

# YARD SALE TIPS

If you need more yard sale advice, Contact Kass at yardsale@kassj.com ©2002 Kass Johns

- Start weeding out your sale items now. Set up boxes to toss “yard sale stuff” into over the next few weeks. Or use those big water-proof Rubbermaid tubs (or new clean trash cans) outside to hold it all until sale day!
- The more sales bunched together, the better. People attract people.
- Visit with your shoppers. People will stay longer and buy more if they feel welcome. Always thank everyone for stopping by. Shade and a seat for the weary are always welcome.
- Price your goods, don’t make people ask how much something is, they won’t.
- Put your “Free” box out front to attract and pull in “lookee loos.”
- Small/inexpensive kid toys for sale (for 25¢ or so) keep kids busy and happy while their parents shop. They can play, then spend their quarter on something that caught their eye.
- If you don’t put your sale out front, put out colored flags, balloons, signs or streamers to make your house stand out. If your sale is in the back or not very obvious from the corner, make signs or streamers to guide shoppers to where it is. Don’t assume shoppers will look down the street and realize you are having a sale out back — make it OBVIOUS! Many shoppers simply gaze down the street from a distance. Do something to capture their attention!
- Keep pets penned up or on a leash from fearful shoppers (no matter how friendly your pet is).
- Put big or unique items like furniture, power tools and appliances in front to draw people from the curb to actually stop and park. If you have a large piece indoors for sale, be sure to have a large easy-to-read/notice sign in your yard to indicate so.
- Clean up and/or dust your items for sale. If they look better, they will sell faster and easier.
- Keep your “bank” in a fanny pack on your body. You are more free to walk around and not lose sight of the money.
- Have the kids sell cold lemonade or store brand soda pop. They make money, people get their thirst quenched. Don’t forget decaffeinated soda and bottled water for those who don’t like or want carbonation or the jitters. Also sugar free/diet for diabetics? Keep a trash box nearby for spent cups or cans.
- If you feel you don’t have enough items to do your own sale, combine with a neighbor or two to make a good-sized sale. Colored labels separate whose stuff is whose (Mary/blue, Sue/pink, Betty/yellow).
- Tell everyone at your place of work about your sale. Tell your church members, the ladies at the beauty shop, the daycare moms, the guys down at the diner, your doctor’s office and anyone else you run into. **Word-of-mouth — the best advertising!**
- If you are not selling stuff, but have plenty of shoppers stop by, your prices are too high. Lower them or put out a %-off sign. It doesn’t matter what you originally paid for the item, it’s about what a yard sale shopper would pay for the item.

## How much should I charge for my stuff?

Same question each year... Here is Goodwill Industries *tax deduction price ranges* for donated items in GOOD condition. For yard sales, these prices are considered high. **If your items are in excellent condition, possibly price your yard sale items at 50% of these estimates.** Less than great condition, then much less than 50%. All numbers are dollars. This is only given as a guideline. Ask yard sale shopper friends for their objective price opinions. Remember, if your goods are not moving, your prices are too high.

Kid's Clothing	Ladies' Clothing	Furniture
Coats.....3-9	Dresses.....2-20	Kitchen set (table/2 chairs) .....40-120
Snowsuits.....5-10	Suits.....10-40	End Tables.....16-40
Shoes.....1-6	Shoes.....2-12	Coffee Table.....25-70
Dresses.....2-6	Coats.....10-40	Vacuum Cleaner (working).....20-60
Pants.....2-5	Skirts.....2-10	TV (Black&White working).....50-70
Shirts.....1-2	Blouses.....1-8	TV (Color working).....150-200
Boots.....2-4	Handbags.....1-4	Dresser w/mirror.....45-150
Sweaters.....1-5	Hats.....2-6	Chest.....35-150
Men's Clothing	Sweaters.....2-8	Wardrobe.....30-80
Suits.....20-40	Slacks.....2-8	China Cabinet.....60-200
Jackets.....6-20	Bathrobes.....2-8	Trunk (wood).....15-30
Shoes.....2-12	Swimsuits.....2-6	Floor lamp.....12-30
Slacks.....2-10	Sporting Goods	Table lamp.....8-20
Shirts.....1-6	Fishing Rods.....3-15	Sleeper sofa w/mattress.....90-300
Overcoats.....20-40	Ice Skates.....3-15	Desk.....45-150
Sweaters.....4-8	Roller Skates.....3-15	Bicycle.....13-90
Belts.....1-3	Tennis Rackets.....3-15	Radio.....10-35
	Golf Club Sets.....15-140	
	Skis.....10-50	