

Kass' Yard Sale Guidelines & Tips

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Which Days?

Pick your sale days by what is popular in your area. In the major part of Colorado Springs, Friday/Saturday are the common days of sale—no Sunday. You will sell far more on Friday than Saturday or Sunday. Friday shoppers are BUYERS! “Professional” dealers for Flea Markets and such are out scooping up merchandise. Watch your classified Garage Sale ads over several weeks to see what is common in your area at the time of year you want to do this. East of I-25 is usually Friday & Saturday with no Sunday sales. West of I-25 is usually Saturday & Sunday sales. Different regions of the country do different days. FYI: Estate Sales in CSpgs usually go Thurs-Sat or Fri-Sun. Each year, I see more and more Thursday estate sales as sellers try to get the jump on the other sales.

Have your sale the first weekend AFTER the standard payday of 1st and 15th of month. If I only had a dime for every time I hear “I don’t get paid until *next* week.”

Good signage:

(Good signage will pull almost as many shoppers as a newspaper ad — so it’s very important)

- Clear & easy to read. **Thick black letters**, a few simple words (“Yard Sale, Fri/Sat 9-3”) and an arrow against a bright contrasting background. Don’t get wordy; no time to read it at 30mph. Black on brown cardboard is harder to read than black on white or yellow. Duct tape now comes in black and makes very nice huge black arrows on signs.
- Arrows point the way for people who do not know your neighborhood. Remember, most attendees will NOT be your neighbors if you do your signs right. Put yourself in the shoppers’ shoes... “If I didn’t know my neighborhood, how would I guide shoppers here?”.
- If you plan to have a sale again in the same year (limited by City of Colorado Springs to two per year) or again next year, make your signs generic without dates to reuse... Yard Sale, Fri & Sat 8-4, 123 Smith Dr, (with arrow).
- Keep signs same color for recognition/consistency (“Oh, I see, follow the *yellow* signs that all look alike!”)
- **Free &/or Cheap Sign Materials:**
 - Save leftover election signs *after* polls close. (I like the plastic corrugated signs with the “H” style wire step stakes.) I recycle them by covering them with white paper, solid color gift wrap or WATERPROOF (rain proof) plastic tablecloth in a solid color (best idea for reusable generic signs for next year’s sale). This blocks the writing on the signs and gives you free stand-alone signs. Buy the plastic tablecloth sheeting in your color choice at the dollar store! Wrap the sign and tape the edges at the bottom (to keep rain from soaking in) with clear packaging tape. Print your own words on both sides (if needed) in big BLACK marker so it’s easy to read at 30 mph as someone whizzes by!
 - 4-sided signs for intersections. Big cardboard boxes work when you break them down and turn them inside out and tape them back together. The previous printing is now inside. Cover it with your color of choice. (Wrap it like a package except leave the top open.) Put several big rocks, cement chunks, firewood logs or cement blocks inside to prevent the box from

spinning on one axis point in the wind. Be sure to make the arrows point the correct way on all 4 sides! If they get wet in rain, wait until they dry to put them away for next time. They will be wrinkled, but stay together.

- Cheap poster board (and solid color wrapping paper) at the dollar store (& streamers and balloons). Depending on the size of your poster board, be sure that you reinforce the back with heavy cardboard or wood strips (staple gunned on) or similar to keep the sign flat and rigid if you attach it to a pole. We've all seen the signs that are attached only at the middle, then eventually droop and/or wrap themselves around a pole or post half way through the first day. Then nobody can read it or tell which way the arrows point. Remember, wind, rain (& gravity) are not your friends.

