

GARAGE SALES

Holding Garage Sales Indoors

Blustery winds, cold and rainy weather may force garage sales indoors this time of year. The first thing you want to do is make sure you can hold indoor sales; check your local and state regulations for rules on gathering indoors during the COVID-19 pandemic.

You may have to limit the number of people indoors, ensure social distancing and mask wearing, and it's also a good idea to protect yourself with plenty of hand-washing and hand sanitizing.

CLEAR IT OUT, CLEAN IT UP

Now that you've ascertained you can hold a sale, it's time to get planning. The first order of business is to take careful inventory of the things you want to sell. Take good measurements and make careful descriptions of the items, including brands, original sale price if you know it and, yes, even the flaws. Clean up each item as you go, wiping it down and making it really shine.

Next, clean up the area in



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which you want to hold your sale. Nothing should remain in that area that won't be for sale. All of those items should be locked away safely where shoppers won't be allowed. You should also make sure no valuables or other items are visible. If you're locking things away behind closed doors,

make sure they're well marked and locked. A closed door doesn't always stop a determined shopper.

If you're holding your sale at a gym or community center, make sure everything that doesn't belong to you is well cleared out before the sale starts.

MARK IT UP

For both your convenience and shoppers, clearly label each item with the price. You can consider having tables marked with prices, but then you have to remember exactly what you put on each table. That can cost you time and profits. Set up everything well

before the sale and make sure you do it in an appealing way. Lay items out to display their best qualities and leave plenty of room for your shoppers to browse. Fold clothing neatly and place it on hangers. Borrow folding tables from friends or a local community center or church.

ADVERTISE

Use those great descriptions you wrote up to advertise your sale. Put it in the local newspaper — the tried-and-true resource for hard-core garage sale shoppers — but also advertise on social media and on resale apps. Include well-lit, attractive pictures of the items you have up for grabs and include as many of the measurements and prices as you can. Make sure to check on your posts as often as you can to answer comments and questions.

GET READY TO MAKE MONEY

Have everything set up for your sale well in advance of the doors opening. Get extra help from friends and family members if you can. The more hands you have, the lighter the work is. Make sure you have plenty of cash on hand to make change for your shoppers, and consider taking payment via apps like Venmo or Cash App for contactless shopping.

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SELLER'S TIP

Make Electronic Payment Options Available

Cash is king at garage sales, but if you really want to snag every potential buyer — especially during the pandemic — you should also accept payment from electronic payment systems, such as Paypal, Venmo or Cash App.

AD SPACE