

Tips for a great Garage Sale

Plan a couple of weeks ahead

Set aside a weekend and have a clean-out. Go through all your cupboards - even your husband's shed. If you have a lot of plants, take cuttings and repot them to sell. People love buying bargain plants.

Contributed by Leanne Matthews

Make colourful, easy-to-read signs

Save large cardboard boxes from the supermarket, grab some brushes and paint to make large colourful and easily read signs. Supply the relevant information - the date, time and address. Use arrows on the signs to show directions and add streamers to grab attention. Plaster them all around the neighbourhood early on the day of the sale (remember where they all are, for removing afterwards!). Stick a sign on your front lawn with balloons and streamers. This even attracts the attention of passers by and draws them in.

Contributed by Nicole Spencer

Get a second-hand dealer to evaluate worth

Be prepared for people to turn up as early as 6am. These are often the dealers. After my mother-in-law died, we had no idea which of her things were valuable when it came to selling them. We paid \$100 for a reputable second hand dealer to come and give us an idea of what to charge on the items. When the other dealers arrived, we felt confident that we were not being ripped off.

Contributed by Shirley Martin

Set a start time

On the day of your sale, have a start time and don't open the door until then, as people can come around at the crack of dawn otherwise. I don't have a finish time, but many people seem to finish up at around 3pm. I always keep the door open, as you never know who may turn up to buy!

Contributed by Anne Marie Wyatt

Advertise street name, but not house number

We advertised our garage sale in the newspaper, which gave the street name, but not our house number, and gave the start time as 7am, not before. We put signs around our area, directing to the street only, and kept everything inside the garage until 7am. Professionals had been cruising the street from 5.45am looking for the right house, but they were unable to find it until we put the sign right outside at 7am.

Contributed by John McGeorge

Use coloured stickers to price items

When my mother held a garage sale, she put up a board with coloured stickers on it. Blue stickers were \$1.00, yellow were \$2.00, green were \$5.00 and so on. Then she was able to put things such as toys and other small items into boxes marked with the different coloured stickers, so people would know straight away how much everything was. This saved so much time, as she did not have to write the price on each and every item, and made her whole sale far less stressful!

Contributed by Janelle Davey

Focus on presentation

It's really important to make your garage sale look terrific and to group items in a logical way. We spent a lot of time setting it up so that it was appealing to walk through. We hung clothing up on hangers on a piece of rope and made everything look very tempting.

Contributed by Sharon Williams

Supply all forms of change

Have a float of money with all denominations of change. Be prepared for people to hand you large bills to pay for things worth only a couple of dollars.

Contributed by Nicole Spencer

Security

Keep security of your home in mind. Ensure that your house is locked at all times. Also, keep your money in a waist pouch, and not in a container that people can reach.

Contributed by Sharee Sweet

Wrapping goods

Have newspaper to wrap up breakables, and plastic bags or boxes for people to carry their purchases in. They will usually pack for themselves if you offer a box or bag.

Contributed by Nicole Spencer

Dealers want good stuff at low prices

Be wary of second hand dealers, who will generally arrive early and want to buy the 'good' stuff at very low prices. They appear in vans or wagons, or just happen to have a trailer attached to their car!

Contributed by Ben Chapman

Mark items with a slightly higher price

The best idea is to mark all the items you are selling with a price. Make sure that the price is a little above what you will accept, to allow for bartering. Think about what you would pay for them yourself.

Contributed Audrey Smith

Don't reduce prices too early

If people want to haggle before your start time, let them know that it's a bit early to be reducing prices yet. If they really want something, they will either pay or come back later.

Contributed by Donna Duffy



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