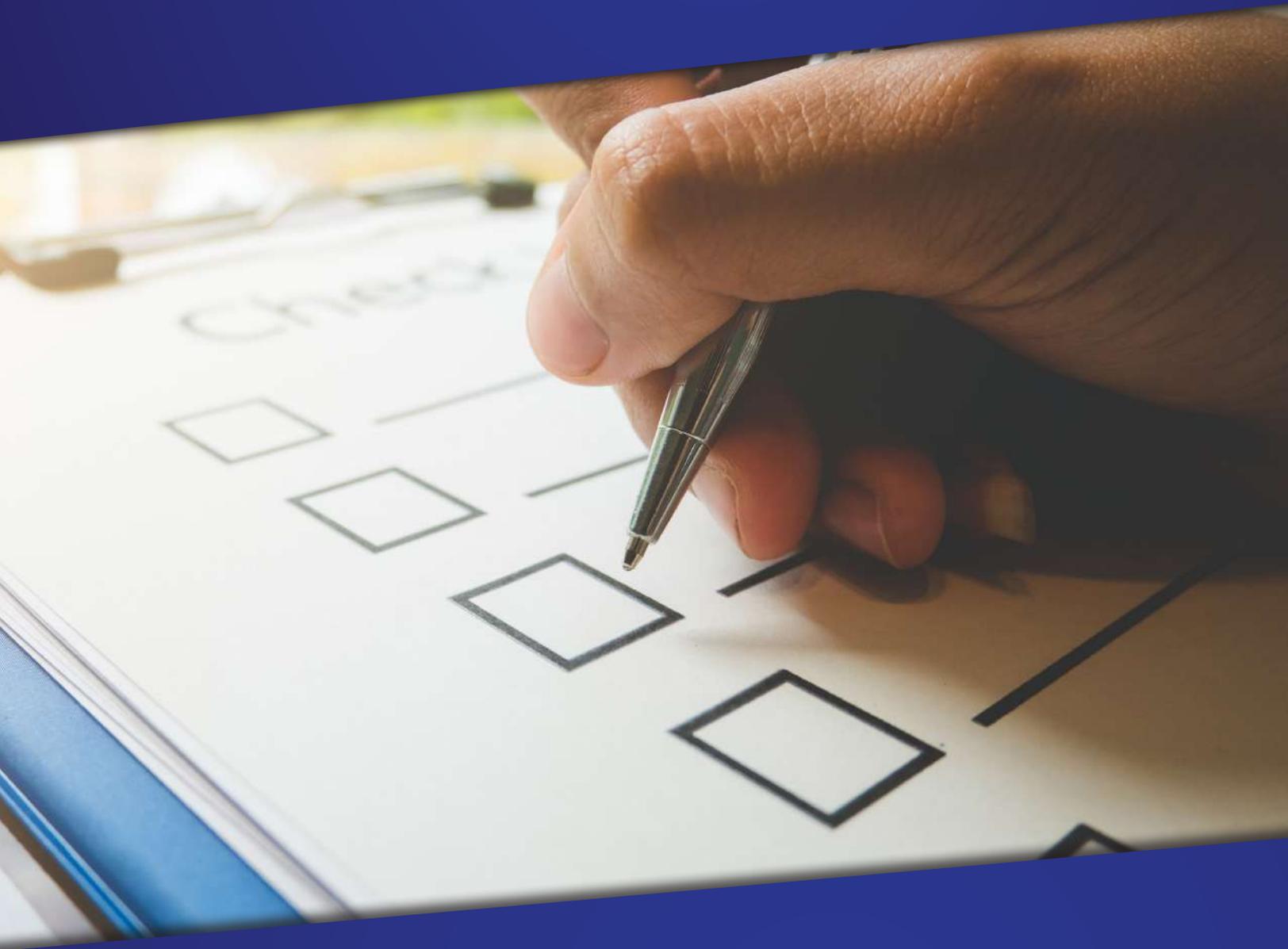


Steps to Selling Your Car to a Dealership



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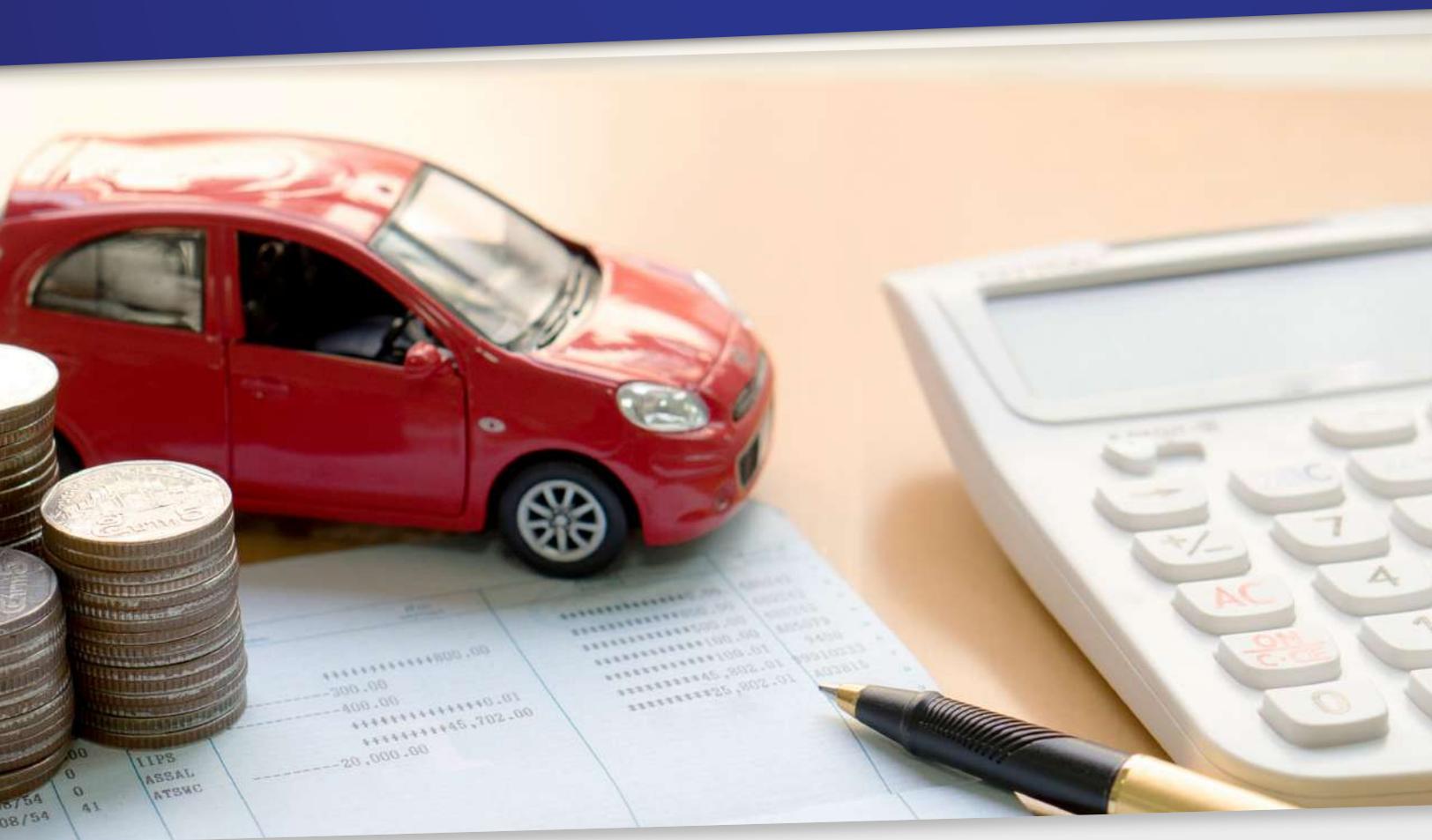
Steps to Selling Your Car to a Dealership

Buying a car is an investment. Selling it is the best way to get a return on that investment. Whether you use it to buy your next set of wheels or you just need some extra cash in your pocket, the choice is yours!

