

Determine What It's Worth

- Do you know what you paid for it..???
- What is it selling for at Walthers..???
- What is it selling for at M B Klein...??
- What is it selling for on E-Bay...??

Is it available or no longer made.....

Which Path Should You Choose ?

• Deal with a friend Advertise locally • Go to a hobby show • Use an on line board • Use E-Bay

Deal with a Friend or Club

Talk to your friends
E-Mail your friends
Bring Items to Club Meetings

Advertise Locally

Advertise in local paper
Post items at local locations
Place items for consignment
Use Craig's List (internet)

Go to a Hobby Show

- Rent a table at a show
- Share a table at a showConsign items at a show

✓ Requires a Long Day
✓ Pre-price everything
✓ Clearly mark items
✓ Be Prepared to Haggle

<u>Use an On-Line Board</u>

The Internet is Your Window to the World

Yahoo Groups
hoswap@yahoo.com (1332)
hotrainproductsforsale@yahoo.com (81)
Facebook
hointerchange (132)
Model Railroad Forums
Best Price.com
Collector-model trains.com

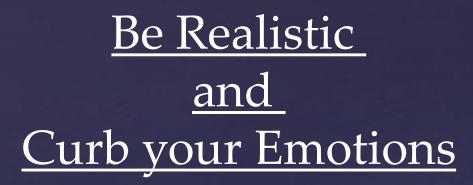
EBay & PayPal



- Membership Required -Free
- Fee's Based on Sales & Listings (10%)
- Multiple methods for selling
- Protection from fraud



- Essentially a Bank
- Transfer funds from Bank, Credit Card
- Ability to set up short term financing
- Protection from fraud



- Unless a collectable, trains depreciate very quickly
- New Releases sell for up to 20% off MSRP within 30 days
- Old Yellow Box engines sell for \$25.00 to \$35.00
- Common DCC equipped engines run \$75.00 to \$90.00
- Don't be surprised to be offered 30 cents on the dollar
- Boxes and original containers increase value

Buildings

- As they become scarse, they rise in value
- Once re-released they plummet in value
- Built and weathered buildings have more value

If it seems too good to be true, check it out !!!!