- **Where to put the signs?**

- Start at the nearest MAJOR intersection (recognized by most anyone going by). That will be your reference point. For example, our sale was a block away from Templeton Gap & Fillmore (major intersection in town, known by most). So, most of my "outlying" signs (with arrow) say "Yard Sale • TGap & Fillmore * Fri & Sat • 9-4." THEN, once the driver gets to TGap & Fillmore, the BIG sign there points them into the neighborhood (and where you could add specific address) with arrows again. ("If I can just get them to the big intersection, then guiding them in will be a snap.")
- Long stretches of road leading up to your turnoff... So you do not "lose" potential shoppers who may turn off to soon, get sidetracked by other signs, or miss your turn off... Pretend you are the shopper unfamiliar with your neighborhood. Just when they may think they may have passed the turn off, place another sign to coax them further. As example: I would place them for two miles up Union Blvd to guide them North to TGap & Fillmore, with another "straight ahead arrow" at each major intersection where they might turn off: Union & Constitution, Union & Van Buren. Union & Fillmore got the left turn arrow to turn onto Fillmore.
- Put them BEFORE the intersection where they are to turn so they don't have to stop on a dime, turn right or left and cause a traffic accident. When I place them at "straight ahead" intersections, I put them on the OTHER side of the intersection to stand out from other folks' smaller signs that may be on that corner and distract them. ("Oh look, another yellow sign like the last two! It looks like we keep going.")
- Put the signs at all entrances into your neighborhood—you never know what direction your shoppers will come from!
- Check your signs after several hours and/or at least at the end of each day to make sure they are still pointing the way or are missing. If your traffic suddenly falls off, maybe a key sign disappeared, blew down, or met with another fate? For a huge neighborhood event, I make sure I have the signs up on the day before it begins for evening rush hour traffic to see. "Oh, it's that huge neighborhood sale! I'll [get up early/go to bank for more cash/call in sick] so I can attend!"
- Keep signs off private property (unless you have permission). Make them self-standing — put 2 or 3 large rocks (for weight) in a 4-sided box (sign on each of 4 sides — with arrows) or put sign on own stake (recycle election signs!) when possible.
- Avoid gunking up (tape, staples, nails, etc.) city-owned signposts or poles when possible. Be aware that putting signs on city-owned poles, signs and right-of-ways is illegal. If someone complains, you could be fined (why I only use stand-alone signage). If you need standalone wire step stakes, ask at a sign shop—they are usually \$1 each.
- Take your signs down when finished. Clean up after yourself. Do not annoy your neighbors and next week's shoppers with outdated signs. Don't litter. Take down the tape and/or staples/nails too!
- For a large neighborhood, cul-de-sac or block sale, a large sign for hanging over a chain link fence (or tying between trees or cheap fence stakes) can be made from an old or thrift store (light-color) sheet and black spray paint. *Lay the sheet out where the paint bleeding through won't hurt anything then* spray the lettering on with the black paint. Hang it over the fence, tie it down. Sew it onto the fence with a couple of whipstitches, tie the corners down through the chain link, or add grommets for tie-downs with cording (or staple the sheet to a cedar fence, etc—just be sure to pull all of the staples when you remove it!). These work great on a corner lot — with owner permission. Take it down and fold it up for next year's sale (you made it generic, right?).
- When I go out in my little pickup with my load of signs to put them up, I always have the following toolkit with me: Staple gun with extra staples, hammer, flat head screwdriver and needlenose pliers to yank out staples if needed, clear packaging or duct tape, trash bag, **FAT** black marker for last minute changes, extra blank poster board or signs if needed, my rocks/cement chunks for cardboard box signs.

