



Tips for a Successful Yard Sale

Before the Sale-

- 1) Wherever possible, price your items ahead of time and label them.
- 2) Use removable stickers for pricing and make sure all pricing is easy to see.
- 3) *Be sensible when pricing; People go to yard sales because they want a good deal.
- 4) Make sure all sale items are clean and in working order.
- 5) If you are selling books or CDs, arrange them in a box so customers can easily read the titles.
- 6) Visually striking items should be placed as close to the road as possible. They should be among the first things your customers see to help lure them into your sale.
- 7) Do you have a bunch of items that seemingly have no value? Throw them in a big box or on a table and label them "Free"- Your generosity will be appreciated and will make customers less likely to offer you a ridiculously low price for items you do want to sell.
- 8) Before the sale, go through the items you have gathered to sell and make sure nothing has been thrown in that is not meant to be part of the sale.
- 9) Whenever possible, hang clothes that are for sale on a clothes rack with metal hangers. String a clothesline between trees to make a clothes rack. Also, take a minute and go through the pockets of all clothes before the sale.
- 10) Consider placing an ad on any or all of the following free websites to promote your Yard Sale and help bring shoppers into Ringwood: www.craigslist.com, www.garagesalefinder.com, www.garagesales.com, www.garagesalehunter.com, www.yardsalesearch.com, www.njgaragesales.com, and www.garagesaleshopper.com. Please note: Craig's list allows you to post pictures and details of sale items, which can be helpful if you are selling a valuable or very specific item.

During the Sale-

- 1) Keep your pets out of the yard sale area.
- 2) Be ready to deal. If a customer hesitates because of one of your prices, offer them a discount on other items they are considering if they purchase the whole group.
- 3) "Restock" and reorganize your tables as items sell.
- 4) Offer to plug in all electronic items for sale to show that they are in working order. You should have an extra long extension cord for this purpose so that you don't have to let strangers in your home.
- 5) Have lots of coins and small bills on hand to make change and never leave your money unattended! Also have grocery bags on hand for people who purchase several items.
- 6) Be sure to secure your sale items at the end of the day Saturday. Don't leave them out Saturday night. There is always the chance they might not be there on Sunday morning!
- 7) Consider donating any items that you have left over at the end of your sale instead of throwing them out with the trash.