

GARAGE SALES

Moving Sales Vs. Garage Sales

Garage sales are held for lots of reasons but, no matter what they are, they boil down to clearing out clutter. When you're moving, you are clearing out an exceptional amount of clutter, though, and a moving sale can definitely help with that. The key to holding a successful moving sale is to advertise it as such.

Potential shoppers will know that this isn't just your average garage sale and that you may have more of a variety of items with better pricing as you don't want to move it with you.

PLANNING YOUR SALE

Unlike a regular garage sale, a moving sale has a definite goal beyond filling your pockets, and that's getting rid of stuff so you don't have to move it. Grab some friends and get ready to plan (and pack) your sale. Ask your friends to help you honestly evaluate your things and help



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you decide what to keep and what to sell. As you go through your things, find receipts, manuals, accessories and anything else that may go with your potential sale items and put them with it. Shoppers may be willing to pay more for things in original boxes with receipts and other documentation.

A quick presale check list includes:

- Plenty of hands to help.
- Tables for displaying your items (none of them should be on the ground).
- Change and a cash box.
- A tent or other shade, particularly if you're going to be outside all day.
- Price tags and markers.
- Hand sanitizer and masks.

ORGANIZING YOUR SALE

Think like a retail store

when you're laying out your sale. Make sure your items are laid out so that shoppers can easily see what you have to offer. Do a little staging if you can, with kitchen items together, clothing together in outfits and displayed so shoppers can see it. Sort books, CDs and DVDs by genre. In short, make it easy for shoppers to buy more than one item. Also make sure your

items are cleaned and your tables are spaced out enough so that shoppers can social distance if they wish or if your area's regulations still require it.

ADVERTISE

The traditional way to advertise your sale is still the newspaper. Look for special deals and listing days to make it easier on your wallet. Include your address, the hours of the sale, that it's a moving sale, and any special items you have that could draw in more shoppers. Some items that deserve special mention include furniture, toys and bikes, exercise equipment and collectibles. Post flyers around your neighborhood (so long as you have permission and it's not littering) and advertise on social media. Include clear, well-lit pictures with your social media ads and monitor your post to answer questions potential shoppers may have.

SALE SPACE

If you're also selling your home, you might arrange to have your sale in a community center or in a neighbor's yard to keep your own home open for prime weekend showings. But make sure to clearly delineate your sale space and keep shoppers out of your neighbor's property.

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BUYER'S TIP

Be Respectful

People holding moving sales are usually ready to part with their items, so you may have more room to haggle but remember not to be disrespectful or lowball sellers. They can always say no, no matter how badly they want to get rid of merchandise.

AD SPACE