

Selling Your Car Privately? **With Sandra Kelly**

Making an effort to prepare your vehicle for sale can definitely both help its saleability as well as the price you receive. Before you can legally advertise or sell a vehicle privately you must obtain a "Safety Certificate" for the vehicle.

This Safety Certificate is a summary of roadworthiness of the vehicle and is obtained from a Licensed Vehicle Inspector. Most quality Mechanics workshops are licensed to issue Safety Certificates.

Safety Certificates are valid for a period of two months or 2,000 kms only and must be renewed if the vehicle is not sold within this time. If your vehicle has defects as detected by this inspection it must be re-inspected following repair of the defects, before they will issue the certificate. Fault rectification and re-inspection must occur within a specified time. If this time interval is exceeded another full inspection must be carried out. Costs for a Safety Certificate can vary but are usually around \$50.00. The following are some pointers to attract a quick sale at the best possible price:



- Ensure your safety certificate is current and all repairs are carried out by a qualified operator, ensure to retain all receipts.
- If the vehicle is encumbered, you will need to get the debt paid out before you can legally transfer the vehicle. Encourage the buyer to order a REVS for their own peace of mind.
- Have any panel damage, stone chips and scrapes repaired, appearance is important if you want a quick sale at the right price
- Have the vehicle serviced and the log books up to date, with all the receipts indicating the work that has been done on the vehicle.
- Clean the engine compartment, and surrounds, a greasy filthy engine indicates a poorly maintained vehicle. Pressure clean the underbody.
- If the budget allows, pay for the vehicle to be detailed. If not, ensure that it is very clean, paying particular attention to the upholstery, door trims and windows.
- If you have had a dog traveling with you or you are a smoker, stop these habits now and get the vehicle well aired out. Use some auto deodorizer to get rid of the smell, you might be used to the odor, but it will put off a potential buyer, especially a non-smoker.
- Make a list of all the extra's in the car that you may have put in, such as sheepskins seat covers, stereo, tow bar, tint and sport racks. (these won't make any difference selling to a Dealer but may help in a private sale)

Don't be "put off" by the above, as most of it is just plain common sense and you would do it automatically anyway. But if you really want to sell your vehicle for top dollars it will pay to take the time - especially if the vehicle is going to a private buyer.

For the complete FREE guide on "How to sell your car privately" log onto WWW.SUNAUTO.COM.AU or for further help, guidance and options contact **SunCoast Auto Brokers** 1300 365352 "No Stress! No Worries"