



## Citywide Yard Sale TIPS

Get ready. Get Organized.

### TIPS: What to sell

- Anything that still has usability and value
- Nostalgia items sell well. Display them prominently
- Antiques (attic treasures)
- Dressers, bookcases, and tables
- Appliances, tools, equipment should be labeled “working” or “needs repair”
- Clothing. Clean and neatly displayed. Hang them up, if possible. Piles of clothes are off-putting.
- Baby clothes, toys, and games
- Plants and vases.
- Books and DVDs

### TIPS: How to price

- Put price tags on items if you have time. If you have a lot of an item, consider a sign indicating all items on table/shelf/box are same price. (i.e., All paperback books \$1.00 each or \$1/book)
- Your customers are bargain hunters, so price accordingly.
- Be prepared to consider offers. Garage sale enthusiasts love to haggle. If you don’t want to reduce a price, simply say “no.”
- Consider making an “inventory sheet” with 2 columns, one for item description and one for selling price to help you organize items and decide on pricing.
- If items are not moving, re-arrange or reduce prices on those items, especially during the last hour of your yard sale.

### Tips: How to set up your sale

- Display items so they can be easily viewed.
- Prepare articles for sale (clean, dust, fold, polish, shine).
- Start out with a lot of change (especially \$1, \$5, \$10 and coins); Wear your change (fanny pack, apron, pants pockets – not in a money box on a table!
- Have empty boxes or bags ready to help customers carry purchases.
- Have newspaper handy to wrap breakable treasures.
- Remember retailer rules of conduct: courtesy, friendliness, fair dealings.  
(*The Citywide Yard Sale is as much a fun-raiser as it is a fund-raiser.*)
- If you are setting up your sale as a multi-family sale, please note this when registering.
- If you are setting up your sale as a multi-family sale, use different colored price tags to more easily tract sales for each family.

### Tips: Who to call for help

- Search online for local **Professional Organizers** who will sort, organize, price and manage a yard sale and arrange for donations.
- Look to see if any non-profits are offering yard sale service as a fundraiser (for church, school, youth organization.)