It’s early morning at the Baus household in Mesa and Deb is gearing up for a big day. She and her family are moving—downsizing to a smaller home a few blocks away—and it’s time to get rid of items that won’t fit in the new house. “I really like all my stuff but I just don’t have room for it now.”

So, Deb is holding a garage sale-- on a Friday. “It’s been crazy. I’ve have been swamped. There have been at least six people here the whole time since (she pauses and looks at her watch, it’s 7:20) oh, my gosh! I’ve only been open for 20 minutes. I can’t believe it. I’ve gotten rid of so much already.”

Welcome to Friday garage sales-- the best day of the week to hold a sale. Deb has had sales on Saturdays but they just haven’t been as successful. “There was such a noticeable difference it just wasn’t worth it. So, I typically only shoot for Friday because it’s always a good day.”

It might sound odd that Fridays are good garage sale days. After all it seems to make sense that Saturdays would be the better day. More people are off work and they have the time to go to sales. But here’s why I think planning a Friday sale can bring in more money for the seller.

Friday Sales are hot:
1/Supply and demand: There are fewer sales on Friday but still gobs of garage sale fanatics–like me—looking for sales. So, you’re bound to have a good crowd.
2/The Signs: Say you come to a corner and see one garage sale sign. If you’re out hunting for sales and you need that “fix” you go to it. But if it’s a Saturday when typically there are 5 or 6 signs at any given intersection then chances are buyers don’t go to all of them. And if they do they likely spread that money around..between all the sales.
3/Community sales: The same goes for community sales. They’re typically held on Saturdays and when everyone’s having a sale that can cut into your profit. Deb agrees. “They’re not worth it because there are just too many sales for people to choose from.”

So, hold your sale on Friday—the day before the big neighborhood sale. If you have things left over then open up the next day. But at least you’ll know you did your big business the day before.
4/The “heading to work” buyers: Friday sellers often benefit from one crowd that Saturday sellers don’t—people heading to work. I always get buyers who say they’re in a hurry because they’re on their way to work but they just “had to stop by”. Those folks often buy one or two things.
5/Proof is in the profits: If you have a sale on Friday and Saturday, compare your profits. Chances are you’ll make twice the amount on Friday. I know I always do and so does Deb.

She brought in about $800. “I sold almost everything and I was done by noon. I’ll never have a sale
again on a Saturday.”

Now, I’m not saying don’t have sales on Saturdays—gosh what would I do each weekend? You’ll still make money—after all Arizona is what I like to call the “Garage Sale Capitol of the World”! But if you want to make more money and Fridays are convenient for you— well, then Happy Garage Saling!

Deb Barnes (left) holds a garage sale on a recent Friday in East Mesa. Deb, 42, says she stopped having sales on Saturdays because “it turned out to be a big waste of time” due to smaller crowds.

(Photo by Lynda Hammond)

MY FAVORITE FIND

Do you have a garage sale find you love? Something that makes you smile when you look at it? Share it with us. Send us your picture. Include your name, email address and phone number and email it to: Lynda@GarageSaleGal.com. Watch for the story of your treasure in this column!

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480-363-2791

42 years old

I have three a year.
Always have them on fridays...
Did have one on saturday..but there was such a noticeable difference that it just wasn’ worth it. And they’re a lot of work..so I typically only shoot for fridays..because it’s always a good day, an early day. By 10 the crowd dwindles.

I brought in 800 dollars....dining table set, bedroom furniture bedframes, iron table glass, lamps, clocks...
Flatware....
Clothes...
I used to tag everything....and it was obnoxious..I used to waste all that time...forget this.
On that Friday. It’s worth all the hard work.
We are downsizing so I had a lot of things to sell.

Do it on friday....definetly. It’s always better...there are avid garage salers...
When we have the community garage sale..they’re not worth it..because tyhere are just too many to choose from.

it’s worth it to take a day off work on Friday.

Table penny is buying it. It wouldn’t fit so deb’s husband is cutting it for her.

“It’s been crazy”.

I’ve have been swamped, there have been at least 6 people here since...(she pauses and looks at her watch)..Oh, my gosh! I’ve only been open for 20 minutes. I can’t believe it. It’s been crazy.”

Downsizing..

Didn’t open saturday..due to incredible success on friday.