



**SMB Horse Sales, Inc. – Richfield UT**  
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**[www.smbhorsesales.com](http://www.smbhorsesales.com)**

## Frequently Asked Questions

- **How Does the Sale Process Work?** All SMB sales, both live and online only, are auction format. Prices of horses will be determined by the bidding in the sale. The highest bidder on each horse earns the right to purchase the horse assuming the reserve price has been met. Bidding can be live in person or via online bidding.
- **Do the Horses have Reserves?** Yes, most horses in SMB sales have reserves set by the seller. A reserve is the minimum amount the seller will accept for the Horse and that reserve must be met for the horse to sell. If a reserve is not met the highest bidder will be notified of the reserve amount and have the option to meet the reserve and still purchase the horse – if the high bidder declines to meet the reserve, the horse is “passed out” or a “no sale” and the bidder does not owe any payment and the seller retains ownership of the horse.
- **Can I Buy the Horse prior to the Sale?** Simple Answer is No – Consignors have contracted to put the horse in the sale and have an obligation in the consignment including paying a commission and a “never offered” fee if the horse is not presented at the sale. In addition, they have a significant investment of time and costs to put the horse in the sale. While buyers are not able to purchase horses prior to the sale, SMB will make every effort to help buyers prepare to bid on any horse in the sale.
- **How Do I consign a horse in an SMB Sale?** Visit [www.smbhorsesales.com](http://www.smbhorsesales.com) and submit the online consignment form (you should also review the terms of the consignment contract. You can also find consignment information on the website around fees and requirements of consignment.
- **Can I attend the Sale in Person?**
  - o For “Live” sales yes, we encourage buyers to attend but we also offer online bidding for those not able.
  - o For “Online Only” sales there is no attendance.
- **When is Payment Due?** Payment is due immediately upon completion of the sale.
  - o **NOTE** – For Online Bidders, an automated email notification will be sent once the bidding closes that the buyer can log in and pay their balance online. Any balances not paid by the buyer by the end of the sale will be processed by SMB’s staff against the card the Buyer registered (unless bank wire payment has been approved by SMB prior to the sale).
- **What Payment Options do you accept?**
  - o For those attending “Live” sales in person – we accept Cash / Checks accompanied by verification of funds letter from the bank / Credit Card (3% processing fee added) / PayPal (3% processing fee added)
  - o For those bidding online for either “Live” or “Online Only” sales – default payment is credit card (3% processing fee added). Buyers can arrange bank wire payments by providing SMB a letter from their bank verifying funds up to the amount buyer may spend and verification the bank can initiate a bank wire by noon the business day following the sale.
    - **NOTE** – Bank wire payments must be approved by SMB **prior** to the sale and must be submitted no later than 12:00 pm MST on the Friday prior to the sale. If bank wire is not approved prior to the sale, buyer will be required to pay via credit card.
- **Do you provide all necessary travel paperwork?** Yes, all buyers will receive a Brand Inspection & proof of current negative Coggins – out of state buyers will receive a Health Certificate issued in their name (buyer will be charged a Health Certificate fee).
- **Can I ride the horse before the sale?**
  - o **“Live” Sales** – This is up to the consignor. Most consignors will allow you to ride the horse prior to the sale – however some prefer you plan to come to their location before the sale weekend. Many will allow you to ride the horse at the sale’s location, but some may not as they do not want a rider, they are not familiar with, to make the horse look bad in front of other potential buyers. Buyers should contact the consignor prior to the sale to discuss what options they have.
  - o **“Online Only” Sales** – Also up to the consignor. Most consignors will accommodate you coming to their location to ride the horse prior to the sale weekend. Contact consignor to discuss.