General Tips

- Visit with your shoppers. People will stay longer and buy more if they feel welcome. Always thank everyone for stopping by. Shade and a seat for the weary are always welcome. Keep a bag of bags for your shoppers to carry their purchases away.
- Price your goods, don't make people ask how much something is, they won't — they'll walk away. Or do the color chart pricing system. Use colored dots to indicate price (ie: blue is \$1, yellow is \$5, etc). Make a master poster to hang where all can see with the colors and prices so folks can see what the price is. If there are multiple people selling that will separate out the funds, then have the seller write their initial on their colored dots (ie: a "B" is for Barb, "N" is for Nancy, "S" is for Sue). Then write down all sales in the appropriate column (by name) at the checkout point.
- Smaller valuable items like jewelry need to be closer to where you will be most of the day so you can keep your eyes on it better and you are less likely to come up with "missing" items at end of day.
- Put your "Free" box (free stuff you just want to go away) out front to attract and pull in "lookee loos." Add a pile of plastic shopping bags for folks to carry freebies away! My free box (a kid's wading pool) always gets new items as my sale gets older/day gets longer and I just don't want to pack up stuff that is not moving or sold.
- Small/inexpensive kid toys for sale (for small change) in a special area keep kids busy and happy while their parents shop. They can play, then spend their quarter on something that caught their eye. Or if parent buys a lot, give the child their favorite toy from that area. I have used the "You get to pick one free toy from this bin" concept at my sales. As human nature goes, this keeps the kid(s) busy for quite a long time while they try to decide which of those treasures they want (then parents will shop longer!). As a single person, I also use this trick in my home when friends with kids drop by to visit—the "Keep the kids busy CHOOSING" concept! ("I want this one; no, I want this one. Noooo, I think I like this one better.")
- If you don't put your sale out front, put out colored flags, balloons, signs or streamers (above parked car height) to *make your house stand out*. If your sale is in the back or other than obvious, make signs or streamers to guide shoppers to where it is. Dollar stores are good places to get these supplies cheap.
- Keep pets penned up or on a leash from fearful shoppers (no matter how nice your pet is).
- Put big or unique items like furniture, power tools and appliances in front to draw people from the curb to actually stop and park. If you have a large piece indoors for sale, be sure to have a large easy-to-read/notice sign in your yard to indicate so (put a picture of the item on the sign if you don't want every one traipsing through your home to look it).
- Clean up and/or dust your items for sale. If they look better, they will sell faster and easier.
- Keep your "bank" in a fanny pack on your body. You are more free to walk around and not lose sight of the money.
- Have the kids (or neighbor's kids or scout troop or school club sell cold lemonade or soda pop. They make money, people get their thirst quenched. Don't forget decaffeinated soda and bottled water for those who don't like or want carbonation or the jitters (sugar-free for diabetics also). Keep a trash/recycle box nearby for spent cups or cans.
- If you feel you don't have enough to do your own sale, combine with a neighbor or two to make a good-sized sale. Colored labels or initials on price tags separate whose stuff is whose (Mary/blue, Sue/pink, Betty/yellow).
- The more sales bunched together, the better. People attract people. A neighborhood, cul-de-sac or block sale will attract far more people than an individual sale. And with the price of gas, it's more economical for shoppers. The number of sales split the costs of sign materials and newspaper ads — no matter who had how much to sell.
- Tell everyone at work about the sale — and people you run into at the beauty shop, church, daycare, grocery store, local diner, doctor's office and anyone else you run into. Distribute small flyers, for community, church, daycare and grocery store bulletin boards. Word-of-Mouth!
- Remember that attendee cars parked out front will block the street view of items placed too near the ground or curb. Get your signs or goods up higher for viewing from the street (and through crowds of people gathered in your yard).
- Yard Sale shoppers are usually cheap shoppers. Rarely will you get any buyers if you also try to sell your more valuable crafted projects (provided you are a crafter). You may not want to bother to set them out, or better yet, have a little business card or flyer of your work and where/how it may be seen at upcoming craft sales. Craft sales and Estate sales can get by with charging more for their goods. Shoppers expect to pay more at those sales for crafted or antique items. Yard sales are for cheap "just get it out of my house" goods. Shoppers know you do not want to deal with packing it all back up again.

Money Tips (individual sale)

Professional yard sale dealers shop with hundred dollar bills on the first day. I always (privately) advise those that ask... a \$200 cash bank is standard and will get them going. But be aware that many professional dealers try to make you break their twenties before Noon on the first day. Be prepared for that. I don't price below 25 cents so I don't have to mess with making too much change. Anything less than that is good Free Box "come-on" stuff. Free box stuff makes a good guilt trip (they buy from you because they feel guilty taking so much free stuff). I use my plastic wading pool as a free box to get shoppers to stop and root around in it. As the sale progresses, small stuff that isn't selling goes in the free box as I tire of looking at it and/or dread repacking it back up after the sale!

Cheap Easy Tables

Unused interior doors over two trash cans or two patio end tables make for decent temporary tables. I keep several reclaimed hollow core interior doors slid along the wall in my own garage year round just for this purpose. Every large plastic storage tub, trash can, patio end table I acquire, I get in pairs to make table "legs." The giant storage tubs with lids make great sale storage, then when unpacked for the sale, flip them over for table "legs."

How much should I charge for my stuff?

The number one question I get is how much to charge. You should ask yourself one more important question before you price... **Am I having this sale to make money or to rid myself of excess items?** Most folks hosting a sale will be leaning more on the "getting rid of stuff" side. Remember this when pricing. If your primary reason to sell is to make money, you'd better find another way to do it, because when you factor in your time and effort with dollars sold (and the hassle of the sunburn you got), it'll normally come out to less than minimum wage.

