

# GARAGE SALES

## Setups That Sell More

### How to Arrange Your Space for Maximum Buyer Interest and Ease

**H**ow you set up your garage sale has a big impact on how much you sell. An inviting, organized layout helps buyers see what you're offering and makes it easier for them to stick around — and spend more. A few simple setup tricks can turn a casual sale into a profitable one.

#### GROUP ITEMS BY CATEGORY

One of the easiest ways to improve your sale layout is to group like items together. Set up a table for kitchenware, a rack or bin for clothing, and a corner for tools, toys or electronics. This helps shoppers focus on what they're looking for without feeling overwhelmed by clutter.

Use signs to clearly label each section, and price items individually or in simple bundles, like "All Books \$1" or "4 for \$5." Categorizing also helps you spot gaps in your layout so you can adjust as items sell throughout the day.

#### CREATE AN EASY FLOW

Think about how buyers will move through your space. Whether your sale is in a driveway, garage or yard, create a natural path for shop-



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pers to follow. Keep tables spaced out enough to prevent crowding, and avoid blocking entrances or exits.

Larger items like furniture or bikes should go near the front to attract attention and signal that your sale has more than just odds and ends. Keep smaller, high-value items like jewelry, electronics or collectibles near your checkout table

so you can keep an eye on them.

#### MAKE BROWSING COMFORTABLE

A comfortable, clean setup encourages buyers to stay longer. Use tables and racks to lift items off the ground — shoppers are less likely to dig through boxes on the floor. Display clothing neatly folded

or hung by size. Avoid letting items spill into walkways or pile up in a disorganized mess.

Having a shaded area or a few chairs nearby for older shoppers or parents with kids can be a thoughtful touch. Playing light background music and offering bags or boxes for purchases can also make the experience feel

more enjoyable and professional.

A well-planned layout doesn't require extra money — just a bit of thought and preparation. By keeping your sale organized, spacious and easy to navigate, you'll help shoppers find what they're looking for and boost your chances of making more sales.

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#### SELLER’S TIP

##### Think Like a Shopper

Set up your sale with buyers in mind. Group similar items, create space to move around and keep things neat for easier browsing.

# AD SPACE