

GARAGE SALES

How to Sell Tools and DIY Supplies

These Items Are in Demand — If You Display and Price Them Right

Tools and hardware may not be flashy, but they're among the most popular categories at garage sales. From hammers and hand saws to extension cords and leftover paint, buyers are always hunting for useful supplies — especially at a fraction of retail price.

Whether you're clearing out a workshop, downsizing your shed or just offloading extras after a renovation, here's how to make those items stand out and sell quickly.

SORT AND CLEAN BEFORE THE SALE

Dirty, rusty or disorganized tools won't catch a buyer's eye, even if they're fully functional. Give everything a quick wipe-down to remove dust, grease or cobwebs. Sharpen dull blades and untangle cords and hoses so they're ready to go.

Sort into categories: hand tools, power tools, garden tools, hardware (nails, screws, fasteners), painting supplies and miscellaneous DIY gear. If you've got unopened caulk, light bulbs or sandpaper, bundle them in small sets with a single price tag.

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nized always sells better than cluttered and grimy.

PRICE WITH THE BARGAINER IN MIND

DIY shoppers know the going rate for tools, so be realistic. Aim for 25 to 50 percent of retail price for newer, lightly used items. For older gear or open hardware containers, price lower or bundle multiple pieces together.

Use painter's tape or masking tape to label tools clearly. "\$5 each" or "3 for \$10" keeps

things moving and saves you from having to answer questions all morning.

For small items like nails, screws, wire or glue, consider grouping them into clear bags or containers with a flat price like "\$1 per bag." People love digging through bins when they know everything's priced low.

MAKE IT EASY TO BROWSE

Lay tools out in rows or grids so each piece is visible. Use a

workbench, folding table or plywood board to keep everything off the ground. If you've got a pegboard, even better — it looks neat and draws attention.

Group similar tools together so buyers can compare. Don't toss screwdrivers in a box — line them up. Stack clamps, arrange pliers and coil extension cords neatly.

If you have big items—like a lawnmower, leaf blower or power saw — place them near the driveway's edge to catch the eyes of passing cars. Add a

bold "Works Great!" sign if the tool is in good condition.

BE HONEST AND ANSWER QUESTIONS

If a tool has a quirk or needs repair, say so. Buyers appreciate transparency, and most understand that garage sales are as-is. Be ready to demonstrate that an item works, especially power tools. If something's been sitting for a while, plug it in and test it before the sale.

If you've got instruction manuals, extra blades or attachments, include them — they add value and can help close a sale.

DON'T UNDERESTIMATE THE ODDS AND ENDS

That half-used roll of duct tape, unopened wood glue or box of assorted screws might not seem like much, but they add up. DIYers love digging through small stuff, especially when it's cheap.

A \$1 box labeled "Hardware Grab Bag" can be surprisingly effective — just make sure it's clean, rust-free and worth picking through.

With a little effort and the right setup, your leftover tools and supplies can become some of your sale's top earners.

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SELLER’S TIP

Display Tools So They’re Easy to Grab

Skip the tangled bins — lay tools out in rows, group like items and keep everything visible to encourage faster browsing and more sales.

AD SPACE