low then why go through all the trouble?

Experts in the garage sale experience tend to agree on basic prices for common items. Stick with the prices most people use, your toddler's shoes, paperback books and kitchen gadgets should go home with happy new owners.

START WITH SOME RESEARCH

If you have time, it's a good idea to scout a few other sales in your area to get an idea of typical prices. And if you have any doubt about whether an item could have real value, check with an appraiser before you slap a \$5 tag on it and set it on the driveway.

We've heard the stories: The guy in California who purchased Ansel Adams negatives for \$45 and discovered later they were worth \$220 million. Or the ugly painting that turned out to be by a famous Dutch master.

These stories are great for the buyer. Not so much for the hapless seller. It's **always** good to check.



GUIDELINES

Could you use a little help? We have the *average* prices for some of the most common items found at garage sales. Keep in mind that it is all up to speculation - if it's unused and unworn, you would be able to tack on a couple extra bucks. But nonetheless, here they are:



ENTERTAINMENT AND ELECTRONICS

Hardcover books	\$1
Paperbacks	2 for \$1
CDs and DVDs	\$1
Board Games (Condition)	\$1 - \$5
CD Players	\$4
Radios	\$4
Alarm Clocks	\$4

CLOTHING AND ACCESSORIES

Baby and kids' clothes (Condition)	\$3 - \$15
Mainstream brand-name clothes (Condition)	\$5 - \$15
T-Shirts	2 for \$1
Coats and Jackets	\$4
Shoes	\$5 - \$10
Ties	\$1
Costume Jewelry	\$1

HOUSE

Coffee tables	\$30
China (per plate)	\$1 - \$10
Kitchen Gadgets	\$1 - \$5
Lamps	\$5 - \$30
Mirrors and Artworks (Size)	\$1 - \$100
Toaster	\$7
Coffee Maker	\$12
Microwave	\$10
George Forman-style Grill	\$10
Dresser	\$25
Treadmill	\$50

For suggested prices on all kinds of items, from dart boards and baseball gloves to patio furniture and desktop computers, visit [Garage Sales Tracker](#). This handy site offers information on pricing suggestions, garage sale tips for planning and advertising, and suggest you'll need for the big day.

When in doubt, take a good look at your item. How much would **YOU** pay for it at a garage sale?

DON'T FORGET THE FREE PILE

Admit it, some of your stuff just isn't worth much. But somebody might want it - if it's free. Plus, a big **FREE** sign will draw shoppers to your sale.

Some items to consider for your **free** pile: trinkets, odds and ends, etc.

WHAT TO DO DURING A GARAGE SALE

PUT TOP ITEMS OUT FRONT

Once you have all of the pre-planning out of the way, work on your sale layout.

Place all of your larger items in front of your other things. Buyers will see these first and think that means you have even more great items behind them.

Whether it's a sofa, dresser or table, you can use it to attract drivers and passersby. You need to draw them in before they drive away, so make their first impressions good ones.

Another way to attract buyers is by placing a **FREE PILE** in the front too.

KEEP RELATED THINGS TOGETHER

You wouldn't find stuffed animals in the kitchen department at the store, so don't mix them together in your garage sale.

Create different areas for things like toys, kitchen items, clothing furniture, movies and books. That will help people better find what they are looking for - meaning more sales for you.

You can also keep sets of things together by putting them in bags. That's especially helpful if there are multiple, small parts to something.

CONTINUE TO ORGANIZE

Everything may look perfect when you open your garage door for the sale, but give it an hour, and it could become a mess. If you've ever worked a retail job, you know what to expect.

When you have some slower times, walk around and put things back in their places. You'll also want to move items up toward the front as items sell. That way, there aren't random empty spots, and people will see what all is left quicker.

The items in your garage sale might not be things you want anymore, but you need to make them – and the space – look attractive to potential buyers. So, think like a customer as you look at all the space.

WHAT TO DO AFTER A GARAGE SALE

GET RID OF WHAT DOESN'T SELL

The last thing you want to do after the hordes have happily walked away with the good stuff is to lug your unsold items back into the house. Not only do you not want this junk anymore, nobody else wants it either, that's kind of depressing.

And even with an organized garage sale, you're bound to have some things left over. So, before you sink too deep into your post-garage sale despair, arrange for a **Bin There Dump That dumpster rental** to show up in your driveway and you can throw the clutter into the dumpster rental.

You can put clothes, furniture, boxes and other non-hazardous items in the dumpster. If you have heavier items, you can carry them straight into the dumpster through our walk-in doors, instead of lifting them over the side.

Just like a garage sale can be a way to bring your neighborhood together, so can the dumpster. You can share the rental with your neighbors, which will help spread out the costs and help you meet the people around you.

And when it's time for our friendly operators to pick up the bin, you don't even have to be there. We know you'll be relaxing somewhere with your feet up.

Planning a successful garage sale takes time, but it can put more cash in your pocket and less clutter in your home.



TIPS, TRICKS AND THINGS YOU SHOULD AVOID

Let's be optimistic and assume there's a willing buyer for all your unwanted stuff. The next step is knowing what **NOT** to do when you launch your garage sale.

There's more to this time-honored art than piling all your merchandise in the driveway and hoping for the best. Memorize these tips, tricks, and things and your next sale might be a sell-out.

NO PRICE TAGS

People hate this. Nobody wants to go through the extra trouble of asking you how much something costs. Customers also wonder if you decide on the price after you size them up and take note of how expensive their shoes look.

Yes, it takes time to tag each item. But skip this task, and you might lose sales.

SIGNAGE THAT MAKES YOU SQUINT

Remember, potential customers are looking for your garage sale signs from their car as they drive by - not right next to the telephone pole with their reading glasses on. That small sign you wrote out with a pen might as well be invisible.

Use big, bold letters and numbers to direct people exactly where to go.

INCOMPLETE OR DAMAGED GOODS

If that jigsaw puzzle is missing a couple pieces, don't sell it. Scrap it. Nobody wants that kind of aggravation or disappointment.

Make sure your items are in decent shape.

SKY HIGH PRICES

These are garage sale shoppers, not members of Tiffany's Frequent Buyers Club. We're all looking for a bargain. Plus, you want to get rid of this stuff, right? Price it to sell.

HOW TO PRICE THINGS

1. Start with the one-third rule: price things one-third of what you paid new.
2. Research prices in your area. Drive around to a few sales in the weeks before yours to check out typical prices.
3. Price slightly high to leave room for haggling. Everybody likes to feel like they got a deal.



SKIMPY SALES

If you only have a few things to sell, don't bother with a garage sale. Customers are drawn to sales overflowing with goods. If you have a few paltry items in the middle of your driveway, nobody will stop.

Consider joining forces with a neighbor or two to add oomph to your sale.

NO CHANGE

Be prepared. Not everybody shows up to a garage sale with quarters, ones and fives. Be ready for the guy with a \$50 bill who wants to buy your \$3 garden hose. You can roll your eyes after he leaves.

POOR PUBLICITY

You want so many people at your garage sale that a bidding war breaks out over that ceramic poodle your Aunty Myrtle gave you.

But that won't happen unless you spread the word every way you know how.

Put up lots of sturdy signs. Shout about it on Facebook to your friends, family, neighbors, you name it. Tell people at work and at school. Advertise on Craigslist and Facebook.

There's no such thing as too much publicity.

SLOPPY PILES

Customers don't want to waste time pawing through huge messy piles of goods. They have at least three other sales to get to before all the good stuff is gone.

Create separate areas for men's, women's and children's clothing. Display similar items together.

Take the time to arrange your items so customers can see them and quickly size them up, and you'll sell more.