

Buying & Selling

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

Use an On-Line Board

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

PayPal

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

Be Realistic and Curb your Emotions

- 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 scarce, 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 !!!!