

Garage Sale Tips

Where to begin?

- Once you decide to be part of the Friends of Ortley Beach garage sale, identify an out-of-the-way spot to collect the items you plan to sell.
- Begin to collect items you would like to sell and place them in your boxes.
- Look through your home for items to sell. Don't forget to look in the garage, attic, and shed.
- Save a few large boxes to hold any unbreakable items you have set aside. Find a safe place to store any fragile items for the sale. Use boxes to sort items: clothing, toys, books, etc.
- Designated one box to hold items you will give away for free. Mark the box using large letters that will be readable from the street. Fill the box with items of little value. Things like Happy Meal toys are a good example. Shoppers love a bargain, and placing this box at the edge of your driveway serves two purposes; It lets shoppers know that yours is a well-planned sale, and placing the box at the entrance to your driveway will keep people from parking there and blocking other shoppers.

Start Saving - You will need packing materials for the sale

- Plastic grocery bags and store shopping bags
- Newspaper and bubble wrap for fragile items
- Small boxes for sale of multiple items

Pricing Items

- Keep in mind that most shoppers feel uncomfortable asking questions. Your sale will be more profitable if everything is clearly priced.
- Most shoppers are looking for bargains. According to Best Garage Sale Tips, stick with the **10% rule** when filling out your price stickers. If something is in good condition or brand-new, price it between 10% and 20% of its retail value. If you want a successful yard sale, a great rule of thumb is to keep most of your items under \$5. This does not apply to collectibles or antiques.
- If you would like to sell something of value and are unsure how to price it, try searching for previously sold items on eBay. You will get a sense of what the value is. Try asking your neighbors to recommend an appraiser if you need professional advice. Local Facebook group pages are great for this.
- Don't forget to keep adding to your "free" box. A full box will help get shoppers out of their cars and off their bikes!
- Group pricing: If you have several of the same items, you may consider using a sign instead of pricing each item individually. For example, All books \$1.
- If you have access to a computer and printer, you can create price tags using blank address labels. You can get at least 3 tags out of one label. For example, type "\$1.00 \$1.00 \$1.00," then copy and paste. Once printed, cut them into 3 separate labels. Keep a roll of scotch tape handy in case the tag doesn't stick well.
- Pre-printed price tags can also be purchased from Staples or Amazon.

Displaying Your Items:

- Do you have tables to display your items? If not, ask your neighbors if they have tables you can borrow.

- Outdoor chairs can be used in a pinch. Use the seats to display items that are not fragile or turn the chair around to display against the back of the chair.
- Tarps or blankets can be used to display things like games, toys, pots and pans.
- If you don't have clothing racks, try tying a rope to your fence posts to hang clothing.

Get the word out!

- Friends of Ortley Beach will advertise our town-wide garage sale, but make sure you share the ads on your social media accounts. Links to the address list will be available.
- Invite your neighbors to join the sale. Shoppers like it when locations are grouped together. There's strength in numbers!

The day of the sale:

- Money:
 - Make sure you have coins and small bills on hand to make change.
 - Consider setting up a Venmo account. Make it easy for someone to spend money.
 - If you will accept Venmo or any other cash app, make a sign so shoppers are aware.
 - Venmo allows you to create a QR code for easy access. Create a QR code and print it out to make checking out faster.
- Where to keep your money? Be mindful that you will get busy, and a cash box may not be the best idea unless you have someone to watch it. Consider wearing a fanny pack or crossbody bag to keep your money safe.
- Have markers, tape, and paper handy. If you sell something big and a customer has to come back to pick it up, mark it "sold."
- Keep tarps or plastic handy in case of showers.
- On sale day, make sure you're organized and ready to open on time — or early! Rummage sales always bring out early birds looking for a deal.
- On the morning of the sale, make sure you're ready to capitalize on extra cash from those sunrise sales.
- As the day continues, be prepared to negotiate prices with customers. Consider adding a "half off" or "make an offer" option for the final hour of the sale.

What to do with what didn't sell:

Consider donating any items in good condition. Make sure you call first! Some organizations do not accept items at all times.

- Clothing Bins
 - Union Church on 35 North, Lavallette
 - Shore Hands Dressed and Blessed Thrift Store – 800 Bay Ave, Toms River 732-929-0077. Call for hours. They accept Men's, Women's, and Children's Apparel, accessories, and household items.
 - Rite Aid – 811 Fischer Blvd., Toms River
- Habitat for Humanity - 732-818-9500 – Call for drop-off schedule. They accept furniture in GOOD condition.
- Towels can be donated to animal shelters.
 - Toms River – 732-341-1000 ext. 8450

- Good Will - They are not a charity but accept donations. View www.goodwill.org for more info.
- Look for local social media pages to give away free items.

Shopping Tips:

- Make a list of what you are looking for! Most people forget what they are looking for when they arrive and see all the treasures for sale!
 - Write down the sizes you are looking for.
 - If buying furniture, take the time to measure the space before leaving home.
- Bring small bills. Don't rely on someone having change for a \$50 bill.
- Bring your own bag to carry smaller items and clothing you may purchase.
- If buying electronics, ask to plug it in before you buy it.