Here is Goodwill Industries tax deduction price ranges for donated items in GOOD condition. For yard sales, these prices are considered high. If your items are in excellent condition, possibly price your yard sale items at 50% of these estimates. Less than great condition, then much less than 50%. All numbers are dollars. This is only given as a guideline. Ask yard sale shopper friends for their objective price opinions. Remember, if your goods are not moving, your prices are too high.

Kid's Clothing

Coats	3-9
Snowsuits.....	5-10
Shoes.....	1-6
Dresses	2-6
Pants	2-5
Shirts.....	1-2
Boots	2-4
Sweaters	1-5

Men's Clothing

Suits	20-40
Jackets.....	6-20
Shoes.....	2-12
Slacks	2-10
Shirts.....	1-6
Overcoats	20-40
Sweaters	4-8
Belts	1-3

Ladies' Clothing

Dresses	2-20
Suits	10-40
Shoes.....	2-12
Coats	10-40
Skirts	2-10
Blouses	1-8
Handbags	1-4
Hats.....	2-6
Sweaters	2-8
Slacks	2-8
Bathrobes.....	2-8
Swimsuits	2-6

Sporting Goods

Fishing Rods	3-15
Ice Skates	3-15
Roller Skates.....	3-15
Tennis Rackets.....	3-15
Golf Club Sets.....	15-140
Skis	10-50

Furniture

Kitchen set (table/2 chairs)	40-120
End Tables	16-40
Coffee Table	25-70
Vacuum Cleaner (working).....	20-60
TV (Black&White working)	50-70
TV (Color working)	150-200
Dresser w/mirror	45-150
Chest	35-150
Wardrobe	30-80
China Cabinet	60-200
Trunk (wood)	15-30
Floor lamp	12-30
Table lamp.....	8-20
Sleeper sofa w/mattress	90-300
Desk.....	45-150
Bicycle.....	13-90
Radio	10-35

Most folks sell books at 25¢ to 50¢ for paperbacks, \$1 to \$2 for hardback. Textbooks and computer subject books (outdated is the problem) will probably have to be given away free.

Don't use the "This goes for \$XXX.XX on the internet" excuse for exorbitant pricing. If you expect that much money, then sell it on the internet.

"Antiques" Marketing 101 buzz words:

If it's a hundred years old, it's an "Antique." If it's 20 to 99 years old, it's "Vintage."
If it's rusty or beat up, it has "Patina" and/or is "Distressed."

*Next section is primarily for larger group events,
but individual sellers may find some tips helpful too.*

NEIGHBORHOOD, COMMUNITY & BLOCK SALES:

- Split the costs of expenses... Sign materials like poster board, fat marker, clear packaging tape, clear contact paper (water-proof) and so on; Photocopying costs for flyers to the neighbors “call to participate” and more; and ad placement costs. Our sale charges \$5/sale to cover all expenses. While this seems to look like a profit enterprise on the manager’s part, it barely covers expenses. When sellers are made to realize they get signs made (and put up) plus ads and more for that cost, nobody complains. You can’t even get a newspaper ad for less than \$15. Five dollars isn’t a lot to ask.

I see a lot of community sales now are sponsored by area realtors. I presume they cover the expenses in exchange for their name on the ads.

