



Pricing Guide for 2020 Buck Hill Tent Sale



Thank you for your interest in selling your item with us this year! The proceeds of our sale benefit the non-profit Buck Hill Ski Racing Club. Our pricing structure is as follows: \$5 per item to place into the sale and a 20% commission if the item sells. Unfortunately this year, we will not be able to offer on the spot pricing guidance during item check in. Our procedures have changed from previous years to minimize contact due to Covid 19. Please see "How To Sell An Item At The 2020 Buck Hill Tent Sale" Document at buckhilltentsale.com.

Our goal is to sell your item at a price you're comfortable with. Some people are selling to declutter and are less concerned with price, while others are upgrading equipment and want a fair price for their good used equipment. We want to help you find the price that works for you.

With that in mind, here are some general guidelines:

-Most shoppers at our swap are looking for a great deal. They may not necessarily be looking for equipment, but they are stopping by to see what's available. They may only buy if something really jumps out at them.

-We sell lots of junior skis. Ski and Snowboard equipment for children around age 12 and under is plentiful, both new and used. It's not uncommon to see used boots for \$25 and skis/boards for \$50 or less for this age group.

-Adult equipment that is not high end is worth about half its new cost if it is in good shape and not more than 5 years old.

-Adult equipment that is more than 7 years old, or is in poor condition, will not sell unless priced very aggressively. Think under \$50. We do ask that if your equipment is broken in any way that you not place it for sale. We are obligated to reject any unsafe equipment.

-True racing skis and poles are generally popular due to many club racers, high school racers and adult league racers. A race ski in good condition that is reasonably new can go for up to 75% of its original price. Of course, the best deals will sell fast, but as the sale progresses, the supply dwindles but the demand is still there.

-Used Clothing & Jackets have to be priced very aggressively. The only exception is for GS racing suits which can be sold for \$100+ if in good shape and within 3 years old.

-Helmets may be placed for sale if they're not damaged. A generic snowsports helmet should be priced under \$20 if it is in good shape. A racing helmet that is in good shape can be priced around \$50.

-We would be happy to help you price your specific items. Send an email to info@Buckhilltentsale.com