

GARAGE SALES

Making the Most of a Small Sale

Big Success Is Still Possible — Even With Just a Few Tables

You don't need a driveway full of furniture or an overflowing garage to hold a great sale. Sometimes, a handful of well-organized tables and a few dozen items are all it takes to turn clutter into cash. Whether you're downsizing a small space, purging seasonal decor or selling off one room's worth of goods, a smaller garage sale can still be worth your time — with the right approach.

Here's how to make your modest setup stand out.

FOCUS ON QUALITY OVER QUANTITY

When you only have a limited number of items, every piece counts. That means skipping the stuff that's stained, broken or too worn to be worth someone else's time. Focus instead on items in clean, working condition — especially things with broad appeal like small appliances, tools, books, home decor, toys and kitchenware.

If you have only a few pieces of clothing, consider folding them neatly or hanging them on a rack rather than dumping them in a bin. Presentation helps, especially when inventory is lean.

Use table space wisely —



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group like items together, keep everything visible and avoid clutter. If you only have two or three tables, make them look purposeful.

PRICE FAIRLY AND CLEARLY

Shoppers at small sales don't want to waste time haggling. Label every item or section with easy-to-read prices, and be prepared to bundle or negotiate if someone's interested in buying more than one item.

If you're not sure how to price something, think of

what you'd reasonably pay for it secondhand — not what you paid for it originally. Small sales tend to do best when buyers feel like they're getting good value from the start.

USE STRATEGIC ADVERTISING

Even a modest sale needs promotion. A simple classified ad in your local newspaper is often the best place to reach dedicated shoppers. Be honest and specific: "Small but high-quality sale — Saturday only, 8–12. Tools, housewares,

books, kids' games."

Don't be afraid to highlight the size: many experienced garage sellers prefer small, well-organized events over big ones full of junk. On your signs, emphasize what makes your sale worth stopping for — "TOOLS," "KITCHEN GEAR" or "NEAT AND CLEAN" can go a long way.

MAKE IT EASY TO SHOP

With fewer items on display, you can give each one room to breathe. Wipe things down,

arrange them neatly and use vertical space if needed — shelving, crates or overturned boxes can help smaller items stand out.

Put your best-looking or most valuable items closest to the front, so they catch the attention of drive-by shoppers. A little effort in presentation can make a small sale look intentional rather than sparse.

COMBINE WITH A FRIEND OR NEIGHBOR

If you're worried your sale might feel too small, consider inviting a friend or neighbor to join you. A joint sale adds variety and can increase traffic without turning into a major project. Just make sure to agree in advance on how you'll label or track who's selling what.

KNOW WHEN TO WRAP IT UP

Most sales see the bulk of their traffic before noon. After that, foot traffic slows and profits taper off. Plan to start early, and if things quiet down by lunchtime, don't be afraid to pack up.

With smart planning and a tidy setup, even a small sale can make a big impact — without taking over your whole weekend.

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SELLER'S TIP

Small Sales Still Need Signs

Even if you're only putting out a few tables, clear, visible signage will help bring shoppers to your door — especially if other sales are happening nearby.

AD SPACE