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Selling Your Car - a Few Helpful Tips by [Hiteshbhoi](#)

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When we see something new, bigger and better, we start mentally thinking of how to sell or dispose what we have on hand. Same applies to cars as well, once the decision to buy a new car has been made, the process of selling the existing one begins. But it's not as easy as picking a buyer and handing over the keys. In times when you are not going in for an exchange offer, the need to seek out good buyers who will pay the asking price and are authentic becomes important. There are various other aspects to keep in mind before delving into the search for that buyer. The first step is to decide if you are going to directly put the word out and wait for people to approach you or employ the services of an agent who will be the interface between you and the buyer. Irrespective of whether your car is new or old, in good shape or not, it will fetch a decent market value.

Most sellers will service the car to ensure it is in running condition and will also do a clean up job, and any minor repairs to be carried out. This makes it easy when the prospective buyers come to inspect the car and creates a good first impression. Then comes deciding on the appropriate price after which one needs to go about either advertising in the local paper, or getting in touch with agents and waiting for the sale to happen. If placing an advertisement, it can be accompanied with a picture of the car, the model and other specifications. And if opting for an agent, this information will have to be passed on to him. Be ready to set aside plenty of time for inspection and test drives by these interested parties.

When people do come to take a look be ready with all relevant information to do with the car, major plus points and if any problems or issues, those as well. The papers related to the car must be kept handy, such as insurance documents, registration deed so that when the final sale does happen, you can easily transfer it to the new owner. Also make sure to get some in depth information from the buyer as to the purpose behind the buy, what is his background, to give you the comfort of going ahead with sale.

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