

Lynda Hammond **THE GARAGE SALE GAL**



The Day Basics Part IV

Lynda Hammond

Today is Friday.

This is *the* day to hold a garage sale.

So if you're reading this in between helping customers and grabbing a swig of coffee and a bite of toast then hats off to you.

Depending on where you live in the nation the first day of the week that's common to hold a garage sale will almost always be your busiest and most profitable. I've lived in several states and this typical-first day varies from region to region. For instance, in Indiana and Kansas, Thursday was usually the popular first day.

But around here Friday is it and just choosing the right day of the week can translate into good money and a lot of clutter-clearing action. Most of my faithful readers (mom and dad and hopefully a few more of you!) already know this but I continue to get questions about which day is best to hold your sale.

There's nothing scientific behind this--it's a matter of supply and demand. Let me give you an example. It's Friday and you're a buyer looking for garage sales. You come to a street corner and see *one* garage sale sign. Chances are you'll go to that one sale. But now let's say it's Saturday and at that same corner there are six signs—all pointing in different directions. You'll likely choose one or maybe two of the signs to follow. But after you've stopped at the sales and you're back in your car again cruising for signs and sales you probably won't make it back to that original corner. That means you'll miss the other four sales and those poor sellers will be twiddling their thumbs wondering where all the buyers are. So, to have a money-making sale—try and be the only game in town..or at least on the block.

Friday sales are so successful for me that I don't hold a sale on any other day—I make triple the money compared to Saturdays. So, be a seller on Fridays and a buyer on Saturdays.

Weekday sales also give us unique crowds, such as--the on-the-way-to-work-or-school-crowd. Buyers always show up at my sales in route to take the kids to school or on their way to the office but they “just had to stop” at my sale first.

And don't forget another crowd you won't want to miss out on—the pros—like me. People who buy things at garage sales and resell them to antique stores or online or garage sale columnists are out early on Friday. We like to snap up interesting things such as collectibles and electronics. Think really early—as in six!

Here are a few more things to think about when having a sale—whether it's a Friday or a Saturday: make simple signs and hang them wherever you can—legally-- and then gather them up after the sale; advertise on line; open early and send me an email and tell me all about your sale—I'll be there with bells on!



(pic provided by Lynda Hammond) I was garage saling last Friday when I realized the sales seemed to be following a going-out-of-business theme. I bought this cute red, vintage-like table for just \$10 from a garage sale in my own neighborhood where the couple had owned a bakery. Another sale involved a BBQ business going under and another had dozens of bandages and other medical equipment. The sellers owned a medical equipment supply store. You never know what you'll kind of a sale you're going to find.

Talk to the Garage Sale Gal!

Do you have a question or comment about garage or estate bargain sales? Email the Garage Sale Gal: Lynda@GarageSaleGal.com.

Lynda Hammond is the author of the [The Garage Sale Gal's Guide to Making Money Off Your Stuff](#). Contact her at Lynda@GarageSaleGal.com.

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