

# How to hold a lucrative and effective yard sale

To my right, a man with a scruffy beard and glasses holds the backpack I once carried through the streets of Macau. To my left, three teenagers sort through a stack of videotapes arranged at the edge of the bedspread I bought for my first apartment. And dead ahead, my husband stands removing bubble wrap from stereo components that once played Jack Wagner's greatest hits.

Like so many families who find their homes overrun by clutter, we had fought back by staging a yard sale. Throughout that day, strangers and neighbors perused bits of our past — some trivial and some deeply nostalgic — offering a dollar, maybe five, to take possession.

It was cathartic. It was profitable. And it was much harder work than we'd expected.

Holding a lucrative and efficient sale takes planning, patience and a willingness to let go of the miscellany that clogs your basement or attic.

According to Joe Rosson, co-host of the syndicated series "Treasures in Your Attic," the hardest thing for most people is letting go.

"Clutter is the enemy of the modern household," he says. "If it's cluttering up your house and you ain't using it, it's time to get it gone. The problem is that so many people have separation anxiety."

Deciding to sell your unwanted stuff — anything from the snowboots you wore in college to the scratched frying pan your mom used for omelets — ought to be simple. But acknowledging that you'll never use these things again requires acknowledging the passage of time, a difficult thing in our youth-obsessed society.

John D. Schroeder, author of "Garage Sale Fever!," advises sorting your possessions gradually over several months, gathering unwanted items in one location. Late winter and early spring can be the perfect time to comb your closets and cupboards in prepara-

tion for a spring yard sale. "You can take a couple of weeks to price it, or price stuff as you find it," he says. "It doesn't have to be work if you string it out over a long time."

Pricing can be the trickiest step.

Yard-sale shoppers want bargains, so prices must be kept low. "People come wanting to spend a quarter or two dollars," Rosson says.

But with potential antiques, it's crucial to research the value before you price it.

"Toys, for example, can be exceedingly collectible," he says. "Those dolls your child played with 30 years ago might be valuable."

Some items — in our case, "Six Million Dollar Man" toys circa 1975 — may be better off sold on eBay than on your front lawn.

Rosson and Schroeder both advise putting price tags on each item, something my husband and I planned to do but ran out of time for. Our compromise was to group things

by asking price: One table held an assortment of \$10 items and several boxes were clustered together, all filled with books costing \$5 each.

Arrangement can be as important as asking price. Pieces of kitchenware displayed on a card table may catch someone's eye and get sold, but those same items thrown in a box on the ground will likely go unnoticed. "Pretend you're a retail store owner," says Schroeder, who spreads items out on blankets only if he runs out of table space.

He also places "traffic stoppers" near the road — large items such as furniture that catch the eye of passing motorists.

Once a crowd forms, it often grows exponentially. "It's like a self-fulfilling prophecy," Schroeder says. "If you have a lot of stuff and a lot of people stopping, then more people will stop because they see all the people."

Many come seeking books or dishware or children's items, but there's no telling what people might buy or request. Shoppers may ask to use your bathroom or even attempt to let themselves into your home to see what other items might be available.

**'If it's cluttering up your house and you ain't using it, it's time to get it gone.'**

**Joe Rosson**  
**'Treasures in Your Attic'**

# Copeland Frames

*Makers of the memory keepers.*

*You make the memories, we make the keepers.®*



- Art Gallery
- Custom-made
- Ready-made
- Metal
- Matting & Accessories

Located at 23657C Hwy 80 East  
next to Fordham's Farmhouse

**489.0870**

Get up to \$1500 off a selection of  
John Deere products.

**\$FROM \$1650\***



L1100 SERIES LAWN TRACTOR

**WHILE SUPPLIES LAST**

**JOHN DEERE**

Nothing Runs Like A Deere™

GX255



**UP TO \$1500 OFF!!!**  
Financing available!

**2005 MOWER MUST GO!!!**

Too many 2005 models in stock. GET UP TO \$1500 OFF LAST YEARS MODEL!!! L111 \$1650, L120 \$2200, L130 \$2350, LT160 \$2450, AND MANY MORE!!! FINANCING AVAILABLE!!!

**AVAILABLE AT  
BLANCHARD  
EQUIPMENT CO.  
INC**

**B**

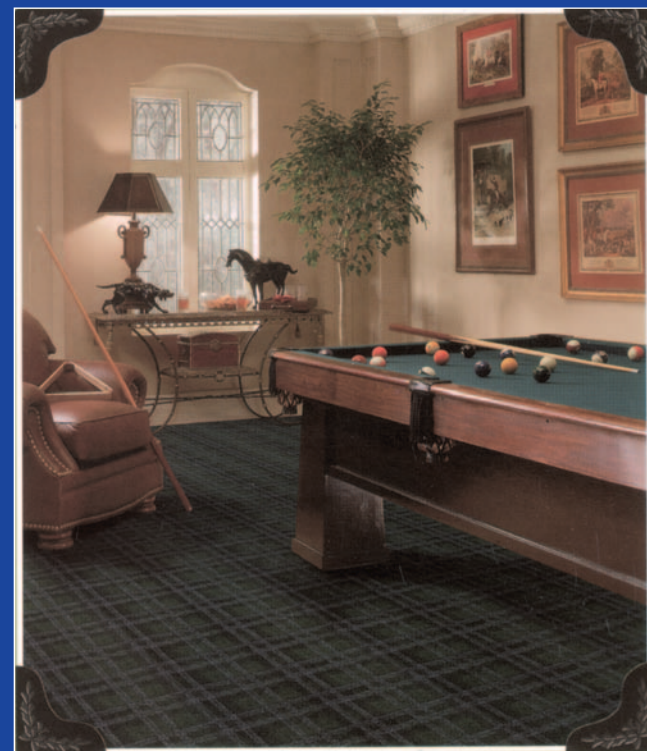
**BAXLEY  
CARPET COMPANY**



Carpet • Wood  
Ceramic  
Custom Blinds

Quality  
Installation

**FREE  
Estimates**



Gary & Brenda Baxley  
Kip Baxley

**764-5033**

**WWW.BAXLEYCARPET.COM**

22831-B Hwy 80 East • Statesboro, GA

SALE SALE SALE

www.JohnDeere.com

BLANCHARD EQUIPMENT CO. INC.  
138 HIGHWAY 80 WEST  
WAYNESBORO, GA 30830  
(706) 554-2158

BLANCHARD EQUIPMENT CO., INC  
331 INDUSTRIAL WAY  
SWAINSBORO, GA 30401  
(478) 237-3556

BLANCHARD EQUIPMENT CO., INC  
791 HIGHWAY 15 SOUTH  
TENNILLE, GA 31089  
(478) 552-7782

BLANCHARD EQUIPMENT CO. INC.  
201 STOCKYARD ROAD  
STATESBORO, GA 30458  
(912) 764-5629

BLANCHARD EQUIPMENT CO., INC  
525 SOUTH US 1 BYPASS  
LOUISVILLE, GA 30434  
(478) 625-3746

\*While supplies last. Offer ends 03/31/2006. Prices and model availability may vary by dealer. Some restrictions apply; other special rates and terms may be available, so see your dealer for details and other financing options.

Available at participating dealers. John Deere's green and yellow color scheme, the leaping deer symbol, and JOHN DEERE are trademarks of Deere & Company.

C74CUBD0802-00095630

SAFETY live with it