

Moving Tips from Barrett Moving & Storage

Planning and Holding a Successful Garage Sale

Garage sales can be a great way to de-clutter, and even earn some money, when you're getting ready to move. Here are some tips to help you plan – and hold – a successful garage sale. Make yours worry-free for you, and easy for your customers too.

- **Plan ahead.** Make sure that you have plenty of time to advertise and organize. Look at your move schedule and set the garage sale date around other key move dates. For example, when you're scheduling open house days to market your house, you don't want the garage and driveway set up for a garage sale. On the other hand, don't miss an opportunity if others in your neighborhood are planning garage sales – you can potentially attract more people with multiple sales in one area.
- **Get a permit.** Most cities require a special permit or license in order to hold a garage sale. The permits are often free or very inexpensive, but still require you to register with the city.
- **Scheduling.** Sales on Saturdays and Sundays will generate the most traffic, especially if the weather cooperates. Start the sale early, 8 a.m. or 9 a.m. is best, and be prepared for early birds.
- **Tell the neighbors.** Make sure that your neighbors know there will be a garage sale. You may be moving out of the neighborhood, but you don't want any hard feelings before you do. Besides, they may be among your best customers!
- **Up-front advertising.** Put an advertisement in free "shoppers" and on websites. Use your local newspapers. Be sure to include:
 - **Dates**
 - **Times**
 - **Address**
 - **Type of items you'll include – like furniture, baby clothes, collectibles**
- **Day of the Sale advertising:** On the day of the sale use lawn signs, balloons, and other eye-catching items to make the way to your sale obvious.
- **Pricing.** Use removable stickers and put them on every item for sale. When you think about pricing, imagine yourself as the buyer, and try to be objective about that well-used wicker stool and the harvest gold blender. Garage sales are about bargains.
- **Decide what to include and what to get rid of.** It should be worth your while to sell and worth someone's dollars to buy. Otherwise, throw it away. Make sure electrical items work, and that you have an outlet nearby so a customer can check out whether the lamp still lights and the radio still plays.
- **Be sure everything in the garage sale area is really for sale. Take a last look around to make sure that something you plan to keep doesn't end up in the sale area.**
- **The more organized it looks, the easier it will be to sell.** Create categories and keep the display area neat so customers can find things easily. An organized display will help make the buyer feel things are worth paying more for.
- **Retail supplies needed.** Make sure you have enough bags and wrapping paper for fragile items.
- **You don't need a cash register, but you do need a system.** Make sure you have sufficient change in your cashbox, and keep a close eye on that cashbox throughout the sale. Many experienced garage sale holders recommend having one person manage the money, keeping a tally of what was sold and for how much. Have a calculator on hand.
- **When it's over.** A customer told us recently, "The best thing I did was decide with my family that anything left over when the sale ended would be boxed up and given away. It made for a decision-free time, and we felt good about what we donated."



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