



Greenstock Day Celebration 2020!

City Wide Yard Sale

Weekend of June 20th

Please join us as Woodstock continues its journey to “Go Green”!
Reuse ~ Repurpose ~ Recycle ~ Rethink ~ Reduce

Why?

The Great American Cleanup organizes millions of volunteers in locally-directed activities that encourage individual stewardship for the environment and care for the community. Efforts in litter prevention and removal, waste reduction, recycling, beautification, and community greening result in cleaner, greener, safer and more beautiful public spaces. In honor of Earth Day and Keep Georgia Beautiful, residents are encouraged city-wide to hold yard sales!

How do I sign up?

Easy sign up! Visit www.WoodstockParksandRec.com Special Events and submit your address online. Only your address and subdivision will appear in the advertisements. Please put up **your** individual street signs for days, hours, and directions. **Be sure to remove the signs immediately after your sale. Reuse them next year!** (Addresses for the Yard Sale Ads will be accepted until 6-8-20)

Is there a Fee?

There is no cost to you!

Where will you advertise my sale?

City of Woodstock/Parks & Rec Website
Flyer
The Park at City Center Kiosk
City of Woodstock E-mail blasts
Woodstock Patch

Craigslist.com
City of Woodstock Cherokee Tribune Ad
City of Woodstock Ledger News Ad
Parks and Recreation & City Facebook Pages

What should I do with my leftover garage sale items?

Recycle: After your sale, if you have clothing, bedding, shoes, towels, stuffed animals, belts, hats, purses, and backpacks left over, please donate them for reuse or recycling at any USAgain bins which can be found at www.usagain.com.
Donate: Call your favorite charity, they would love your donations!

Keep Georgia Beautiful Foundation
KEEP AMERICA BEAUTIFUL AFFILIATE

Woodstock
Recycles



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mstockdale@woodstockga.gov

www.WoodstockParksandRec.com

City Sponsored Event

www.WoodstockConcertSeries.com

101 Garage Sale Tips for Sellers

by Frugal Frog for WeekendTreasure.com

Why Have a Garage Sale?

1. Need to make a little or a lot of extra cash? Do some spring cleaning and declutter your house! Less is more. Think Feng Shui! Less clutter makes you feel good and in control of your environment.
2. Clean out that garage, basement, attic, spare room, or shed. A good rule-of-thumb is to get rid of anything you haven't used in the last year. And don't forget that storage shed you pay rent on. Better to make money on those items than to continue paying more rent than what the stuff is worth.
3. Give yourself plenty of time to get ready. At least a month will give you time to get everything you need organized.
4. Ask family members to join you. The more stuff you have, the more attractive you are to the garage-salers who drive by.
5. Invite the neighbors! Neighborhood or community sales are very popular and people will come in droves when they know they can go to 10 or 20 sales or more in one area.
6. You might go to other yard sales and garage sale to see what you like or dislike about each one and incorporate those aspects you prefer into your own. See what works and doesn't work. Think like a shopper.

Where to Start

7. Start gathering things and price as you go! This will make setting up for your sale much easier. (see pricing below)
8. As you find items to sell, make sure everything is in clean and good working order.
9. If it's broke or unrepairable, throw it out! If it's dirty, wash it!
10. Make repairs to clothing and or press and hang on hangers. Infant and toddler clothing should be neatly folded and laid flat.
11. Check the ordinances in your city to see if you need a permit to hold a garage sale. Some cities, like mine, do not require them but many do. They have rules governing how many sales you can have per year as well as how many days in a row. Don't risk ignoring the ordinances and getting shut down in the midst of your sale.
12. Choose a date that is as compatible as possible with other family members so you'll have the assistance that you need. Most sales are on Friday and Saturday and some are just Saturday. The more stuff you have to get rid of, the longer you should consider having the sale. In my area, many like to have 3 or 4 day sales starting on a Wednesday or Thursday and ending on Saturday or Sunday.
13. Choosing a start time is important. Do not advertise that the sale opens at 7 am, if you aren't an early riser. Times differ as much as people and can start anywhere from 6 am to 10 am. Be aware that if you say you will be open at 8 am, you might have eager buyers (aka "early birds") standing in your yard at 7:30. If you say you'll be open until 5 pm, do not close at 4pm.
14. Decide what you will do if it rains. Some people have it anyhow, if it's all contained in a garage. Die-hard garage-saler go to sales in the rain.