That may leave you wondering what steps you need to take when selling your car to a dealership. We're here to break it all down for you. No matter what stage of the journey you're in, you can learn more about:

- **Steps to take before selling**
- **The process of selling your car to a dealer**
- **What to do once you have your offer**

Selling your car is a bittersweet moment, but it opens the doors to many other opportunities. Take charge of the selling process with this step-by-step guide!



Steps Before Selling Your Car to a Dealership

When you're ready to sell your car, there are several steps that need to be taken before you even head to the dealership. Doing the right prep work will help you be more prepared and could even give your vehicle's value a boost.

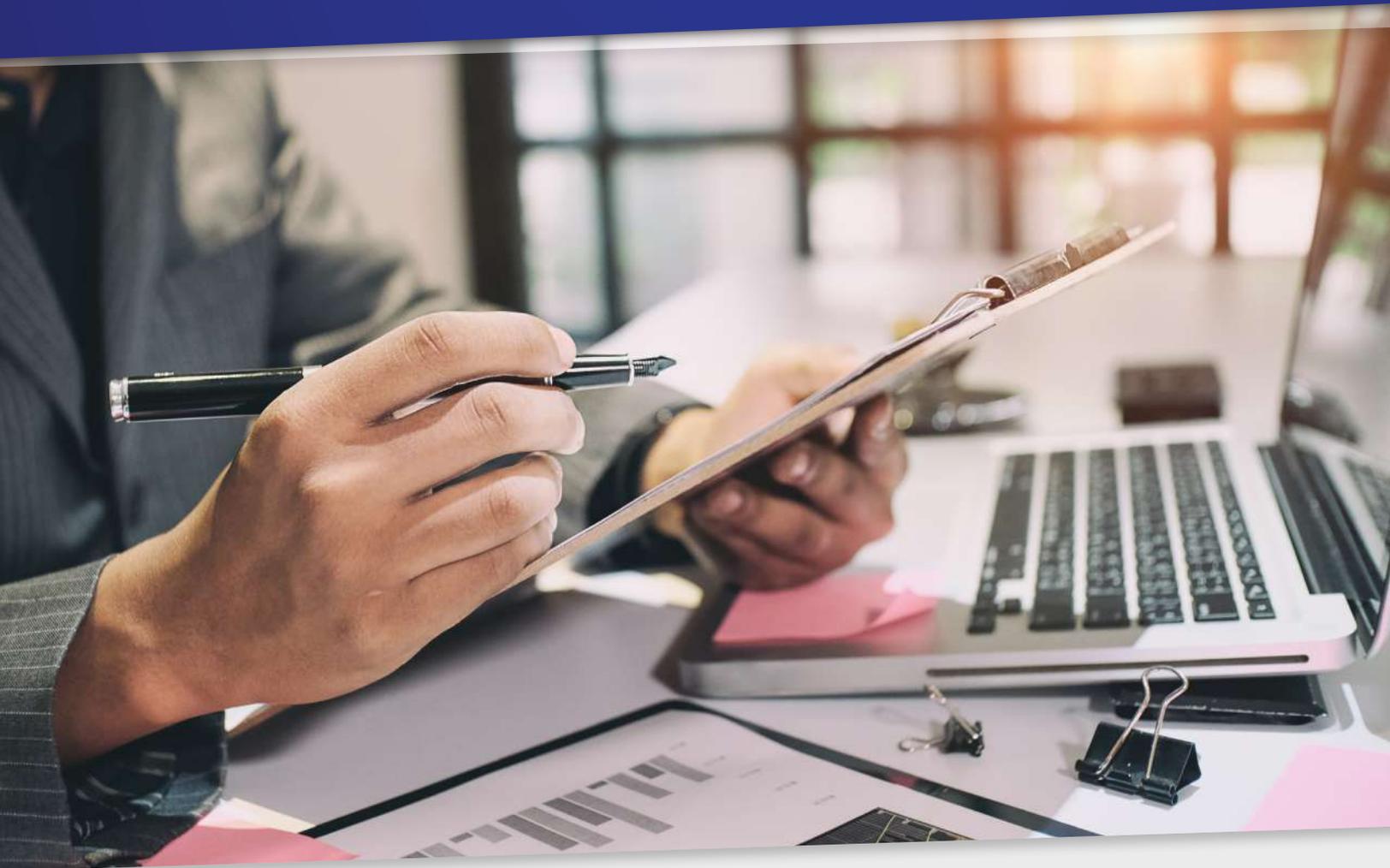
1. Determine Your Vehicle's Value

This first step will lay the groundwork for the entire selling process. Knowing the value of your vehicle ahead of time will give you more confidence and help you maintain reasonable expectations.

