

GARAGE SALES

Using Tables and Space

How Simple Displays Can Help Shoppers See More and Buy

A garage sale often starts with sorting and pricing, but display matters too. The way items are set out can affect whether a shopper stops, looks closely and decides to buy.

Getting merchandise off the ground is one of the easiest ways to improve a sale. Tables, folding chairs, shelves and portable clothing racks can make household goods easier to see and easier to reach.

When items are spread on tarps or directly on a driveway, shoppers may overlook them. Small kitchen tools, books, toys and home decor can blend together when everything sits low and close.

Raised displays help create order. They also make it easier for shoppers of different ages to browse without bending over for long stretches.

SIMPLE SETUPS

Many sellers use what they already have at home. Card tables, banquet tables, bookshelves and clean plastic bins can all help separate categories and give the sale a more organized look.

Clothing racks are especially useful for jackets, dresses and shirts. Hanging clothes lets buyers check size, fabric



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and condition more quickly than if items are stacked in boxes.

Boxes still have a place, especially for records, tools or toys, but they work better when clearly labeled and not overfilled. A shopper is more likely to sort through a container that looks neat and manageable.

TRAFFIC FLOW

Space matters as much as the tables themselves. Leaving room between displays helps people move comfortably, especially when several shop-

pers arrive at once.

Clear paths can also keep fragile items safer. If glassware, lamps or framed art are packed too closely together, an accidental bump becomes more likely.

A thoughtful layout helps direct attention. Higher-value or eye-catching items near the front can encourage people to stop, while related goods placed together can keep them browsing longer.

EASY VISIBILITY

Good visibility is one reason many community sale guides

encourage neat staging. Signs may bring drivers in, but clear displays help turn that visit into a purchase.

Grouping similar items can also answer questions before they are asked. A table for linens, a section for tools and a rack for clothing save time for both the seller and the buyer.

Clean surfaces help merchandise stand out. So does enough open space for shoppers to pick up an item, set it back down and continue looking without feeling crowded.

In many neighborhoods,

garage sales are part shopping trip and part social event. A well-arranged setup can make the experience friendlier and less rushed, which often helps people stay longer.

That does not require expensive equipment. A few sturdy tables, a basic rack and enough space to walk comfortably can make an ordinary driveway sale feel easier to shop.

For sellers, that practical approach serves two purposes at once. It shows care in presentation and gives each item a fair chance to be seen.

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TIPS AND TRICKS

Use Height to Help

Place small items on tables and hang clothing on racks so shoppers can scan quickly without bending or digging through piles.

AD SPACE