



How to Sell Your Car – Checklist

- Think of the current factors affecting the used car market. For example, selling a convertible in the winter may be harder than in the summer.
- Do research online to find out what price other sellers are asking for similar vehicles.
- Determine an asking price which is about €1,000-1,500 more than what you want to get for your car. This leaves wiggle room in the price for negotiation.
- Make sure your car has "curb appeal" by cleaning it inside and out.
- Be sure to fix any mechanical and cosmetic problems or be prepared to lower the price and sell it "as is."
- Get a CARFAX Vehicle History Report to demonstrate transparency and establish trust with the seller.
- Make a "For Sale" sign and put it on the car window.
- Create an attention-grabbing advertisement with photos for online classifieds websites.
- Spread the word over social media that you're selling your car.
- Make sure you're available to answer emails and phone calls from potential buyers.
- Set up appointments to show prospective buyers the car.
- Negotiate for the best selling price possible. Know the market and don't drop your price too quickly. Patience pays off. Don't allow anyone to pressure you into a sale.
- Collect the payment through a secure payment method (e.g. cash).
- Complete the sale by satisfying all local regulations in order officially to transfer ownership to the buyer as well as to limit your liability.
- Cancel insurance policy for the vehicle.
- Hand over the keys.