

GARAGE SALES

Selling Craft Items

Turn Handmade Goods Into Extra Income At Your Garage Sale

If you knit scarves, make candles or build birdhouses, your garage sale can do more than clear clutter — it can showcase your creativity. Selling crafts alongside secondhand goods is a smart way to earn extra income, meet new customers and get feedback on your work. All it takes is a little planning and a few display tricks.

TREAT CRAFTS LIKE A MINI POP-UP SHOP

Your crafts shouldn't blend in with your used items. Instead, give them their own section with a neat table, a clean cloth and signage that tells shoppers, "These are handmade!"

Consider using chalkboards, wooden signs or framed labels to add charm and emphasize the quality of your items.

If you're selling multiple types of crafts — like soaps, jewelry or artwork — group similar items together for visual appeal. Keep it simple but eye-catching, and avoid cluttering the table.

PRICE WITH CARE

Buyers at garage sales expect deals, so craft pricing can be tricky. Aim for a balance between affordable and fair—especially if your materi-



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als or time were costly. If your crafts are professional quality, don't be afraid to explain what makes them different.

You might include a small tag that says, "Hand-poured soy candle – \$6" or "Hand-stitched apron – \$15." Clear, attractive labels show buyers you take pride in your work, and they help reduce awkward questions.

Consider offering small bundles or "buy two, get one free" deals to encourage purchases while still protecting your margins.

GIVE CUSTOMERS A WAY TO FIND YOU LATER

If you sell crafts regularly or plan to do so, include simple business cards or tags with your name, email or social media handle. Buyers might love what they see but want to think it over — or tell a friend about your work.

You don't need a full brand setup, but a few printed cards in a holder or a QR code sign can make a big difference. Many sellers gain repeat customers this way, especially during holidays or local events.

CREATE AN INVITING EXPERIENCE

Part of the appeal of buying handmade is the personal connection. Smile, answer questions and be ready to talk briefly about your process. If someone seems interested but hesitant, offer a friendly, low-pressure comment like, "These make wonderful gifts for teachers" or "I've had fun making these — just trying to cover my supplies."

If you have friends or family members who craft, con-

sider teaming up for a multi-crafter sale. The variety will attract more interest, and shoppers may stay longer when they see something unique.

BLEND CREATIVITY WITH PRACTICALITY

Selling crafts at a garage sale adds color, character and potential profit to your event. With the right setup, pricing and personal touch, you'll show off your talents while reaching a wider audience—no storefront required.

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SELLER'S TIP

Tip: Display Handmade Goods Separately

Give your crafts their own table or section to help them stand out and feel special—not just mixed in with secondhand items

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