

Simple Steps for a Successful Garage Sale

Page 1 of 2

The Newcastle Chamber of Commerce sponsors a City Wide Garage Sale on the last weekend in April. The Chamber encourages garage sales and the habit of buying, selling and donating pre-owned items to raise awareness of the importance of reuse. Reuse keeps items out of the landfill, increases their useful life and reduces the problems associated with resource extraction and processing. Recycling is good, but reuse is even better!

Participants are not required to purchase a permit from the City of Newcastle on this weekend. All participants need to do is call the Chamber to be added to the listing. Listings are provided the Thursday before the beginning day of the sales at area convenience stores and City Hall.

Bargain hunters from all over the Oklahoma City Metro come to Newcastle and as far away as Texas come to pick through the sales. Garage Sales are a great way to help your community and the environment.

- ***Check into your local and community laws concerning yard sales. Some communities require a yard sale permit.***
- Instead of separate prices on items for single family yard sales, group many items and charge the same price. For instance: have a dollar table; all toys this group 50 cents, this group \$1; all shoes \$2 per pair; all clothes \$1 per piece (this brings \$2 for a two piece outfit. This will not only help ease the pricing factor, but people are more likely to buy your items if they are priced to sell. Create a separate area for finer items (designer clothes/shoes, etc.) for those higher priced products.
- If you advertise in the paper for your yard/garage sale to start at a certain time, please make sure that you start at or even a little before the time specified. Garage Salers usually plan a route and don't back track too often.
- Post a sign the day before a garage sale stating, "Garage Sale Tomorrow." Many commented that it was the reason they came to my last garage sale because it was on their mind.
- Have plenty of room for your yard sale as well as for the people to move around. Even if that means blocking your driveway at the end, and having people park on the street.
- Keep your prices simple. Keep in multiples like, 10 cents, 25 cents, 50 cents, \$1.00, etc. Don't price at \$2.99. It is too hard to make change that way.
- To protect your property during the sale...
 - Have at least one good size trash can near the entrance to your sale. People won't toss trash on your yard.
 - If you have sprinkler heads that stick up, mark them with something bright, so people don't trip, and/or run over them with their cars.
 - Place a sawhorse across the front of your driveway so that cars can't use it to turn around there.
- Try a canopy that for all the clothing goes on tables under it. This way the clothing stays dry, and doesn't sun fade. Also makes a Shady/Cool place for people to browse through the clothes. If you don't have a canopy... you can rig up some tarps, or display clothes on the porch, etc...
- Make your yard sale signs noticeable! BIG and bright with big letters and big arrows. Make lots of signs including one in front of your house. You can even make a certain symbol that makes your sign unique (such as a star). Place the date and street name on your signs. Use bright fluorescent poster board on top of cardboard for extra strength in case of winds. Check to see if you can read your own signs as you drive by. Be sure to remove all signs after the yard sale is over.
- Don't post your signs up until the morning of the sale, and only after you have most of your items laid out ready to go.
- Clean the items up. They are more likely to sell than dirty items. Also consider setting items such as a crib or bed up for display. This way it is more noticeable to those who are just driving by scanning for certain items.

Newcastle Chamber of Commerce
708 S. Main Street, Suite E • PO Box 1006
Newcastle, OK 73065
405.387.3232 • chamber@newcastleok.org

Simple Steps for a Successful Garage Sale

Page 2 of 2

- Put a price on everything. You are more likely to sell things this way. Use removable stickers or masking tape that is easy to remove. Or even post a sign on a box of things, or a table of things that applies to the whole box or table.
- Hold a yard sale twice a year. Sell your winter stuff towards the end of summer, or in the fall. Sell your spring/summer things in spring or summer time.
- Price items about 20% or 1/3 of the price, depending on the condition the item is in. Clothes and a few other things are an exception, as they are harder to sell. Generally clothes will sell for .10 cents to \$3.00, of course this depends on the item. Remember, if it doesn't sell, you have to take it all back inside. So keep yourself open to offers.
- Join together with some neighbors for your yard sale if possible and split the cost of advertising it in the paper. Don't forget to post it at the grocery stores and post offices, etc. The more the merrier.
- Make sure that your yard sale doesn't fall on a holiday weekend. The best days to hold a yard sale seem to be on a Friday and Saturday. Make sure to post a rain date.
- If you get eye contact with a customer as they approach your yard sale, greet them. Make them feel welcome. After all you are in business for the day.
- Make sure that you have lots of change! Especially quarters, one and five dollar bills. Also have a friend or relative on hand to help.
- It is best to accept cash only. If someone doesn't have enough cash on them, offer to hold the item for them. It's a good idea to take down their name and number also.
- Keep your money safe by using a fanny pack or apron with pockets. This will also keep you from running back and forth to a money box.
- Have bags handy for people who purchase multiple items. Use saved grocery bags - paper and plastic (recycle) a few empty boxes would be nice too.
- It is a good idea to write down the items that you sold and for how much you sold them for. Keep a calculator hand for adding items up.
- If someone makes an offer on an item that you aren't ready to come down on, offer to take their name and number in case you don't sell it during the yard sale.
- Spread out your items neatly and group them with similar items (baby stuff all in one place, kitchen items together, etc. Some people don't like to go through piles of items to find something they would like to buy. It is easier to browse through items that are laid out nicely.
- Separate your clothes according to size. Place two piece outfits together with a safety pin. That way they won't get separated as people browse through them.
- Place coats, dresses, and nice dress clothes on hangers.
- If you have a lot of clothes or books, consider offering a certain price per bag full or box full.
- Make sure that everything is in working order. Have some batteries ready to test things that require batteries, and an extension cord to test appliances, etc. readily available.
- Consider selling some beverages on the side. Sodas, coffee, etc. will bring in a little extra cash, and people may stay to browse longer.
- Place a "Not Responsible For Accidents" sign up.

Newcastle Chamber of Commerce
708 S. Main Street, Suite E • PO Box 1006
Newcastle, OK 73065
405.387.3232 • chamber@newcastleok.org