

Your Ultimate List of **YARD SALE** *Tips*

+ Creative Theme Ideas to Earn more Money!

At least one week before yard sale

Advertise your yard sale in the local paper. The costs are minimal or free but the additional buyers are tenfold. Check the list of fun yard sale ideas below. You might want to call your yard sale something unique.

Start saving grocery store bags and boxes to package sales.

Call for a donation truck to arrive at the end of your yard sale. You do not want to bring the items back into your home. Someone else can benefit from your donation.

Find someone to help, a spouse, relative, or friend. In addition there is safety in numbers. You can sweeten the deal by offering to help them at their yard sale or offer percentage of the sales. Let neighbors know you are having a yard sale and there will be additional traffic in the neighborhood. Ask if they would be interested in a neighborhood yard sale.

Invite people to your yard sale.

Make signs leading the way to your yard sale noting the start and ending times. Do plan an early start. Most money is made during the first few hours and expert buyers start early! This is important: make sure the signs can be read from a car in the street.

Start collecting and preparing items for sale.

Download the Printable Country Design Style's Sort Cards to help in sorting and organizing areas of your home.

Organize your yard sale items by groups just as they would be in a department store. Make sure all your items for sale are clean and in working order. If you cannot repair the item note what needs repaired on the price tag. If it works with batteries, add fresh ones. Items without batteries or dead batteries do not sale.

Make sure clothes are clean and the size is marked. Hang or fold clothes by size. Brush off shoes.

Think about painting some items. For example: an old dated wooden coffee table might sell for \$3, put refreshed with a coat of paint it could sell for \$25.

Price all your items, be fair but remember people may ask for your lowest price.

Think about pricing like items in multiples. For example: 3 teddy bears for \$10.

If you have items you think maybe of value, check the internet for appraisals.

The day before the yard sale

Wear comfortable clothes, shoes and plan for sun with a hat and sunscreen. Wear something to keep money in. Do not keep money unguarded.

Use tables covered in white sheets to display items. Items sell for more and appear to have more value when they are off the ground.

If you are using something for display but you do not want to sell it, mark it NFS (not for sale)

Set up as much as you can the day before. Having items already displayed on tables and moving the tables out in the morning saves a ton of time.

String up clothesline or a rope to hang clothes. Step ladders can be helpful too.

Have an extension cord, extra batteries and tape measure available for buyers

Bake if you plan on a bake sale.

Plan on *soft* music!

Think about your favorite retail store and copy it in your front yard!

Get plenty of change, more than you think you will need.

Most important, get to bed early!

Morning of the yard sale

Start setting up at least one hour before start time. There will be early birds.

Pull out your display tables and large items.

Hang any clothes, purses or belts.

Place those easy to read signs you made. Then follow your signs to make sure buyers can find your yard sale. Keep the street clear of your vehicles.

Have food and drink available for yourself and helpers but do not eat in front of buyers.

Usually most sales happen within the first two hours.

Keep your home locked during the sale.

Smile!

After the Sale

Box unsold items for the donation truck.

Take down all yard sale signs as a courtesy to everyone.

Count your money!

Make your yard sale creative with these theme ideas!

Free with purchase-do you have a pile of small items such as, bandanas, a small collectible, or even a free cookie with purchase.

Lemonade Stand-Set up a lemonade stand and have the kids sell the refreshments (kids sell more lemonade than adults).

99¢ Store-lots of small stuff...think about selling items for 99¢, or 1.99, 5.99 etc.

Bake Sale/Yard Sale-If you like to bake set up a table of baked goods, or buy muffins and cupcakes to sell along with your yard sale goodies. Sweeten the deal with copies of your recipes attached with ribbons. Unless that yummy banana bread recipe is only between you and the family dog.

Toy Store-If you have kids-you have many unused toys. Teach your child that giving up an old toy can bring joy to another child.

Shabby Chic-Paint everything white, bring out the chipped dishes and hang a chandelier!

Camping Sale-Don't go camping any more, set up a great camp site with the tent and all the gear in the front yard.

Dollar off-Give dollar off if the buyer buys several items.

Craft Sale-Have many crafts and craft tools. Have a Craft Sale! Half completed crafts sell well too.

Gadget Yard Sale-Get rid of your extra tools, boxes of hardware and unused sporting equipment and of course kitchen gadgets.

Tag Sale-Do you have quality vintage items for sale? Consider a Tag Sale. Usually Tag Sales are managed by an outside company.

Block or Neighborhood Yard Sale-Get the neighbors together, block off part of the street and have a huge sale. Sometimes neighbors sell more to each other than to buyers.

The Breakfast Club-Sell or give away with purchase donuts and coffee