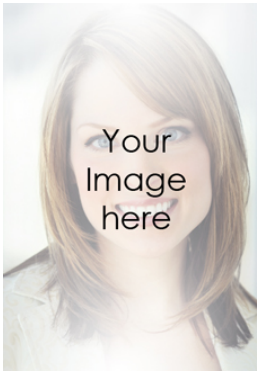
10 tips for a successful YARD SALE

Ready to free up some storage and find a home for your collection of stuff?

1. **Take inventory.** Sell items you haven't used in the past year or a specific percentage of items from each category you own (e.g. 20% of all clothing, books).
2. **Assess your merchandise.** Examine for cracks, broken pieces, missing parts and sharp edges to ensure your items are safe to sell. Clean off any dust, dirt or other stains.
3. **Price to sell.** Browse your neighborhood beforehand and adjust your prices to your local yard sale marketplace. Add clear, visible price tags to all merchandise.
4. **Follow the rules.** Yard sale regulations vary by city and may specify necessary permits, scheduling for certain days and restrictions on advertisements. Plan your sale appropriately.
5. **Time it right.** Customers with cash to spend are likely paid on the first of the month. Beware of holidays when neighbors might be gone on vacation.
6. **Get the word out.** If permitted, post clear, large signs with bright colors on neighborhood street corners and at the nearest busy intersection. You may also post an online advertisement on neighborhood social media groups.
7. **Organize your display.** Position larger items at the front and arrange all items by type or function for easy browsing. Find a hidden place to secure items you do not want to sell.
8. **Avoid the heat**. More people spend their free time shopping on Saturday mornings and early afternoons. Keep the register and tables in the shade all day.
9. **Carry change.** Be prepared for handling money. Keep extra cash and coins on hand to speed up your transactions.
10. **Make it free.** Create a section for items you're willing to give away for free. This attracts more people to your sale and increases the chances of them buying something from the "for sale" sections.

Want to freshen up your house before selling? Call me to make an appointment!



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