

Selling your vehicle? Simple tips to help

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market and then wait weeks, if not months, before they sell their vehicles. That may be a byproduct of misjudging the market value of their vehicles. Have your vehicle inspected before putting it up for sale so you know its true value. Share the results of the inspection with prospective buyers so they feel more comfortable purchasing your vehicle.

• **Address any issues that come to light dur-**


ing the inspection. Fix any minor issues, like broken taillights, dents, scratches and worn down tires before putting the vehicle up for sale. Such damage is typically inexpensive to fix, but buyers won't want to see a car with such issues, which suggests sellers did not care much about the vehicle. If any larger issues arise during the inspection, consider trading the vehicle in rather than selling it on your own. Dealers get discounts on body work, so you may get more money for a trade-in with

body damage than you would get for the same car selling it on your own.

• **Be courteous with prospective buyers.** Customer service is often an overlooked part of selling a preowned vehicle. Be courteous with prospective buyers, patiently answering all of their questions and allowing them to size up the vehicle as they see fit. Always go with prospective buyers on a test drive, taking a friend or relative along so you are not alone with a stranger in the car. If buyers want to

take the vehicle to their own mechanic, agree to it so long as you can come along and be present when any inspection is performed. Being respectful of the position preowned-vehicle buyers are in is a great way to develop a rapport that can help you sell your vehicle that much quicker.

The preowned-vehicle market is booming, and private sellers can employ several selling tactics to get the best price possible for their cars and trucks.



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