



Location, location, location – getting out where you can be seen helps a lot

# GARAGE, YARD AND TAG SALES

## Cleaning Up on Cleaning Up

By Lorraine Payette

Whether having or going to a garage, yard or tag, weekend “sales” can improve your life while being a whole lot of fun. Unwanted items can bring in a little extra cash as you clean out your storage areas and for those who are looking to add to their collections, these are wonderful opportunities to find exactly what they’re seeking.

Make sure that you have everything properly set for your best possible sale. This means planning well in advance, and making sure you jump through all the hoops before you start.

Check your local by-laws for all rules and regulations before setting a date. Some will only let you sell at certain times, some on certain days, some in certain locations. You may need to purchase a permit, and you may be limited to certain items. A sale of this type is not a business, so be sure to comply with this rule. Do not set up to sell new merchandise – whether for profit or

not – unless you are willing to follow the rules of business.

Check your calendar for the best possible date, and have a rain-date set in case you need it. A downpour can put a damper on sales in more ways than one.

Go through your items carefully, and be fair about what you put out. While one person’s trash may be another’s treasure, some things really are not appropriate for sale. Other things may look good but prove to be illegal, such as second hand baby furniture, car seats, and other items. Check with your municipality for lists of items that can and cannot be sold legally.

See if some of your neighbours might like to join you in your sale. This can create more variety of items, a larger sale, and a chance to socialize with those who live near you. You may even end up with a closer knit community when you finish.

Get ready to advertise. Look at Kijiji, local newspapers and magazines, facebook

and other on-line opportunities, church bulletins, and don’t be afraid to make signs letting people know where and when. On the day of the sale, a well designed sign can help draw people in, just as well as that wonderful display in your front yard. When you run your ad, post whether or not you will allow early birds, dealers or other buyers of this type. It is perfectly acceptable to ban them from your sale, and to make them pay penalties if they try to get around the rules.

Sort and price everything fairly. Do not mix fine china with children’s toys and bric-a-brac. This only confuses things for everyone. Do not expect to get full new retail prices for over used items that have little if any life left in them.

Set up your sale to be attractive and functional. Group items together (i.e., clothing together but broken into men’s, women’s and children’s; toys in an area away from breakables; etc.) and stay as organized as possible. Not only will buyers appreciate it, but you’ll find it easier to know what you have and what you’ve sold by knowing where everything is.

At the end of the day, tally up your receipts and notice which items did not sell. If the items are of good enough quality, consider donating them to a registered charity or selling them individually through ads in the paper or on-line. If they really are junk, don’t be afraid to throw them away or recycle them where appropriate.

Above all, have fun. You’ll be richer for it, making a few dollars while you find some much wanted space. **LH**



Be careful about the items you sell – this mixed sale benefitted a local charity and required special permits