

# vehix™



## Selling Your Car with Vehix

This guide provides tips, tricks and extras that will help you sell your car.

## Selling Your Car with Vehix

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## Selling Your Car with Vehix

Ready to sell your car on Vehix? This guide provides tips, tricks and extras that will help you quickly sell your car. We'll answer your questions, provide useful information about posting photos and help you avoid becoming a victim of fraud.

### What You Need to Sell Your Car

To sell your car on Vehix, you need to provide a few essential items:

#### 1. Your Vehicle Identification Number

Your Vehicle Identification Number (VIN) can be found on numerous locations on your vehicle including:

- The driver's side interior dashboard
- The front of your engine
- Between your front carburetor and your windshield washing unit
- In your trunk under a spare tire
- On the driver-side door
- On the back wheel well



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### 2. Determine the cost of your vehicle

You can research used vehicle values on Vehix at [www.vehix.com/research/usedVehicleValues.aspx](http://www.vehix.com/research/usedVehicleValues.aspx). Here's a helpful hint: ask for a slightly higher amount than what your car is worth. This will allow some room for negotiation when you speak with interested car buyers. For example, if your car is worth \$14,000, list your car for \$14,500. That way you can take lower offers or you may get a buyer willing to pay the asking price.

### Preparing Your Vehicle

It's time to give your car the royal treatment.

- Wash and detail your vehicle  
You've heard the expression "Don't judge a book by its cover." Unfortunately, that wisdom doesn't apply to car buyers. No one wants to buy a dirty car. So spend a few extra dollars to have your vehicle washed and detailed. It may cost you a little extra but it will pay off in the long run.
- Make sure that your vehicle is mechanically sound  
Buyers may be hesitant to purchase a vehicle with dents, scratches or dings. Consider fixing low-cost repairs rather than attempting to sell the vehicle "as-is." A small investment of time and money can help to ensure a profitable sale.
- Take your car to a mechanic  
Get your vehicle serviced and change the oil. Have your mechanic issue a report about your car's condition. Also, order a Carfax vehicle history report. Both can help buyers feel confident about their decision to buy your car.

### Knowing When and Where To Sell Your Car

Finding a buyer is half the battle.

- The time of year that you are selling your car can impact value and buyer interest. Convertibles will sell for less during winter compared to spring or summer. On the other hand, trucks and SUVs become more popular and expensive during winter months. Do a search on Vehix to see the selling prices for similar vehicles.
- Certain cars are always in demand. Economical sedans are in constant demand by people wanting a basic mode of transportation. SUVs remain popular, as well, even older models. Research selling prices and take into consideration the condition and trim when comparing prices.

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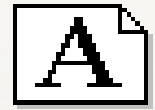
### Advertising Your Car

Your advertisement says a lot.

- Creating an ad for an online classified car site such as Vehix is a great way to ensure a large number of potential buyers view your car. This leads consumers that are looking for your specific vehicle right to you.
- The words that you use in your ad are important. They show how eager you are to sell your car. Saying 'Must Sell' in your ad implies that you are simply trying to get rid of the car. Using phrases such as "Or Best Offer" and "Asking Price" suggest to the buyer that you are willing to negotiate a selling price. On the other hand, stating that the price is "Firm" shows no willingness to negotiate.

### Tips for Vehicle Photos

- Make sure that your images are saved in a .jpg or .gif format. Landscape (horizontal) photos are recommended. Having the right format is important and will allow for an easier upload process.
- You want the pictures of your car to look good. Make sure that there are no people or distractions in or around the vehicle. Make your vehicle (or specific details such as the seats, dashboard, etc.) the focus of your photos.
- Buyers will want to see the whole car. Be sure to include interior and exterior images that show unique details about your vehicle. Make sure to provide images of the front, both sides and rear of the vehicle.
- Check your lighting. The ideal time to take vehicle photos is often late afternoon or early evening. This will prevent glare from the sun that can distract potential buyers.



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### Resizing Your Images

Our photo tool will automatically resize your photo for optimal display on Vehix.com. Your photo will be resized during step 3 of the Sell Your Car process.

You will have the option of uploading your own photo from your computer or using a manufacturer photo of your vehicle we provide as a courtesy.

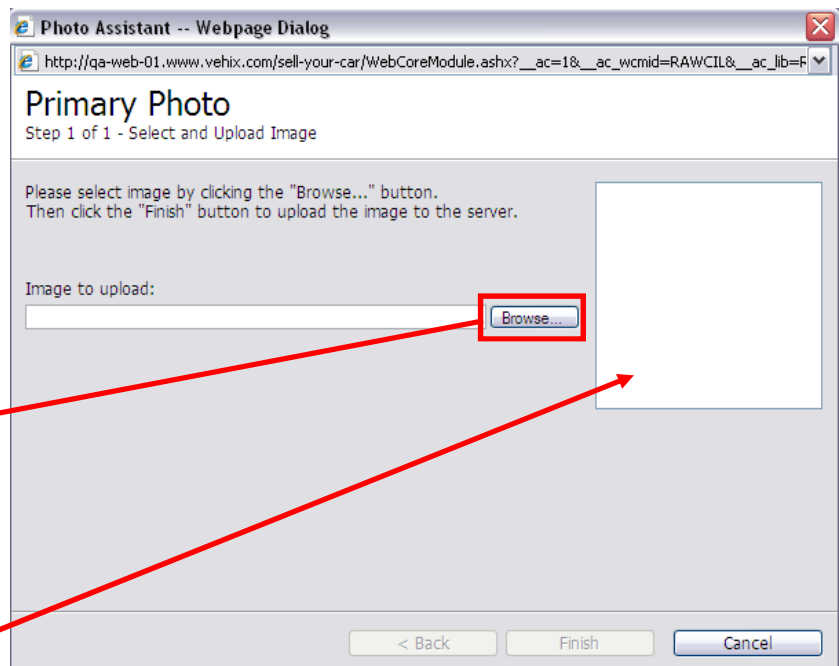
To upload your own photo(s) simply click the “Browse” button on the photo upload page.

