



Tom's tips: How to Run A Successful Garage Sale"



Operating a profitable garage sale has become a finely tuned art, so if you have more stuff than extra money it's probably high time you had a blockbusting garage sale. Below are a few helpful hints to a successful garage sale:

- 1) Check with your local government to see if you need a permit.
- 2) Plan three days for your sale. Friday, Saturday and Sunday. This way you'll get both the seasoned professionals and the amateurs.
- 3) *Call The Village Real Estate Company, your local family real estate company, for free use of a large A-frame garage sale street sign. (If possible, please pickup signs by Thursday or Friday between 3:30 p.m. - 5 p.m. and return them the next Monday at 9 a.m. - 5 p.m.)
- 4) Advertise in the Thursday and Friday issue of your local paper. Forget the Sunday issue. The rates are high and you've already covered your bases.
- 5) If you have enough protected space make sure you state "Rain or Shine" in your advertising. If you don't then leave the next weekend free as a rain check date.
- 6) Start at 10 a.m. Some garage sale hounds will probably wake you up at 9:00 a.m. anyway. Imagine if you started the sale at 8 a.m. Close promptly at 6 p.m. or dusk.
- 7) Mark most items at 20% of their original cost and don't get in the habit of bargaining. Once you start, everyone will want to deal.
- 8) Put price stickers on all items. When the items sells, put the stick in a price book, this way you have an inventory of what you've sold plus a cross reference for counting your cash.
- 9) If you're concerned that the dishonest might switch stickers, mark the price in chalk or grease pencil on the item, or number your items in a book then put the same number on the sticker.
- 10) The Public Works Agency strictly enforces the placement of garage signs on streets. Please adhere to these guidelines so the sign will not be confiscated:
 - Never place a sign on a median strip
 - Always leave at least 36" allowance on sidewalks in consideration of pedestrians and wheel chair bound persons.

By following these guidelines, you enable us to continue to offer these signs to our community in an effort to keep our neighborhood clean.



With these guidelines to follow,
just sit back and watch your stuff
turn to money

510-278-0800