Garage Sale Pricing

15. When pricing your merchandise, think of prices you would like to see if you were shopping at a garage sale. The lower the price, the faster it will sell, the more money you make and the less you will have to pack up at the end of your sale. Nobody likes packing up the leftovers. A good rule-of-thumb for pricing is 1/2 to 1/3 of retail prices.
16. Make sure you have a tagging system like a different color ticket for each member participating. Colored stickers are easily found at Walmart and other such store for mere pennies.
17. Do not use plain color-coded dot stickers and then have a price chart posted. It's frustrating for buyers and hard to keep track of. Example; Pink dots - \$1.00, Green dots - 50¢, Yellow dots - 25¢.
18. Mark your prices large and clear on each tag with a medium line marker or pen.
19. Do not use sticker tags or tape on paper goods or cardboard boxes. This may ruin the condition of collectible items when they are removed.
20. Do not use markers directly on merchandise. This can ruin items and usually doesn't come off.
21. Do not place prices on bottom of merchandise but rather on top or on the side where it can be easily viewed without picking up.
22. Use an 8.5 x 11 sheet of paper for large items such as furniture. Print in large letters and tape on the front or lay on top. String tickets attached to handles or knobs is another option.
23. If you have history on family items like the year you acquired it (especially if it's an antique), this information can be valuable to the buyer. Print this on a sign and place on the item. For example: "Aunt Edna's rocking chair - been in family since 1955".
24. Make sure you indicate if an item requires batteries or if there is a minor fixable problem but it still works. Be honest about the condition. For example: "TV is not cable-ready." or "Cell phone works but needs new battery."
25. Offer a "free box". Everyone loves those! Put in little items you know you can't get a quarter for or little toys for the kids.
26. Please do not place eBay auction pages on your merchandise or tell people how you can sell it for more on eBay. Your garage sale is not an auction. No one cares what it sold for on eBay. If you can sell it for more on eBay, then you do it!
27. If you are the only one having the sale, you can get away with having a 25¢ or 50¢ table without price stickers. Kids love these tables.

Preparation

28. Decide how many tables you will need and beg, borrow and steal any extras you might need from family, friends and neighbors. And don't forget a table for checking out customers.
29. If you live in a hot climate area, you might want to borrow a fan or two for in the garage. The more comfortable you make your shoppers, the longer they will browse.
30. Another thing that works good in hot weather is canopies, if you are setting tables up outside.
31. How many people will you need for the sale? Create a schedule for everyone participating for all the days you will be open keeping in mind potty breaks, lunches and people to help assist and watch customers. Make sure everyone knows their shift and their job.
32. Make sure you have the following items ready for the day of the sale: note pad or paper for figuring and for placing price stickers on after sale, pens, calculator, money box or better yet, a fanny pack or carpenter's apron.
33. If you plan to sell adult clothing, figure out what you'll use to hang up the clothes and borrow any needed supplies. Good ideas for hanging clothes are a portable clothing rack, a broomstick or shower curtain rod between 2 high ladders, or links on a chain-link fence. If your sale is in the yard, the outside edge of a trampoline, a clothesline, or low branches on a tree might work well. Borrow any ladders or broomsticks you might need.
34. Start collecting bags and boxes to pack merchandise in, along with newspaper for breakables. You'll need plenty the day of your sale.

