

GARAGE SALES

Tips for Selling Large Furniture

How to Price, Display and Move Big-Ticket Items Easily

Couches, dressers, tables and bookcases often feel like the biggest hurdle at a garage sale — literally. But if you plan ahead and present them right, large furniture pieces can also bring in the biggest profits.

Here's how to make sure your big items catch buyers' attention and make it out the door smoothly.

PLACE LARGE ITEMS WHERE THEY'LL BE SEEN

Don't tuck your furniture in the back corner of the garage. Instead, put your biggest pieces near the edge of the driveway or yard, where they'll be visible from the street. That visibility can draw in drive-by shoppers who might not have stopped otherwise.

Even if you don't have much room, place at least one attention-grabbing item — like a colorful armchair or rustic table — out front to act as a “window display” for your sale.

If you're worried about weather or sun exposure, put furniture under a canopy, on a porch or just inside the garage with the door open wide.

PRICE SMART — AND BE READY TO NEGOTIATE

Furniture pricing can vary



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widely, depending on age, condition and quality. A good rule of thumb is to start around 20 to 30 percent of the original price if the item is in very good condition. For older or heavily used pieces, go lower — but leave room for haggling.

Attach a visible tag with the price and a few selling points: “Solid wood,” “Pet-free home.” If you're firm on the price,

write “No discounts” to avoid confusion — otherwise, be prepared for offers.

As the day goes on, consider marking furniture down or offering bundle deals, especially if you don't want to move it back inside.

BE HONEST ABOUT CONDITION

Buyers know they're get-

ting secondhand goods, but they still appreciate transparency. If there's a scratch, stain or wobbly leg, call it out. A quick mention can build trust and avoid awkward moments during negotiation.

If the item is clean, smoke-free or pet-free, highlight that too. Good condition can be a major selling point,

especially for fabric-covered items.

MAKE IT EASY TO HAUL AWAY

Before the sale starts, measure doorways and make sure you can get the furniture out quickly if needed. Clear a path so you're not scrambling if someone buys that big sofa.

Offer to help carry heavy pieces, or let shoppers know if you have a dolly, blanket or straps they can borrow. If you're willing to deliver locally for an extra fee, advertise that in your listing or post a small sign near the furniture display.

HAVE A BACKUP PLAN

Not every big item will sell — and that's OK. If you want to avoid dragging it back inside, have a plan to list leftovers online or schedule a donation pickup. Some buyers might even take it for free if it's in decent shape and you're ready to let it go.

Large furniture takes up space, but it also brings opportunity. With the right setup and pricing strategy, that bulky bookcase or dining table could become one of your sale's biggest wins.

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SELLER'S TIP

Offer Help With Moving

If you're selling heavy furniture, let buyers know you can help carry it to their car — or offer local delivery for an added fee.

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