

# GARAGE SALES

## Used Exercise Equipment

You made your resolutions and you're determined: 2021 is going to be your year to get in shape. Now you need to find some equipment, such as mats, weights, treadmills and more.

Lucky for you, many stores put their fitness aisles on sale this time of year to cash in on those wellness resolutions. But even better for your wallet is hitting up garage sales put on by savvy sellers who have exercise gear to move.

### SELLERS

If your treadmill has been propping up your laundry, now is definitely the time to make some money with it. When you're selling used fitness equipment, the first thing to do is to get it clean (take off all those hangers) and make sure it's in good working condition. If something doesn't work, like a heart rate monitor, take note of it. Don't despair, though. Many people now use wearables to track their heart rate, so it just may sell anyway. If you can't get it to work, be honest about it in the ad and



reduce the price accordingly.

Now that you've got your equipment ready for its close-up, it's time to snap some pics. Make sure the lighting is good — bright but not too harsh — and take lots of pictures from every angle. Show that the product turns on and runs. If there are any scratch-

es or defects, make sure your photos show those, too.

If you're selling your equipment at a larger garage sale, make sure your ads include that exercise equipment is available. It's a big draw this time of year. If you're selling online, choose a few of the best photos and make an ad

on your favorite platform. List specifics like the make and model, weights, how old it is, if you have manuals, and how you accept payment. You may decide, for example, to take cash only or you can use contactless apps like Venmo, PayPal or Cash App. Once you list your item, make sure you

pay attention to your ad to promptly respond to any questions potential buyers may have.

### BUYERS

Ready to invest in some new fitness equipment? The first thing you need to do is to look at the space you have available. Take measurements and pictures of your space to make sure the equipment you want will fit. Then you need to think carefully about your lifestyle, fitness level and the commitment you want to make. If you've just started lifting weights, you can probably skip sets that have heavier weights and spend instead on those with a wider variety of lighter weights. Small spaces or shared spaces may demand smaller equipment or pieces that fold up when not in use.

Now it's time to hit the ads. Look for reasonably priced equipment close to your home. If you need help picking it up — for example, it needs to in a pickup truck for transport — line up help well beforehand. Before you leave the sellers' home or sale, make sure to plug in the equipment and make sure it works. Check all the features, such as elevation and speed on a treadmill, and look carefully for any faults. Now, get ready to take the first steps on your fitness journey.

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### BUYER'S TIP

#### Alternative Payment Options

Be ready with a variety of ways to pay. Some sellers may prefer cash while others like safer, contactless payment apps. Make a plan that includes both options and remember, few private sellers accept checks.

## AD SPACE