- **Are horses examined by a vet? What is included in the examination?**
  - o **“Live” Sales** – Yes, SMB hires a vet to be on site and part of our check in process. The exam in the check in process is very general – the vet is looking at 50-80 horses in a 2-3 hour window. The basics of this exam are verifying age on grade horses by teeth – looking for any scars / blemishes – looking for any obvious signs of lameness / health issues / drugging. This is NOT a Pre-Purchase Exam! Buyer can arrange a more extensive Pre-Purchase exam (at the buyer’s expense) by either contacting the consignor prior to the sale weekend and arranging or by contacting the on-site vet (in advance of the sale weekend) and scheduling the exam for sale weekend. (On-site vet varies from sale to sale but will be listed in the catalog after the last horse – On-site vet availability will be limited, and they will handle requests on a first come first served basis).
  - o **“Online Only” Sales** – All horses in Online Only sales will have a “General” Pre-Purchase exam report provided by the consignor and posted on the auction site. This exam’s minimum requirements are 1- general health check (respiratory / heart rate / temp) 2 – Age verification for “Grade” horses 3 – Flex lameness exam on all 4 legs. Buyers can arrange a more extensive exam by contacting the consignor prior to sale weekend and arranging at buyers’ expense.
  - o **NOTE** Pre-Purchase Exams are just that Prior to Purchase! SMB encourages buyers to arrange pre-purchase exams prior to the sale and will not mediate issues identified in an exam scheduled after the purchase.
- **What Price Range do the horses sell for – how do I know if there will be something in my budget?** SMB posts past sale reports on the bottom of the home page at [www.smbhorsesales.com](http://www.smbhorsesales.com)
- **How do I register to Bid?** Starting in February 2021 all bidders both Live and Online will register through the Auctria website for that sale. There will be links on [www.smbhorsesales.com](http://www.smbhorsesales.com) on the home page and in the gallery for the sale to register – these links will direct you to the Auctria site. All registrations will be rolled over to future sales so buyers “Bidder #” will remain the same for all future sales.
  - o **NOTE** - When bidding online buyer will be required to register a valid credit card before bidding online (even if they have arranged a bank wire payment)
  - o **NOTE** – This video will provide help for registering online and online bidding for live sales <https://youtu.be/oa0jWDIQHK0>
  - o **NOTE** – This video will assist for bidding in “Online Only” Sales <https://youtu.be/T89CPOIWvDE>
- **If I am the winning bidder - How long do I have to pick up the horse?**
  - o **“Live” Sales** – General expectation is the horse will be picked up the day of the sale after the sale is over. If you are staying over an additional day – see next question.
  - o **“Online Only” Sales** – Standard time is 7 days after the sale. Consignors may offer extended time but will likely charge a per day fee for feeding and care.
    - **NOTE** – For “Online Only” Sales, Buyers are responsible to pick up the horse from the Consignor’s location.
    - **NOTE** – The Buyer takes ownership the day of the sale and becomes responsible for any liability to injury or vet needs even while the horse is still in the Consignor’s care
- **I am coming to the sale from out of the area and planning to stay over the night of the sale, can I arrange to keep the horse at the facility after the sale?** Yes, we can arrange for the horses to stay in the stalls, there will be a fee as the facilities charge us for stalls by the night. Fee varies depending on what facility the sale is at. Buyers will be responsible to feed and water the horse.
- **How do I arrange Transport if I am not able to haul the horse myself?** SMB posts consignor lists for each sale on the online bidding site (Auctria) – this list will show consignor locations as well as multiple commercial transport companies. Buyers can contact consignors that live in the buyer’s area to discuss potential for the consignor to backhaul a horse and for what fees or they can contact the Commercial Transport options for quotes.
- **If I am bidding remotely (online) for a “Live Sale” is there a Video Feed?** Yes, we stream both the Preview and Sale on SMB’s Facebook Page and YouTube Channel. NOTE the stream has a roughly a 30-45 second delay from what is live.
- **When will I get Registration Papers if the horse I bought is registered?** SMB mails out Registration paperwork out to buyers 7-10 days after the sale.
  - o **NOTE** – Paperwork will be mailed to the address provided when the buyer Registered.
  - o **NOTE** – SMB makes every effort to ensure all proper transfers for the paperwork is provided to the buyer, however SMB will not be held liable in the case any registry (AQHA, APHA, ApHC, etc.) deny transfer of the registration.