

Leasing & Purchasing



Buying a horse is a big decision. We want to help clients prepare for horse ownership by providing assistance with horse selection as well as education on all that horse ownership entails. Keystone offers show leases, a lease to own option, and horse purchase payment plans.

Leasing

Show Leasing

Clients who are interested in competition but who are not ready to purchase a horse may have an opportunity to lease a Keystone horse for a show season. A Show Lease allows the client to reserve a particular horse for their use at local and out-of-state events. Selection of the horse is made in coordination with the instructor and is based on availability. A Show Lease includes three lessons a week. Keystone remains responsible for farrier and vet costs on the horse. The show lease is not exclusive. The horse may be used in lessons with other clients when the Leasing client is not riding. The fee for a Show Lease is \$600 a month.



Lease to Own

Clients who are interested in the complete horse ownership experience may choose to lease a horse before they commit to a purchase. Leasing clients have nearly exclusive access to the horse they are leasing. However, the client has no obligation or commitment to the horse beyond the lease term. Lease terms can



range from one month to six months and are subject to availability. Horses that are in high demand may be limited to month-to-month leases. Lease fees are based on the value of the selected horse, with most horses being available to lease for \$1000-\$1200 per month. The lease fee covers the horse's farrier and vet expenses, board, and three lessons a week for the client. No other lesson students will have access to a horse in the Lease to Own program. 50% of the lease fees paid by the client will be applied to the purchase price of the horse should the client decide to purchase the horse at the end of the lease term. The client will be advised of the purchase price of the horse prior to the commencement of the lease.

Purchases

Up Front Costs

The purchase price is what most buyers focus on when contemplating horse ownership. However, the purchase price is just a piece of the financial commitment buyers should consider when selecting a horse. Horses are valued based on several factors. Breeding, age, training, temperament, show record, and health are all considered when setting the value on a horse. Like in most things, you often get what you pay for. Well-bred horses with loads of training and show experience will usually cost more than prospects, older horses with health issues, or unregistered horses. However, some horses without great resumes can still make excellent companions and should be considered, depending on the goals and experience level of the client. Prospective buyers are welcome to get a vet's opinion on a horse before committing to purchase. Comprehensive vet exams can cost several



hundred to a couple of thousand dollars, depending on the depth of the exam.

Purchasing Over Time

Keystone often offers clients the option of purchasing a horse over time. We usually require 25%-50% down and then can create a payment plan lasting up to 24 months for the balance of the purchase price. Horses being purchased over time may not leave the facility—they must board at Keystone for the duration of the payment term.





Continuing Costs

Monthly costs for horses include board, farrier costs (most horses need to see the farrier every 6-8 weeks), veterinary costs (routine care is twice yearly checkups), training and/or lessons, show fees, insurance (optional), and tack and other equipment. Buyers should budget for these additional expenses when planning a horse purchase. Horses and riders who

will compete in shows should plan on keeping the horse in training with Keystone year-round. There is no off-season for show horses and they need the constant influence of a professional in order to remain competitive. Continuing training with a professional is also necessary when buying a young or inexperienced horse.

The Bottom Line

The opportunity to own a horse is an incredible one. There are countless studies about the impacts of equine-human relationships on both children and adults. Horses are a big commitment but the benefits are priceless. If you're considering making horses a more permanent part of your life, talk to your instructor about your options.

