

FREE GARAGE SALE SIGNS

GARAGE SALE

(YOUR ADDRESS)

SIGN COURTESY OF
REAL ESTATE ONE

Call any of the Real Estate One Offices listed below to get your **FREE** garage sale sign and successful tips.

HOW TO MAKE YOUR GARAGE SALE A SMASHING SUCCESS

Garage sales are on their way to becoming the budget-conscious buyer and the enterprising seller's best friend. With this in mind, **Real Estate One** offers the following tips for making your garage sale a pleasant and successful experience.

1. Allow plenty of time — three to four weeks — to prepare for the sale.
2. Choose a date that will not conflict with holidays or other special events that might lure prospective customers away.
3. Weekends are more convenient for more people than weekdays.
4. Your sale is likely to attract more customers if you join together with neighbors in a larger effort with sponsoring neighbors. Some homeowners groups are looking for garage sales that are proving popular.
5. Practical household goods, appliances, children's toys and clothes, sports equipment and garden tools are popular items. Adult clothing has less appeal. Any clothes on should be provided.
6. Merchandise your items attractively in neat, clean surroundings. Floor sales attract a pretty set of buyers. Place most desirable items in the back of the garage to lure customers in. A place for customers to sit is a good idea.
7. Have a 25-cent merchandise table for youth shoppers.
8. All items should be clean, polished and in good shape. Clothes should be stored separately and hung on a temporary rack, using hangers and hung in place to lure buyers before they buy.
9. Have your merchandise table near an outlet so customers may try before they buy.
10. Be sure there is adequate parking space and a place to load large items.
11. Have plenty of paper bags and boxes for packing and newspapers for wrapping glass items.
12. Place a classified ad in the local papers, including 3 or 4 specific items for sale, directions and other pertinent details.
13. Take advantage of the publicity provided by bulletin boards in grocery stores and other public places.
14. Provide directional signs to your property if needed, either an indexable left for sale, or a sign for hold an open house on the same day as the sale, thus increasing interest in both the house and the sale.
15. If your home is listed for sale, have your Real Estate One agent place a sign in the yard.
16. Visit other sales to form an idea on how to price things. Get a sense of the garage sale shoppers are looking for "bargains" — be prepared to bargain and lower your prices.
17. Ready-to-use items such as clothes should not be sold at a garage sale, because it is unlikely they will be sold. On the other hand, nothing is too valuable to someone. Have a giveaway box for old magazines and other "treasures" for old.
18. Place a notice that all sales are final and payment must be in cash.
19. Have plenty of change in a cash box kept in a protected spot. Keep a record of sales, especially when there are several sales. One record by device that is simple and efficient is to use a small white index card with the date and time of sale, and a list of items and prices. When the item is purchased, remove the card and place it back in the name of the sale.

After holding one or two garage sales, you can probably add some more wisely chosen items to your own. A lot of opportunities will make for a successful sale and an excellent house!

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