Advertising & Signage

35. Advertising can be done many different ways, word of mouth, flyers, signage, online (here at WeekendTreasure.com!), and newspaper advertisements.
36. Before preparing signs to post around the neighborhood, check your local ordinances again. There are some cities who regulate signage and where you can place them. Do not post signs on telephone poles.
37. Use large thick cardboard in bright colors or corrugated cardboard cut from boxes and a thick black marker to make your letters. Staple the signs to long pointed stakes and pound them in the ground. Make sure the signs are anchored enough so that they will not blow away or fold over should there be a sudden gust of wind.
38. Or take old realtor sign frames and place cardboard in the center. Don't forget to mark both sides and have arrows pointing the right direction.
39. Add balloons, streamers or pinwheels to your sign to catch attention.
40. The best signs are those that tell only the necessary information. Provide the day (ex: Fri, Sat, Sun) with date (ex: 6/4) and start and end times (ex: 8-4), and street address (ex: 555 Sunny Ln.), then have arrows pointing in the right direction. Remember that those reading the signs are going at least 30 mph. They can't read a list of what you are selling or small letters driving past.
41. Drive past your signs and see how well they are viewed. Adjust them if necessary.
42. If sign making sounds too hard and time-consuming, order a kit at <http://www.salesigns.info/>. No need to mess with markers, wooden stakes or cardboard! (and they are rain-proof!)
43. An alternative to making the typical poster board garage sale sign might be an old sheet hanging on a fence with large letters painted on spelling out YARD SALE with an arrow. Imagine what a huge attention-getter that would be!
44. Make flyers and post on area bulletin boards at grocery stores, laundry mats, place in neighborhood newspaper boxes or in front doors. Do not put in mail boxes as it is a federal offense.
45. Advertise in your local newspaper checking for any specials they might run for garages sales, like they do in my area. Call it in a week ahead, so you won't forget at the last minute in all your busy-ness.
46. Make sure you start the advertisement a day or two before the sale starts. A sale running Thursday through Saturday should run Wednesday through Saturday.
47. Ask if they re-run garage sale ads in the event of a rain-out.
48. Post your garage sale here on weekendtreasure.com!
49. Advertise on your local FreeCycle.com mentioning everything past 3 pm on your last day of the sale will be free and sitting in the driveway or at the curb. (but you cannot just advertise your garage sale, as anything offered on FreeCycle "must be" free!)
50. Read other garage sales ads in the paper and see what catches your eye. Is it bold print, a long list of merchandise? List yours including the major categories of things you have in your sale like infant items, tools, home decor, furniture, toys, electronics.
51. What do you call it? Garage sale, yard sale, rummage sale, barn sale, moving sale, tag sale, estate sale? I think a lot depends on the region of the country you live in, where exactly your sale will be held and what the reason is for your sale. Estate sales are typically for selling a household after a person passes on or moves into assisted living.
52. The night before your sale, place all your signs up so there is less rushing in the morning. You will be busy enough with everything else.
53. If you have large items you are still using and is too difficult to bring out into your garage, make a large sign stating the items you are selling with price and then "ask to see". Only do this if you have an extra person available to show them. Do not do this if you are alone. You do not want to leave your garage or yard unattended.

Display is Important

54. If possible, set up the tables in your garage and start arranging a couple days earlier. If there is more than one family, it may take some time.
55. Sweep out the garage, cover things you do not want to sell with sheets or tarps.
56. When setting up the tables, keep in mind traffic-flow. Do not have any dead spots where people cannot get out or they get cornered. Keep an open path and enough room for people to pass one another.
57. Cover tables with attractive tablecloths, sheets or blankets for a nice display.
58. Set up your hanging device whatever it may be and group adult clothing together by gender and size.
59. Infant and toddler clothes may be folded neatly or lying flat on table and also grouped into sizes or gender.
60. Arrange items on tables and areas according to theme or categories. Put all tools together, toys, books, electronics and so on.
61. Make sure electronic items have access to an electrical outlet for testing.
62. Bring out extension cords if necessary to plug inside the house
63. Have batteries available to show items work such as; radios, toys and other items you might sell that need them.
64. Make sure all light bulbs work in the garage and have them all on the day of the sale.
65. Decide where you and your helpers will park. You want to make it convenient for your customers. Park down the street, if you can and allow as many spaces as possible in your drive or in front of your house.
66. Rope off your yard if you do not want people driving, parking on it or walking through it.
67. Have designated areas that you group like things into such as; tools, clothes, toys & games, infant items, books, household décor, electronics, and furniture.
68. Keep any small items such as jewelry in a display case or very close to you or another adult running the sale. When it's crowded, things can disappear really quick.
69. Keep items off the ground, if possible. No one likes to have to get on their knees to look or stoop.
70. Decide what large items or extra tables can be brought out into the driveway for attention. Many cannot see what's in the garage until they get out of their car. You need to make the driveway inviting and enticing with your merchandise.
71. Place a radio in the garage and prepare to have easy-listening music playing at a low volume. Customers will shop longer if they are not confronted with uncomfortable silence.

It's About Money!

