Seller Phone-Call Question Sheet

Your handy reminder for the right questions, in one place.
Use while speaking to the seller; record answers accurately and note anything to check later. You do not need to resolve every question during the first call.

HORSE & ADVERT DETAILS

Horse's name:

Advert reference / source:

Advert link or platform:

Seller's name:

Seller's phone / email:

Date of call: _____ Asking price:

Horse's age / breed / type / height:

Reason for sale:

How long has the seller owned the horse?

Who legally owns the horse, and who is selling?

SUITABILITY & EXPERIENCE

What type of rider / home does the seller think would suit this horse?

What is the horse currently doing each week?

What are they like to ride: forward, laid-back, sensitive, spooky, strong?

Any napping, bucking, rearing, bolting, spinning, rushing, kicking or biting?

How do they respond to a nervous rider or rider mistakes?

Can they hack alone and in company? What about traffic and unfamiliar things?

What are they like away from home, at shows or when travelling?

SureStride disclaimer: This resource is a helpful reminder to support prospective buyers in considering their own needs, asking questions and gathering information. It is not a definitive or comprehensive guide, and may not cover every circumstance. SureStride Equestrian cannot verify information supplied by sellers, guarantee the accuracy or completeness of their responses, or establish whether a horse is suitable for an individual buyer. Consider seller information alongside your own observations and seek independent advice from suitably qualified professionals, including an equine veterinary surgeon where appropriate. Responsibility for further enquiries, checks and the final purchasing decision remains with the buyer.

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HANDLING & BEHAVIOUR

Easy to catch? Stand for grooming, feet, mounting and tacking?

Good for farrier, vet, dentist, clipping, bathing and rugs?

Any known handling issues, fears or situations that worry them?

Load and travel calmly? In what type of vehicle and with what help?

How do they behave with other horses and when separated?

Any crib-biting, wind-sucking, weaving, box-walking or other repetitive behaviours?

HEALTH & VETERINARY HISTORY

Any past or current injury, lameness, illness, colic, laminitis, ulcers, respiratory or skin problems?

Any surgery, scans, X-rays, injections, box rest, rehabilitation or restrictions?

Any medication, supplements, allergies, special diet or ongoing treatment?

When were teeth last checked? Farrier last visited? Vaccinations / worming records available?

Has the horse had a previous vetting? What was the outcome, and why did any sale not proceed?

Can the seller provide available veterinary records and complete a BEVA Seller's Declaration?

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ROUTINE & COSTS

What is their summer and winter routine: turnout, stable time, feed, hay, rugs, exercise?

Do they need particular companions, turnout arrangements or restricted grazing?

Any specialist care or extra costs I should budget for?

PASSPORT, SALE & NEXT STEPS

Can I see the original passport and check markings / microchip with my vet?

Is the seller the owner or authorised to sell? Any details to verify?

What tack, rugs or other equipment are included?

Will the seller allow an independent pre-purchase examination with my vet?

Can I see the horse caught, handled, tacked up and ridden by the seller?

Can I arrange a second viewing with my instructor / experienced person?

Deposit, trial, payment, collection and written sale conditions:

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MY NOTES & FOLLOW-UP

Answers I want to verify / records to request:

Questions for my instructor / experienced horse person:

Questions for my vet:

My first impression — what feels reassuring, unclear or concerning?

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