[Browse...](#)

This will open another window where you will need to “Browse” through the photos on your computer and find the photo(s) you would like to use for your ad. Click the “Browse” button and then open the image you wish to upload.

[Browse...](#)

The image should then appear in the blank box to the right.



The photo for your ad is ready to go. Simply click the “Finish” button and your photo will be uploaded to Vehix.com.

[Finish](#)

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### Dealing With Potential Buyers

- When negotiating prices with a buyer be sure to understand that most buyers will use a round-about way of getting you to lower the price of your vehicle. Decide in advance if you are willing to lower the price of your vehicle. If not, make that known to the buyer.

### Finalizing the Sale

- When finalizing the sale, make sure you check with your state DMV to make sure you have followed all of their requirements to sell your car. Once you have received payment for the vehicle, take a final reading of the odometer for your records and then sign the car's title over to the buyer. Smart sellers require that the funds have been deposited in their bank account before they release the vehicle and title to the buyer.
- Make sure you contact your insurance company and cancel your current insurance plan or transfer it to your new vehicle.

### How to Avoid Being a Victim of Fraud

In any type of transaction there is always a risk for fraud. Vehix is committed to making the buying and selling of vehicles online a safe process. Please be aware that Vehix DOES NOT:

- Assist in any type of transaction between buyers and sellers
- Sell or buy vehicles; we simply list vehicles on our website to connect car buyers with sellers
- Offer automotive warehousing or shipping
- Ask for personal or financial information via email
- Offer any sweepstakes
- Inspect or provide inspection service

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### Example of a Common Fraudulent Transaction

Car fraud can happen anywhere, including foreign countries. The following is an example of a common vehicle purchase scam.

- A seller places an ad for a vehicle on the Internet with an email address, so that potential buyers can email their responses.
- The scammer takes on the identity of a potential car buyer that is interested in the advertised vehicle.
- The fake buyer responds to your vehicle by email (usually with a lot of grammatical and spelling errors) and notifies you that they are interested in purchasing the vehicle and will send a cashier's check.
- The seller receives the cashier check from the "buyer" and the amount is for more than the asking price, which can range from \$4,000 to \$10,000.  
There may be different reasons for the increased amount such as paying for shipping the vehicle to another country or because the check has already been cut before setting a price.
- The seller takes the check to the bank and the bank honors the check within one to two days, and provides the seller with the money.
- The seller notifies the "buyer" that the check has been approved by the bank and makes arrangements to wire the extra money back to the "buyer" and after which they will make arrangements to pick up the vehicle.  
The fake buyer will request the money be wired to a Western Union or a fraudulent Escrow type service.
- The seller wires the money to the "buyer." The seller is later notified by the bank that the cashier's check that was originally sent to them is counterfeit. The seller is then liable for the money and the "buyer" has disappeared.



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### Advice To Sellers

- Watch for emails you receive about your vehicle that contains a lot of spelling or grammatical errors. This may indicate that the potential buyer is from another country.
- Be wary of buyers who say they are from another country. They may also say that they are out of the country on a long vacation or business meeting.
- Be skeptical if the potential buyer sends you a cashier's check for a substantial sum that is greater than your asking price. They may say that it is for shipping or docking fees, because they are in a rush, or because they have a buyer that has already written the amount.
- If you are using a service to help you with your car-selling process, make sure that it is legitimate, such as [escrow.com](http://escrow.com)
- Confirm the buyer's name, address, telephone number, and ask to see their driver's license
- Make sure that any check you receive clears the bank before turning over the vehicle to the buyer
- Never accept third-party checks

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### Advice To Buyers

- Obtain a Carfax Vehicle History Report. A Carfax Vehicle History Report can provide you with important information such as who holds the title of the vehicle, whether that vehicle has been in an accident or if it has ever been stolen, salvaged or damaged.
- Look closely at the vehicle that you are interested in purchasing—ideally in person
- Meet the dealer or private seller
- Be wary if the price on the car is far lower than what the vehicle is listed for in Kelly Blue Book, NADAGuides.com
- Never transfer money to another country
- If you are using a service to help you with your car-buying process, make sure that it is legitimate, such as escrow.com
- Be wary if the seller does not provide enough vehicle information
- Be hesitant if the seller is in a rush to sell the vehicle and adds pressure to make a deal
- Follow your instincts