72. Make sure you have been to the bank for change a day or two earlier. Have plenty with you because on weekends after everyone gets paid, they use a lot of twenties.
73. Make sure you know who will handle the money ahead of time and make sure it's someone good with figures and making change. More than one person can help during a rush.
74. Make sure when a customer pays you, you leave the bill out on the table and then count change back to your customers, so there are no mistakes. Watch and be aware of quick change artists and take your time.
75. Have a system for running big bills into the house for safe-keeping.
76. Decide if you want to accept personal checks before the first person asks you. (personally, I would only take them from people you really know.)
77. Have a receipt book on hand in case someone requests one for a big ticket item such as a piece of furniture, an automobile, or a computer.
78. Have a tape measure or yardstick available for those needing one to see if something fits before they buy. This could clinch your sale!
79. Put up an "ALL SALES FINAL" sign.
80. Have "SOLD" signs available to tag those items someone may need to come back with a truck for.

Decisions About Safety

81. Don't talk about how much money you are making. (Don't tempt thieves.)
82. Don't let anyone in the house for any reason. Not to use restrooms or try on clothes.
83. Keep all doors locked except the one near you that you are using to go in the house from the garage.
84. Make sure each person helping with the sale knows what their job is. Is it taking money, watching tables, getting lunch, running bills in the house, or greeting customers?
85. Please do NOT stand or sit together talking or talking on your phone and ignoring your customers. Make yourself available to them.
86. Discuss ahead of time if everyone is willing to negotiate their prices and when. The last day? Mid-day? Or maybe they already priced a tad higher to allow for negotiating. Make sure you know before it starts. I advise not to negotiate too early unless already given wiggle room in the prices already marked.
87. Keep dogs inside the house or in another secured area. As friendly as dogs can be, accidents happen whether they snarl at a stranger or some child or elderly person trips over Fido. There is also the possibility your precious pooch could get stolen. It has happened before.
88. Invite your older children to join in! Children can help by setting up a little snack area and sell cans of pop or bottles of water from an ice-filled cooler and maybe offer donuts or homemade cookies sold in bags of 3 or 4. Make it easy for children by charging 50¢ apiece. Cold drinks are especially helpful on hot summer days. Keeping children busy or finding a sitter for younger ones is a good idea so you can keep your mind on your sale and not them.

Ready, Set, Go!!!

89. Get plenty of sleep the night before and get up early, make coffee, and eat breakfast! You'll need the energy! Do not open late! Be on time! Better early than late!
90. Double check and make sure everything was unpacked and out on display and is priced.
91. Expect early birds to show up but don't be pressured to open early if you don't want to. Keep your garage door closed, be polite and tell them you will open at whatever time you have designated.
92. Open your garage door, smile and greet your customers!
93. Expect a rush the first few hours and to slow up about noon/lunch time.
94. Pay attention and be helpful but do not pressure people or follow them around.
95. As items sell, rearrange to make tables look full. If tables start to look slumpy, take them down and fill the other tables.
96. Be prepared to haggle but don't be intimidated into doing what you don't want to do.
97. Jump on offers at the end of the 2nd or last day so you won't have as many leftovers to pack up.
98. Make sure you thank customers for coming whether they buy anything or not.
99. Stay open until your advertised time. Nothing is as irritating as driving to a sale or following a sign only to find it closed early!
100. At the end of your sale – close up, pack up, and take all your signs down so that no one comes knocking at your door. If possible, have someone take the signs down before you close the garage.
101. Save everything until the next sale, donate to charity or offer it all on FreeCycle!!!

Top Tips and Tricks for a Successful Yard Sale

Hosting a successful (and profitable!) yard sale will be a breeze with these 15 tried and true tips.



By: Ellen Ford

If you'd asked me five years ago if I ever thought I'd have a yard sale, I would have laughed in your face and said no with gusto. It seems like everyone I know grew up in one of two camps: those who yard sale, and those who did NOT. I was in the NOT category. As an adult, it wasn't until I started trying to find vintage furniture to remake that I (very apprehensively) hopped on the yard sale circuit. I'll admit that I still get overwhelmed, haggling still makes me a little nauseous, and that sometimes, a yard sale that looks promising can be a dud. BUT – I'm a convert.

