

GARAGE SALES

Managing a Moving Sale

Moving house is stressful but it presents a lot of opportunities. One of them is to divest yourself of some of the extra clutter you've been carrying around, especially if you're planning a multistate move or if you're significantly downsizing.

Here are tips for doing a moving sale right from Moving.com.

FOLLOW THE RULES

Check your local rules and regulations about garage sales. You might find that you're limited to certain days, times and, in the wake of the COVID-19 pandemic, certain sized gatherings. You may also need a permit and there may be rules on signage or parking. Making sure you know and abide by these rules can keep your sale running smoothly the day of.

MAKE IT A DATE

Set a date and time for your sale, including firm sale hours. Weekends or holidays



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are best, and you want to avoid starting your sale in the wee hours or letting it run after dark when shoppers and merchandise are both more difficult to keep an eye on.

That said, garage sale shoppers are a determined bunch, and you may find it difficult to keep them from pawing through piles as you're trying to set up your sale in the

morning. If you can tape or rope off your sale and be firm about what hours people can start shopping. You may set a rule such as early birds pay double to keep the masses at bay.

RUN IT LIKE RETAIL

Your garage sale isn't too much different from your favorite retail store, and it

helps to think of it like that. Do you like to shop in dirty, cluttered aisles full of broken merchandise? Neither does anyone else, even at a garage sale. Set up your tables so there's plenty of browsing room and put items so that they're attractively spaced and lit. Make sure everything's clean and presentable, including clothing and shoes,

and, just like regular stores, don't forget to advertise.

Remember that shoppers are looking for good items, and highlight any unique or specialty items in your ads. Got a lot of fishing gear or outdoorsy stuff? List it! Also big draws are toys, kids' clothes and books, bikes, furniture and appliances.

You also want to have an inventory, just like in a real store. This will help you keep track of your items, what's sold and what hasn't, and what you've put where. If a shopper is buying a handful of records, it would be helpful to tell them that you've also got a record player for sale on the table underneath the tree.

OFFER BULK DEALS

The pint of a moving stuff is selling things so you don't have to take it with you. One way to get rid of items fast is to sell in bulk. Offer one book for a quarter, three for 50 cents, four for 75 cents and so on. That way, the shopper feels like the more they buy, the better deal they're getting.

If you've got other items on a theme, you may also consider offering grab bags or surprise bags to lure in shoppers. It's a good way to get rid of odds and ends from an old hobby. Don't fill the bags with junk, though, and price it accordingly.

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SELLER'S TIP

Set Fair Prices

Keep items moving out the door by setting fair prices for your sale. If your prices are too high, you're going to turn buyers off. Too low and you won't make enough money to make it worth your while.

AD SPACE