



## Citywide Yard Sale TIPS



**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 the time. If you have a lot of an item, consider putting 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**

- Begin your sale no early than 8:00 AM out of courtesy to neighbors
- Abide by the City's sign ordinance of only one sign allowed on your property
- 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.