CHS BUYER INFORMATION PACKET

Before you dive in: What is the role of an auction company? What do we do?

Auction companies like the Colorado Horse Sale serve as the middleman that markets horses, connects buyers and sellers, and manages the auction process. We provide a centralized location where sellers bring horses that have been marketed for months leading up to the sale. This gives buyers the opportunity to evaluate and compare a large selection of horses in one location—something rarely available through private treaty sales.

What does the Colorado Horse Sale NOT do?

We do NOT own the horses in our auctions, nor do we see them in person prior to auction day. Our first time seeing them is the same as you, as they arrive at the auction facility! We ask our consignors questions about their horses when they reach out to consign, and determine if it is a good fit based on the content they send and what they tell us. There are many things we cannot control as an auction company, which is why it is so important for you as a buyer to ***ASK THE CONSIGNOR QUESTIONS*** and ***LOOK AT THE HORSES BEFORE YOU BID!***

Let's get started!

BEFORE SALE WEEKEND

Before you bid at a Colorado Horse Sale, there are several steps you need to take to ensure a successful purchase that is the right fit.

1. DETERMINE THE TYPE OF HORSE YOU NEED TO FIT YOUR RIDING ABILITY:
    a. First time horse owner or novice rider? You'll want to look for a "been there, done that" experienced horse with lots of miles and training under their belt. The young, high powered, or sensitive performance horses may not be the best fit. Pedigree & registration status won't be the most important factors. Safety, a quiet mind, and the horse's experience will be.
    b. Are you a seasoned rider wanting to show? Run barrels? Rope or ride long miles in rough terrain? You'll probably want a younger,

athletic horse with the pedigree and training to take you far. Pedigree & conformation will be factors to consider.

2. BROWSE THE CATALOG ON OUR WEBSITE & WATCH VIDEOS:
    a. We post every single horse on our website prior to sale day. Each horse will be uploaded with photos, a riding/handling video, and a detailed description with the horse's age, breed, height, training level, skills, and any vices or special condition notes.
    b. Go through the whole site, narrow down the horses that fit your skill set and needs. Thoroughly read their description & WATCH THE VIDEO!
    c. Even if you are convinced that this is the perfect horse for you (which we hope it is!) We still highly recommend that you CALL THE CONSIGNOR to learn more details about the horse and have a conversation with the consignor to ensure the horse is the right fit. The consignor knows the horse best, and will answer your more detailed questions. All of our consignors are more than happy to chat with you. They want their horses to go to the right home as much as you want the right horse!

3. SCHEDULE TEST RIDES:
    a. If possible, try to schedule a time to go to the consignor's property to test ride their horse before sale day. This will really give you the best idea if the horse is the right fit for you, and you'll be able to take your time with the horse, chat more with the consignor, and see how the horse behaves in their normal, everyday environment.

4. REVIEW X-RAYS (if applicable!):
    a. Depending on the sale, some horses will have x-rays on file prior to sale day. It is your responsibility to review these and have a vet look them over if you wish.

SALE WEEKEND - THE FRIDAY BEFORE THE BIG DAY

Sale day is tomorrow! You've done your homework, but there's still things to be aware of before you raise your bidder number in the sale ring.

1. VISIT THE HORSE AT ITS STALL:
    a. Go to the stall barns and find the horse(s) that you're interested in. See how they behave in their stall, observe their body condition and health.
    b. If the consignor is not at their stall, call them and ask them to come over and take the horse out (each consignor's contact information is posted on the stall and in the sale catalog). Inspect the horse & make sure everything checks out the way it should. Chat with the consignor and ask any additional questions you may have, such as the horse's diet, farrier care, and where the horse is typically kept (in a stall, pasture, etc). Do not go inside stalls or mess with any horses without the consignor present.

2. WATCH THE HORSE BE RIDDEN:
    a. Ask the consignor when they will be riding the horse. Many consignors are more than willing to saddle up and ride around for you to watch. This will give you an opportunity to see how the horse behaves at a new facility with lots going on, as well as what kind of tack they use, how the consignor rides the horse, and the level of training the horse is at.
    b. If the consignor is not able to ride the horse for you upon request, they will still be riding in the scheduled previews on the morning of sale day. Get there early and watch all the horses warm up, and then be sure to be in the stands once previews start.

3. WATCH THE SIFT EXAMS:
    a. This is a riding & handling exam designed to prove that a horse is what the seller describes it to be. Each horse will be saddled and ridden off with no warm up or prior riding that day. It will be live streamed, and it is open & encouraged to buyers to come watch.

Notes on each horse's performance will be made available as well.

b. Not every horse will complete the Sift—Specical Session horses are REQUIRED to participate, and it is optional for any other horse. If you aren't sure if a certain horse is Sifting or not, contact the consignor or a CHS staff member.
c. Make sure to watch this & review the notes! It is a great display of a horse's attitude, training level, and natural ability.

4. REVIEW VET NOTES:
    a. CHS hires a veterinarian to perform basic exams on every sale horse on the Friday before sale day. These are done at the sale facility and buyers are welcome to watch.
    b. The vet will check vitals, confirm age by looking at teeth, and watch each horse walk and trot in a straight line. She will score them using the AAEP Lameness Scale.
    c. The vet's notes will be made available to buyers by the end of the day on Friday. There will be hard copies in the sale office as well as photos of them uploaded to their website. ***IT IS YOUR RESPONSIBILITY AS A BUYER TO REVIEW VET NOTES BEFORE YOU BID!***
    d. The vet is available to perform further x-rays or evaluations on any horse with consignor permission and at the buyer's expense.

IT'S SALE DAY!

Today is the big day! At this point, you should have a pretty good idea of what horse(s) are the best fit for you, but there are still several things to be aware of.

1. WATCH THE PREVIEWS:
    a. The riding previews are a chance for every horse to show off its skills before stepping into the sale ring. Starting at 9 AM (or 8 AM depending on the sale), each horse will enter the arena in Lot number order and be allotted roughly 2 minutes to show their stuff.

b. It is very important to watch this! The previews are one of your last chances to see each horse be ridden, and many consignors will show off special skills or talents that their horses have. The previews will also be live streamed on our YouTube channel.

2. INSPECT THE HORSE:
    a. Even if you saw the horse up close on Friday, it's still always a good idea to check the horse out again on sale day before you bid. Make sure nothing changed from the day before, and observe how the horse behaves around the hustle and bustle of sale day.

3. GET READY TO BID:
    a. Get in the sale ring early and find a good seat. Remember that once you raise your number to bid, you can't back out! Be confident in your decision to bid on a horse.
    b. If you're the lucky winning bid, congratulations, you now own that horse! Head to the sale office to pay and receive your paperwork, and then go down to the stall barn to take your new horse home!
    c. If you need help with hauling, reach out to a CHS staff member. We have lots of contacts!
    d. Send us photos! We love to hear about how our CHS sale graduates are doing in their new homes. Please give us updates on how your new horse is doing, and leave us a review!