

How to Hold a Garage Sale In 10 Easy Steps

Straight from the [household moving manual 29 Days to a Smooth Move](#) comes 10 easy steps to having a garage sale. Go ahead and convert that growing pile of hodgepodge into a pocketful of cash!

1. Pick your co-hosts.

Invite friends, relatives and neighbors to join in. More sellers, less work. More items, more buyers. Start saving your plastic grocery bags now for your shoppers.

* Have each member at a group sale mark their items with a different colored dot – no mix ups!

2. Pick a date.

The early bird really does get the worm when it comes to garage saling. Weekends work best with morning and early afternoon hours. And, it won't hurt to select a "rain date" from the get-go.

* Be prepared – some pros will show up an hour early to get a jump on the treasure hunt!

3. Pick a location.

If you're too far off the beaten path to attract traffic, consider asking a friend or relative to set up shop in their yard.

* In exchange, offer to sell some of their used items alongside yours.

4. Do your homework.

Check the bylaws where you will hold your sale. Do you need a permit? Do you need to get the neighbors' permission?

* Plan ahead and avoid over-the-fence disputes!

5. Advertise.

Hang flyers on grocery store and post office bulletin boards. Post an online notice on your community Web site. On sale day, tie a bunch of helium balloons to a telephone pole at the nearest intersection directing traffic your way.

* Advertise "cash only" on your fliers and the day of your sale (if that's your policy) and attract buyers by listing hot items.

6. Get cash and coins.

Make a bank run the Thursday before your sale (banks are busiest on Fridays). Decide if you will deal with checks, hold items, have a dressing room or deliver large items.

And don't forget the calculator!

* Note your initial "cash count" so you can celebrate the day's profits when the garage door slams shut.

7. Setup the night before.

Organize similar items together on horizontal surfaces (crates, card tables and plywood on sawhorses work great). Hang clothes on a clothesline.

* Don't mix items for sale with those not for sale, like your son's bike (or your son) in the garage.

8. Price smart.

Instead of sticking price tags to each item, make category signs: "All video games \$5." Start pricing at about 1/5 of the item's original cost and adjust depending on condition.

* Don't waste time on nickels and dimes. Price everything to the nearest dollar or quarter.

9. Be cautious.

Yard sales are prime targets for shoplifters. Keep valuable items close to your station or position a friend or relative to watch the area during the sale.

* Instead of a cash box, how about a fanny pack for cash and coins?

10. Slash prices!

Announce a blue light special about two hours before your sale ends. You don't want to take the items with you!

* Donate leftover items to charity and make sure you get a receipt for tax purposes.

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