Going to yard sales vs. having a yard sale? Two totally different beasts. We had a HUGE yard sale last weekend and I'm still recovering. I did some research on tips and tricks, put on my marketing hat to promote the sale, planned out the layout and prepped the heck out of everything we were selling.

In the end, it was COMPLETELY WORTH IT. We made more money than I ever expected, we got rid of a ton of (nice) stuff that was just taking up space, and we learned some valuable tips along the way. And I'm going to share them with you today so your yard sale can be successful beyond all expectation. Are you ready? Here we go:

TIP #1 – Location, location, location:

If you don't live on a well-traveled street, or live in a spot with no parking, maybe it's time to make a deal with a friend or family member in a better spot. Location is the difference between a home run and a dud, when it comes to yard sale success, so do your best to aim for the best location possible. It's worth it to check to see if you need a permit from your city for a yard sale, too. Nothing rains on a good sale like getting shut down. Bonus tip: if a friend/family member gives you the go ahead, make it a multi-family yard sale – people tend to go out of their way for two-in-one sales, estate sales, and moving sales.



TIP #2 – Pick the right date:

Some experts tell you Sunday sales are the most successful, as most of the population either makes plans for Saturday or reserves the day for family time or errands. Sunday worked great for us, but we also planned our sale for a three day weekend, so Sunday was sandwiched in the middle. A less common yard sale day of the week? Friday. If you think about it, you could actually make out really well with collectors and retirees by holding a sale on a Friday, and if you have the endurance, hold a Friday/Saturday sale to get as many customers as possible. In terms of the summer season, aim to have your sale before it gets blisteringly hot where you live. Once you set a date, keep an eye on the weather and come up with a contingency plan in case of inclement weather.

TIP #3 – Timing:

We heard over and over, “Start early so you don’t miss the early bird buyers.” So, we planned to start at 8am, thinking we were in great shape. Until 7:15am rolled around and we had a line of cars parked with several people asking to start shopping early. And once passersby see one person shopping, it’s all over. (Lesson learned – do not be the nice girl who lets that one lady who has to go to work at 8am “just take a peek.”) All of a sudden, we had shoppers ready to haggle, bargain and buy – 45 minutes before we were supposed to start the sale. We scrambled and managed it, but time your sale so that you can catch as many shoppers as possible, without having to scramble. With our unexpectedly early start, our sale went from 7:15am to 2pm.... but we also had straggler shoppers until after 3pm.

TIP #4 – Signage:

Most of your customers will learn about your sale from your signs, so make them as clear as possible, listing the location, the date and time of the sale, and the hot ticket items to be sold. Make sure you strategize where you’ll post your signs (respecting all city restrictions, of course) so that as many people as possible will see them. Have the signs ready to put out the day or night before helps, too – you’ll get the evening AND early birds making note of where their first stop should be in the morning.



I bought these waterproof corrugated signs from Staples, along with a few Sharpie markers, to make signs we could put out the day before that wouldn’t succumb to rain overnight.

TIP #5 – Advertise:

Getting the word out is critical. We posted an ad on Craigslist and had several people mention it specifically as the reason they came to our sale. See if there's a spot in your local paper where you can post an ad for free. And of course, let ALL of your friends and family know by posting the details of your sale via social media or email.

TIP #6 – PREP:

I would say 90% of the success of our sale can be attributed to the thorough, laborious prep work we did. Over the course of two or three weeks, we pulled items to be sold whenever we had a couple free hours, creating a landing spot for all items destined for the sale in a garage bay. A week before the sale, I started organizing, sorting, and pricing. The day before the sale, we grouped everything so that we could move everything out into the driveway/lawn in an organized manner, not a chaotic mess. We created a plan for what was going to go where, how it would be laid out, how many tables, shelves, clothing racks, etc. we needed and gathered them up. Essentially, we prepped for THREE TO FOUR WEEKS. Yes. That's right. Save yourself the stress and headache – don't try to throw a yard sale together overnight. You won't make money and it won't be worth it.



TIP #7 – Pricing:

Speaking of making it worth it, price everything so that it's a deal, and make sure you put a price tag on everything, to avoid on the spot brain freeze or haggling. The general rule is 50-30-10 – new, unused items get priced at 50% of their retail cost, slightly used items = 30% of retail, and used items = 10% of retail. Also, if you're selling books, CDs, or other small items, try a "Buy 1, Get 1!" or similar package deal. For customers, this feels like a great deal (so they buy more) AND all of that stuff you don't want any more goes away. By the end of our sale, I was ready to start giving books away to people just so I wouldn't have to box them up or move them again, but because we did a package deal, almost all of them sold.



