

GARAGE SALE DAYS

Garage and Yard Sale Tips

Below are some tips to assist you in having a fun and profitable sale.

Planning Your Sale

1. Talk with your neighbors, relatives and friends about holding a multi-family and/or group sale. Group sales generally attract more customers and generate more \$\$\$.
- Plus you can split any promotional costs or other expenses.

2. Walk through your home, room by room, to prepare a list of items you may sell. Remember to check your garage, attic, basement and closets for hidden treasures. Keep in mind what you consider junk others may consider a treasure.
3. Check into your local and community laws concerning garage and yard sales. Some communities require a sale permit.

Labeling and Pricing Your Items

1. Label and price each item and write the prices clearly. If the sale is a multi-family event, different colored labels will help to keep track of sales.
2. Keep your prices simple in multiples of 10 cents, 25 cents, 50 cents, \$1.00, etc. Don't price at \$2.99 – it's too hard to make change.
3. Consider organizing items by price. For instance, have a dollar table; or price all toys in a group at 50 cents. People are more likely to buy items if they are priced to



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4. Consider organizing items by price. For instance, have a dollar table; or all toys in a group are 50 cents. People are more likely to buy items if they are priced to sell. You might still have a separate area for finer items (designer clothes/shoes, etc.) that are priced higher. You can also make up signs for prices; for example, "All books 50 cents each."
5. Price high. Remember when setting prices, it's easy to mark down the price but you can rarely increase it.
6. Record the items you've sold and the price, especially if you're having a joint sale with other families.
7. Don't be scared to bargain – it's part of the fun. Be prepared to come down on price if you really want to get rid of an item.

Display and Setup

1. Clean the items you plan to sell. Items without stains or dust are more likely to sell than dirty items.

2. Consider setting large items such as a crib or bed up for display. Large items are more noticeable to those just driving by scanning for certain items they want to buy.
3. Make sure everything works. Have batteries ready to test things, and an extension cord to test appliances.
4. Items in original boxes or with manufacturer's instructions may fetch a higher price.
5. Set up temporary racks for displaying clothes and separate by size if possible. Place coats, dresses, and nice dress clothes on hangers. Use safety pins to attach two pieces of the same outfit together so that they don't get separated.
6. Organize your items by category so that buyers can browse easily. For example, group all kitchen items together and place all baby stuff in one place. Keep jewelry and more expensive items close by so you can keep an eye on them.
7. Designate one person as the cashier. Keep money in a fanny pack or apron to keep it safe and prevent you from running back and forth to a money box.



8. It is best to accept cash only. Make sure that you have lots of change, especially quarters and one and five dollar bills.
9. Have bags handy for people who purchase multiple items. You can use grocery bags and empty boxes.
10. Include a trash can near the entrance of your sale.

Promoting Your Sale

1. A few days before the sale, post signs around the neighborhood advertising the event. Post "Garage Sale on 4/5" as well as the address in smaller letters. Make sure the sign mentions the sale, date, time, address and an arrow pointing in the right direction. Also remember to tell all your friends and neighbors!
2. Make your yard sale signs noticeable using BIG and bright letters and arrows. Attract attention to the sale by flying balloons and/or flags to attract attention to the sale. Put nicer items, such as furniture, near the street to peak passerby's interest.

Open for Business

1. Start your sale at the advertised time and even a little early. Many buyers will plan a route and won't back track if they miss your sale.
2. Ask neighbors in advance not to park in front of your home on the day of your sale.
3. First impressions are lasting impressions. Remember you want to display your treasures not your junk. Display them well.
4. Offer some beverages and snacks on the side – you can even sell some of the higher-priced ones. Water, sodas, coffee, doughnuts, bagels, etc. will entice people to stay longer to browse.
5. Remember to take down your signs after the sale is over.
6. **Have fun!**



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Tips for Pricing Items at Your Yard Sale

The key to pricing is being objective and casting a critical eye on your items to determine how much someone else would pay for them. Price your items fairly to ensure they sell quickly. Most items should be priced between 10% - 30% of the original price. Take into account the condition and popularity of the items, the area of the country you live in as well as how badly you want to rid of it! Below is a general guide for pricing your items:

- Inform buyers of items that do not work. Let them know it is an "as is" price, and that all sales are final.

