

## **Garage Sale Gal**

### **THE ARIZONA REPUBLIC**



***Garage Sale Gal***

### ***Small Sales Smarts***

#### ***Lynda Hammond***

Size really doesn't matter.

When it comes to garage sales—whether it's a big one with lots of stuff or a small sale with just a few items—we can still clear out the clutter, attract buyers and bring in the cash.

Garage sale fanatics do not discriminate. I've made some of my best finds at small sales. I remember, a few years ago I pulled up to a sale where the pickings were slim. But I took the time to get out of my car and it paid off. I found a designer purse by Coach for just \$10. It retailed for \$500! (The seller knew the value-- it was a gift from her husband but she never used it saying it wasn't her style.)

Ellen Poole wanted to get rid of some things but throwing a garage sale wasn't *her* style. While she reads my column each week, she doesn't really like garage sales, has never organized one and didn't think she had the merchandise for one. "I just thought I don't have enough stuff to have a sale because it seems like most people who have a sale are getting rid of lots of stuff, practically everything."

Sure, it's true a bigger sale attracts more attention and therefore more buyers. But all it takes is one item sitting in the driveway to grab someone's interest. Ellen had a some knick knacks to get rid of plus, two things she really wanted to unload—an expensive rug and used kitchen cabinets.

When the Tempe resident emailed me asking for my advice on whether she should have a sale, here are a few things I told her:

#### ***When you don't have much to sell...***

***1/Call a friend-*** Get a friend or relative to bring over some items to sell. This'll make your sale look bigger which will encourage more people to stop and browse.

***2/Neighborhoodsales-*** Wait for a neighborhood a sale and then set up shop.

***3/Do another search-*** Make sure you clean out your garage, closets and storages spaces well. Chances are you have more than you think you do.

***4/When in doubt put it out-*** Remember, what may seem like junk to you might be gold to a buyer. I often hear from sellers who are dumbfounded about the things that sell—such as broken china (often used in mosaic projects).

***5/Go the extra mile-*** Use bright pink poster board with black magic marker for attractive signs, open early and close early. And start on a Friday.

Ellen took my advice. She invited a friend over and held a sale. But the results weren't exactly what she was hoping for. She sold the small items but not the rug or cabinets. She made \$78 while her friend made more than \$200. "My friend had a lot better garage sale items than I did, like furniture. Your sales stuff has to match up with what (buyers) need and mine just didn't."

That's the curious thing about garage sales. Ellen could hold another sale next week and a skirmish could break out among buyers vying for the things that didn't sell in her last sale.

You just never know!



(Photo provided by Ellen Poole) Ellen Poole sits on a custom-order rug she was hoping to sell at her recent garage sale. She paid \$1100 and never used it. She was asking \$500 for it (a high price for a garage sale) but there were no takers. The Tempe resident says she'll hang onto it. "It can stay rolled up and stored until I find a buyer for it. I'd rather keep it in my garage than give it away."

#### **MY FAVORITE FIND**

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Send us a digital picture of your favorite garage sale find. Include your name, email address and phone number and email it to: [Lynda@GarageSaleGal.com](mailto:Lynda@GarageSaleGal.com). Watch for the story of *your* treasure in this column!

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*Lynda Hammond is a former television anchor who left the anchor desk for the love of garage sales. Contact her at [Lynda@GarageSaleGal.com](mailto:Lynda@GarageSaleGal.com). Lynda also does garage sale segments on 3-TV's Good Morning Arizona.*