

## What will sell?

- If equipment is over 10 years old it is most likely obsolete and not going to sell. Please do not bring outdated gear to the swap.
- XC skis and alpine “shaped skis” in good condition will sell fast! Please do not bring straight sided alpine skis to the swap.
- Boots or bindings that are outdated, cracked, missing buckles, etc. will not sell. Please do not bring old boots or bindings.
- Clothing that is in reasonably new condition will be more likely to sell. Please do not bring clothing that is clearly worn out. Hot tip: WASH clothing before selling.
- Electronics/ transceivers/ helmet & sports cams/ two way radios etc. should be in working condition.
- Ice climbing gear will sell best if in like-new condition.
- The following items will also sell if priced appropriately:
  - Skates & Hockey gear
  - Winter Shoes & Boots
  - Snow Shoes
  - High end sleds
  - Packs & Equipment Bags
  - Back country Gear
  - Kids gear
  - Ski poles
  - Snowboards
  - Ice climbing gear will sell best if in like-new condition.

## How should I price my gear?

- Swap gear should be priced pretty cheap. If ski/sports shops sell equipment 40-60% off normal retail prices in the off season, then USED equipment needs to be priced even lower to sell. Price it to sell. Forget about what you paid for it originally. Used gear is used gear. Price it right.
- BE REALISTIC. How much was your gear worth new? Did you get it on sale? Have you used your gear 1, 2, or 3 seasons? Price your equipment to sell. People are looking for deals.
- Used ski boots should be priced low and in good shape. If boots are clearly worn out, do not bring them.
- Kids gear sells fast when priced reasonably!
- XC skis will sell fast. Set a price below ski shop “sale” price. If they are beat up, price lower.
- Remember, this is NOT intended to be a flea market! Think about the quality/ pricing YOU are looking for going in. Used gear, in good shape, priced reasonably will make for a quality sports swap for everyone!

## How should I prepare my gear?

- Dust it off and **clean it up!** If ski/snowboard edges are gouged, they probably won't sell.
- Tape skis securely together at tips & tails. Tape poles together near grips & baskets. Tie boots and skates together with a strong piece of string.