- Place an ad in the Free Ads as well as the daily newspaper. Also put it on Craigs List! Make sure one of the following appear on your ads and signs:
 Neighborhood Sale, Block Sale, Cul-de-sac Sale, Community Sale, Yard Sales, Multiple Sales, or the like...
A “multifamily” sale is usually the term for one sale with multiple contributors. The term usually doesn’t mean much more than a normal one family sale. The terms “huge” and “gigantic” are relative. One person’s “huge” sale may be the next person’s “same old, same old” sale. Shoppers know that multiple sales in one area mean more goods to look through. In days of costly gas, visiting one area for multiple sales becomes more and more attractive than visiting your one “huge sale” no matter how “big” you think it might be. “At least ## sales!” also coaxes shoppers. If you can get five or more homes to commit to selling, list that as an “at least” or “over” or “more than” in your ads.
- If you are organizing a neighborhood sale, log on to www.kassj.com/etcetera/yardsaletips.html to find more tips to organize and plan your event. This site includes the sample “let’s have a sale” flyers to announce the plans to your neighbors and the final list of “who is featuring what” at their sales and last minute info.
- I always provide a list of charitable places to call for sale leftovers to be picked up. This allows each seller to pick their charity of choice. Remember such places as dog or other animal rescues (pet supplies and/or bedding and pillows for pet bedding). Remember area Christmas Eve Giveaways for decent-condition goods (especially working bicycles).
- Use the neighborhood sale to get acquainted or re-acquainted with your neighbors. It can be a great step to the friendly sort of neighborhood watch further down the line. The more you visit with your neighbors, the more likely they are to watch out for you and yours. Personally, I like the camaraderie of the neighborhood sale to visit with neighbors and shoppers alike. It reminds me of days gone by where the front porch visit and a stroll was the way of life. Wouldn’t you like to help bring that to your neighborhood?
- Get your neighborhood churches involved. They are part of the community also. They can offer a rummage sale, bake sale, selling lunch or youth group car wash to raise money for their church. How about a kid’s carnival or other children’s event? How about the Boy or Girl Scout troop in your neighborhood? School Fundraiser? Do they want to get involved? The church can also allow the shopping public to use their restrooms. The church should “talk up” the upcoming neighborhood event to their congregation at functions and services prior to the sale. The congregation (as well as neighborhood residents) can then spread the news of the big sale — word-of-mouth — the best (and cheapest) advertising! ...For the record, I never charge a legitimate neighborhood non-profit church the participation fee.
- The bottom line is that if you can keep shoppers in your neighborhood with restrooms and food sales, you can get more of their monies. How about sponsors for a port-o-let or two? Do you have a neighbor in construction with access to rental of port-o-let for the weekend if you have a big event? Maybe an empty lot, road ending, someone’s driveway centrally located where shoppers can easily find the port-o-let? Think about it when you begin to pull hundreds and thousands of shoppers to your event.
- If you can’t create a web page dedicated to your event to gather names to alert to your next event, create a Facebook Fan Page for it! Add your event to Craigslist, and don’t forget to Tweet about it! Use the new social media to spread the word!

Money Tips (neighborhood/community sale)

Never admit money made to anyone, especially media should your sale draw journalists. Explain off-the-record that homeowners are prone to robbery should someone realize that cash is on property before a Monday trip to the bank. Also admitting amount made to media is like asking the city to visit sellers for their cut of taxes. Each year, media ask how much I would estimate is made. I always politely explain these two items and they are very sympathetic and agree it is best to not air such info. Also, since the money does not go into a “pool” it depends on the individual seller—there is no way to guess.

If doing a neighborhood/community sale event, I always make sure that sellers and others know that I am not making money on this. This is not a business for me, this is a volunteer effort and the money paid into the “expense kitty” is just to pay the expenses. If you are taking money for this as a business like “You pay me X amount and I will run this sale for you” THAT’S a business service and so subject to laws and permits. I only take money for a collection to cover expenses.

In a small neighborhood, you may be able to get by with \$2 or \$3 per house to participate. Be prepared to take a loss the first couple of years. I lost money (\$50-\$200) on this sale for the first 6 years I managed it. Up until 2005, I mostly broke even. When your expenses go up, then your “per house fee” needs to go up. This is why I use recycled election signs and other freebie goods whenever I find them and can repurpose. I scout stuff at yard sales (banners, posterboard, markers, flags, etc) all year ‘round to use for our sales. (I also have a 3-car garage so can store these goods from year to year.)

Last Minute Info Distribution

To get/keep the neighborhood momentum up before the sale, I post a sign in my front yard. My front yard happens to be located at the “gateway” to the neighborhood. You may want to do same at one major entrance into your neighborhood. Ask that neighbor if you can use their property for these info distribution signs.

The first sign I put up weeks before the event has the sale dates. This keeps regulars from having to stop by my house for the most common info (the dates). This is also good for regular shoppers who want the same info. They can just drive by and get the info. I get a lot of, “My relatives are coming out this summer and want to know when to plan to come to be able to attend the big sale.”

The other sign(s) I put up is the “SIGN UP NOW! Sale is: (dates) Sign up at (my address)” that reminds last minute signups to get on the ball. I also keep a big sign on my front porch for those who drive by but can’t remember my house number... “Sign Up Here!” I put the “Sign Up Now” signs at all major entrances into the neighborhood so neighbors see them when returning from work or the grocery store. They usually go up with 2 weeks to ten days to go.