- For items worth more than \$100, consider pricing them slightly higher than what you expect to receive at your yard sale. This way, you and the buyer can negotiate an agreeable price. However, do not greatly overprice the item as you may discourage potential buyers.
- Price your items quickly and effectively by following these suggestions:

Toys and Games

- Board games: \$1 - \$3
- Action figures / Dolls: \$0.50 - \$4
- Stuffed animals: \$1 - \$7
- Electronic and Video games: \$1 - \$20

Entertainment

- Books (paperback): \$0.25 - \$1
- Books (hard cover): \$1 - \$2.50
- Videos: \$1 - \$3
- DVDs: \$5 - \$15
- Music CDs: \$1 - \$3
- Software CDs: \$1 - \$20
- LPs: 50¢ - \$2

Electronics (in working condition)

- Televisions: \$10 - \$30
- DVD Players: \$15 - \$30



- VCRs: \$10 - \$15
- Clock radios: \$2 - \$3
- CD Players: \$10 - \$15
- Laptops: \$20 - \$150
- Walkman / Discman: \$2 - \$5

Clothing

- Children's shirts: \$0.25 - \$1
- Children's pants: \$0.50 - \$2
- Children's shoes: \$1
- Jeans: \$2 - \$4
- T-shirts: \$0.50 - \$1
- Sweatshirts: \$1 - \$2.50
- Leggings: \$0.50 - \$2
- Dress pants: \$2 - \$4.50
- Sweaters: \$2 - \$4
- Dresses: \$3 - \$10
- Shoes: \$1 - \$4
- Jewelry: \$0.50 - \$2

Kitchen Items

- Plates: \$0.25 - \$2 (add a few dollars to the total if you have a full set)
- Pots and pans: \$2 - \$10
- Glasses: \$0.10 - \$1.50
- Plastic food containers: \$0.10 - \$1 per piece
- Complete sets (dishes, pans, etc.): \$5 - \$25

- Silverware (complete set): \$10 - \$20
- Microwave: 25% of original price

Seasonal Equipment (in working condition)

- Lawn mower: \$50 - \$75
- Snow blower: \$50 - \$75
- Grills: \$20 - \$75

Furniture

- Cribs: \$50 - \$100
- Changing tables: \$30 - \$75
- High chairs: \$15 - \$35
- Coffee tables: \$20 - \$75
- End tables: \$15 - \$35
- Lamps: \$5 - \$20
- Table and chairs: \$50 - \$200
- Lawn furniture (table and chairs): \$25 - \$100



Sales Tracking

Description	Owner	Price



Description	Owner	Price



Description	Owner	Price



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Charitable Donation Tax Guide

Charitable Donation Tax Refund Tips

Donating your unwanted items to charity can do more than make you feel good and help others. Your donations can also add up to a nice tax deduction. Here's how to get the most from your charitable donation.

Choose an Appropriate Charity

According to the IRS, qualified organizations include nonprofit groups that are religious, charitable, educational,

scientific, or literary in purpose, or that work to prevent cruelty to children or animals. For more information on recognized charities, contact the IRS directly by calling (800) 829-1040. Many charities offer a free pick-up service for your unwanted household items. Once you've chosen an appropriate charity, make sure you're following their guidelines for acceptable donations. Most charities have specific types of items they don't accept for donation.

Determining Value

After donating your unneeded household items to a recognized charity, you can generally deduct the fair market value of the item on your tax return. While it is up to you to determine the value of your donation, the IRS defines fair market value as the price at which property would change hands between a willing buyer and a willing seller, neither having to buy or sell, and both having reasonable knowledge of all relevant facts.



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Charitable Donation Tax Guide (p. 2)

Keep Records

Typically you do not have to include confirmation of donated goods with your tax return. However, it's a smart idea to keep clear records of all donated items. Ask for a receipt and keep an organized file. According to the IRS, a person donating property valued at more than \$5,000 must obtain a qualified written appraisal.

Filing Your Tax Return

Keep in mind that charitable contributions only afford you a tax deduction if you itemize your deductions on your tax return.

We recommend you contact your tax attorney or tax consultant before making any decisions regarding your taxes.

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