



Tips for a Successful Yard Sale

YARD SALE



Solid Waste & Recycling Division
253-931-3038, option #2 | auburnwa.gov/solidwaste

Funding for this project provided by a Coordinated Prevention grant through the Washington State Department of Ecology and a King County Waste Reduction grant



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Make Every Day Earth Day! Start at Home with a Yard Sale!

Yard Sale Signs

- Keep within the local City sign ordinances without cluttering the streets and neighborhood.
- Do not post signs on telephone poles.
- Yard Sale Signs are allowed in the City of Auburn provided that signs are located on the site of the event advertised.
- To provide safe visibility for drivers and pedestrians, signs located on a corner lot can't exceed 3 feet in height.
- If you need more signs, you can download from www.auburnwa.gov/solidwaste or pick one up at the Finance and Utility counter at 1 East Main St., second floor or call 253-931-3038, option #2
- Please remove ALL signs when the event is over.

What to Sell

- Anything that still has usability and value.
- Dressers, bookcases and tables are popular.
- Nostalgia items sell well. Display up front and easy to see.
- Antiques are usually in high demand.
- Appliances, tools, garden equipment labeled "working" or "needs repair."
- Clothing. Clean and easy to see. Hang-up and tag with the "size" if possible.
- Baby items, toys and games.
- Plants, too!

How to Price

- Use shopper's price tags or small Avery labels for all items.
- Yard sales are for bargain hunters; price accordingly.
- Prices should be higher for brand new items and antiques.
- It may be necessary to regroup items or reduce prices on things that do not seem to be selling.
- Be prepared to consider offers (of lower pricing).

How to Set it Up

- Group sales are fun! Join with neighbors and friends.
- Accessible displays are important. Choose a highly visible location, such as your driveway.
- Make sure there is good lighting.
- Set up convenient, attractive displays so shoppers can easily find merchandise.
- Have a central place to pay, and be sure to have sufficient change. It is best to use a closed box for the money.
- Offer receipts if requested.
- Use the "Inventory Sheets" from this kit to record sales.
- Prepare articles for sale. Items should be clean.
- Planning, preparation and enthusiasm are keys to success!
- Remember the rules of conduct used by successful retailers: Courtesy, friendliness, fair dealings and willingness to offer service are important to any successful sale.

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