I also keep a lidded plastic shoebox (waterproof) on my front porch with extra signup forms, ballpoint pens and empty envelopes for sellers to just stop by and sign up when they drive by. They can then drop their sealed envelopes, with money and form inside, into my door mailbox slot for a secure payment while I am at work. This system works well and has for years!

Be fair warned... Most signups will happen in the LAST few days just before the event itself. I receive very few signups ahead of time. Most folks want to wait until last minute depending on: weather, family activities, prior engagements, better offers (other events/activities), how much energy they have to pull a sale together, how much they have to sell, whim, or are just plain procrastinators! This is just human nature. You can’t change it, just expect it and don’t panic when you have five days to go before sale day and you have very little in the way of signups. I always sweat it every year, but there is not a thing I can do about it. It just happens this way!

In my world, nobody is signed up unless their fee is paid. No exceptions. If I had the fee of everyone who told me they were selling and then ended up NOT selling for one reason or another... (Again, this just happens — expect it.)

Get Some Help!

Enlist neighborhood youth groups (scouts, church, etc) to rent their services to the sellers. They can rent their labor for helping to pull the stuff up out of the cellar or down from the attic. They can help put up signs. They can help set up tents & tables throughout the neighborhood on sale day or the night before. They often have a requirement for “Community Service” in their organizations and so a donation on your part to their organization is always appreciated.

One Last Thought...

You do not have to do this, but I always did and received so many appreciative comments. I think it is one of the things that set our sale apart from others (other than sheer volume of sales). As the organizer, I used my own home (with shady front yard) as Sale Headquarters with a big sign on the porch saying “Yard Sale HQ” and “Lost & Found”. I always provided a tent with picnic tables and plastic lawn chairs for the weary. It made a great meet up place for separated groups. Remember, the longer you can keep the shoppers in your neighborhood, the more they spend and/or call their friends to “GET OVER HERE, you won’t believe this sale!”

Free ice water was made available in those big 5 gallon coolers (neighborhood restaurant donated the ice, and I had bought my three coolers for less than \$10 ea at other yard sales!). I had trash cans, and a recycle bin for aluminum cans. I answered questions and helped guide people when lost or needed recommendations on which way to head out into the neighborhood to maximize their coverage and minimize their footsteps.

I kept band-aids, sunblock, aspirin/ibuprofen, bug bite spray/calamine lotion, duct tape, notepads, disposable cheap ballpoint pens, pliers, screwdriver (both kinds), dog water bowl & milk bone dog treats, adhesive tape, maps of the neighborhood and more at the Sale HQ table. I used the tools and duct tape one year to fix a broken stroller wheel to keep shoppers going. I collect email addresses to let folks know of the next event.

I also kept a huge (4'x8' vertical/staked to the ground) two-sided plywood "Sandwich Board" on my front lawn to post special items like: fundraiser sale addresses, the seller list with featured items, where the public restrooms were located (at participating neighborhood churches), who was selling food, pockets for extra map flyers of neighborhood, "email us at xxx@xyz.com to be added to our maillist" and more. I'd just staple gun these one page signs to the board on both sides for all to read. I hosted the Lost & Found and made sure separated kids didn't panic while we found their mom. I pointed media folks to good story leads like the lady who bought her home in our neighborhood at the previous year's sale!

If you have the resources to do similar, it's a nice thing to help everything run more smoothly. All of my neighbors knew to call me if they found keys or a phone or were looking for someone. My cell phone was the official number for all sale contact. Of course, it also didn't hurt that my voice is similar in loudness to an airhorn and can be heard all the way down the block for public "announcements"!!!



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The author of this document (Kass Johns) was the manager of one of the oldest and largest neighborhood yard sales in Colorado Springs — The Venetian Village Neighborhood Yard Sale. This event began in 1988. Under Kass's management within three years, the sale had grown from 20 sales and a few hundred attendees to seeing the July 2005 sale with 90+ separate sales and over 5,000 shoppers in attendance. Kass retired from Community Yard Sale managing after 20 loooooong years (with accompanying stiff joints and exhaustion).

In Colorado Springs,
The Venetian Village Neighborhood Yard Sale is located one block
North of "The Barn Mural" at Templeton Gap Road at Fillmore.

This sale has been revived by a group of neighborhood volunteers
and is now held the first full weekend (Friday & Saturday) of August every year.

Follow the pink signs...

More Documents Available:

***For my sample documents to run a neighborhood yard sale event, visit:
www.kassj.com/yardsale/doyourownsale.html***