TIP #8 – Enlist Help:

Putting on a yard sale is a labor intensive undertaking. If you have friends or family who can help you set up, work the crowd, man the cash “register”, or run other errands, I would highly recommend it. The extra sets of hands will be well worth splurging on pizza, donuts, beer, what have you, to say thank you.

TIP #9 – Stage the Show:

We ran out of tables to put small items on, so I got a little creative and pulled out a large tarp and some clean, blank cardboard to make a display on the ground. Guess what? Nothing on the ground sold. NOTHING. The lesson? Get everything up off the ground and onto tables, shelves, and clothing racks. Even if you have to fake a clothing rack with a sawhorse, do it. People browsed the...ahem...WELL-LOVED snowboarding jackets my husband put on a clothing rack far more than the adorable, barely worn baby clothes I had on the cardboard/tarp on the ground. It makes literally no sense – baby clothes are usually a hot ticket item at yard sales. And being a picky perfectionist, these were barely worn, excellent condition, name brand clothes. Next time, that stuff gets a prime spot on a table and we’ll see how it goes.



TIP #10 – Tools, scraps, etc.:

We had a steady traffic jam over in the “tool section” where my husband was selling old tools, as well as what amounted to a mini hardware store. He threw all of the boxes of screws, nails, fixtures, etc. that were either unopened or barely used out there and they sold like hot cakes! Even the old tools (that I totally made fun of for being “antique” with their sad old cords) sold out fast. Have old bricks, wood scraps, cement blocks, garden pavers, or bagged mulch that you’re not using? Price it and put it out. You’ll be shocked.

TIP #11 – Put the good stuff in plain view:

This is veering into Captain Obvious territory, but here’s where I almost went wrong with my layout. I had a plan in mind so that buyers in our driveway would see a few key, big ticket furniture pieces first... until my husband pointed out that by placing those items where I wanted them, the “drive-by” shoppers wouldn’t have a good view. And we wanted anyone driving by giving our sale the slow roll glance to stop. So, we reorganized the layout so that the antique mahogany bedroom suite was front and center, calling out “Yeah, you should stop. This is worth your time,” to everyone who slowed down to take a peek at what we were selling.



TIP # 12 – CASH:

Do. Not. Forget. The. Bank. Barely by the skin of our teeth, we remembered to go get plenty of ones, fives, tens and quarters. By the end of the day, we were swimming in ones and fives, but in the early morning, everyone was passing us twenty dollar bills for purchases of \$1.50. Eeeesh.

TIP # 13 – Treats:

Have kids helping out with your sale? Why not let them get in on the money making lesson by selling homemade cookies, brownies, donuts, muffins, coffee, or lemonade? You’ll be shocked at how much money they make.

TIP #14 – Stow the Little Ones with Family or Friends:

Kids helping out with baked goods is one thing but trying to keep track of a toddler while managing a yard sale is a totally different type of cat herding. Not only are you likely/hopefully going to be in a high traffic location (i.e. close to the road) but there will be strangers roaming around, and people buying the toys that your child might suddenly decide are NOT FOR SALE. If you can, save yourself the stress. Our daughter spent a blissful day with her Nana, unaware that we were unloading her baby toys that we'd been hiding in the basement to the highest bidder. She'll never know they're gone, we didn't have to stress about keeping an eye on her, and we made plenty of money to splurge on some new, age appropriate toys for her. Win-win.

TIP #15 – Let go of expectations, and be ready to do it again next weekend:

I thought I had a pretty good idea of what would sell and what would might still be in the driveway at the end of the day. But I was totally shocked. Some of the things I thought would be gone by 8:15am didn't sell and a few things I thought weren't even worth putting out got snapped up. I was chatting about it with one gentleman who stopped by and after he told me he's an antiques dealer, he told me that we needed to have another sale again in a week or two, because it's all about who stops by your sale. There might be an event or activity going on nearby that draws all of the people who you want to buy your baby clothes, your boating equipment, your tools. This self-professed lifelong yard sale pro advised that we give it another try and see if we hit it right the next time.