

# TIPS FOR A SUCCESSFUL GARAGE SALE

Garage Sale Pricing - A general rule to go by for pricing is 10% to 20% of current retail price. This also depends on the condition of the item and if there is a demand for it.

Collectables should start out with a higher price. To get a great price for collectables, new in the box and high price items, sell them online on sites like eBay or Craigslist.

Price items below Thrift Store pricing and group items together in bundles to sell as a set and encourage discounts ex. \$5 each or 3 for \$12.

Later in the sale, price items as already marked down on the sticker. If you want a certain price for an item, write \$200 FIRM on a price tag. If something you are selling has a few things wrong with it, something missing or is damaged, write "as is" on the price tag.

Another strategy is to not put tags on items, instead encourage a conversation with the buyer. When they ask "how much for this item"? say "How much would you pay"? Then let the haggling begin.

Put out more than enough signs, at least five. Advertise your sale on free sites like Craigslist, Facebook groups or other social media outlets.

Make sure you have small bills, enough change and a calculator handy. When someone pays with a large bill, set it down while giving change, that way the person can't say they gave you a different amount or larger bill.

If it is early in the sale, do not feel you have to bargain. Tell the customer you believe the price is fair and you may lower the price later in the day.

Have a Freebie box for miscellaneous items. Donate leftover items.

Put most desirable items close to the road to encourage drive by's to stop.

Display items neatly on tables. Stack neatly folded clothing in piles by size, item and gender. Hang items like coats, dresses, skirts, suits and dress shirts. Making items easier to look through and sized accordingly makes them more attractive to the buyer. Very few will take the time to dig through a large pile of clothing.

Be nice, smile and greet your customers to make them feel welcome!