

# Car Selling Checklist

This isn't intended to be an exhaustive checklist, nor does it need to be strictly followed. We do however hope that it's a useful guide that makes selling your vehicle easier.

## Paperwork checklist

- ☐ You'll need up to date:
  - Warrant of Fitness (WoF)
  - Vehicle licensing
  - Service history
  - Road miles for diesel cars
  - Registration
- ☐ Pay any outstanding charges (you're liable until you sell your vehicle).
- ☐ If you have a loan, check with your finance company on the best way to pay the loan off when you sell your vehicle.

## Dealing with potential buyers

- ☐ Ensure you respond to queries quickly to keep potential buyers interested.
- ☐ Answer questions honestly and as best you can.

## Get your vehicle ready for viewings and test drives

- ☐ A well-presented vehicle will maximise your opportunity for the best price.
- ☐ Check your insurance covers test drives and if there are any license or age restrictions on it.

## Be prepared to Negotiate

- ☐ Buyers will probably want to negotiate so have a price range in mind.
- ☐ Check Trade Me's car price guide to understand your car's worth: [www.trademe.co.nz/a/value-my-car](http://www.trademe.co.nz/a/value-my-car)
- ☐ Decide on the lowest price you'll accept before you start the negotiation.

## Are you ready to hand over the keys?

- ☐ Use your judgement on when you're comfortable to hand over the keys. We recommend you both have a receipt of the transaction, as this will help protect everyone if any problems arise.
- ☐ Register change of ownership with NZTA (you don't want to be responsible for any fines they get). You can do this at [www.nzta.govt.nz/online](http://www.nzta.govt.nz/online)
- ☐ Pay off your finance. If you still owe money on your car through a loan you'll need to organise paying off the finance, ideally as part of the sale so the buyer isn't liable.
- ☐ Remember to cancel your insurance.

## Happy trading!