There are a few key factors that go into determining the value of your car. The most common considerations include:

- Current market demand
- Overall mechanical condition
- Interior & exterior condition
- Specific make & model
- Accident & service history

You can determine your vehicle's value right from home. There are several online tools from sites like Kelley Blue Book® and Edmunds that will estimate its worth in just a few simple steps. If the dealer you're selling to has a Value Your Trade tool online, use it. It'll give you a better idea of what they're willing to offer.



2. Gather Your Paperwork

Forget fumbling around for all your paperwork when you get to the dealership. Gather everything before you go. Keep it organized in an envelope or folder, so you can be ready to go when you arrive.

What documents do you need? Good question! You should keep the following documents on hand:

- Car title
- Registration
- Insurance
- Eligible warranty documentation
- Service documentation if available

When selling to a reputable dealership, they will be able to access your vehicle's service records by using your VIN (vehicle identification number). It's still a good idea to bring service receipts if you kept them. Why? Showing you were a diligent owner could give the vehicle's value a boost. It could also help clear up any discrepancies.



3. Spruce Up Your Ride

If you're able to, it's always a good idea to spruce up your ride before heading to the dealer. This could help maximize its value in the long run.

Start by taking your vehicle to a technician for an inspection. They'll look at everything the dealer might check and may even suggest replacing some worn-out parts. Getting ahead of any potential problems will help smooth out the process when you arrive at the dealership.

You can also detail your car—giving it a bit of curb appeal won't hurt. A detailing shop can buff out scratches and knock out dents on the exterior. They can also clear up stains and rips in the upholstery inside. First impressions aren't everything when selling a car, but they're certainly very important.



How to Sell Your Car to the Dealership

Now you're ready to head to the dealership. No sweat! You're already three whole steps ahead of the game. You've got this!

4. Arriving at the Dealer

When you arrive at the dealership, let someone know that you're here to sell your car. You'll be directed to someone from the used car department who will guide you through the whole process. In most cases, you can sell your car in just one visit.

The salesperson will take down your vehicle's information and locate its vehicle history report, which will let them examine details like:

- Title history
- Accident history
- Service reports
- Number of previous owners before you

If you used the dealership's Value Your Trade tool, or better yet, received an instant cash offer, they may already have the car's information on hand. The only thing left will be to finalize all the details.



5. Iron Out the Inspection and Paperwork

The dealership will need to have a technician inspect your vehicle. If you already had an inspection done and took care of outstanding issues, then you already know what they'll find.

While the inspection is happening, you and a salesperson will iron out all the paperwork. This is where working with a dealership comes in handy. They've done this a hundred if not a thousand times before, so you can rest assured they know exactly what paperwork you need and where to send it all.

The odometer disclosure is one piece of unique documentation that you'll need to sign before selling your car to the dealer. It simply certifies that the mileage on the odometer at the time of the sale is accurate. Once it's signed by you and the dealership and is notarized, you're well on your way.



Bonus Step: What To Do if You Have an Outstanding Loan

Can you still sell your car with an outstanding loan? Of course, you can! It just adds an extra step to the process. First, determine if the vehicle is worth more than what is owed. If it is, you're in luck! All you need to do is apply the value of the vehicle to pay off the loan and you can pocket the difference.

If the vehicle is worth less than what you owe, you still have options. If you're eligible for a personal loan, you could use it to pay off the difference between the vehicle's value and the loan amount. Personal loans usually cost more than a car loan, so you'll want to pay it off as quickly as possible.

You could also choose to trade in your vehicle, in which case, the dealership can transfer your existing loan amount over to the new vehicle. It's important to note that this will make the overall loan amount more expensive. You can discuss it with someone from the dealership's finance center to decide if it's the right move for your lifestyle.



You Have Your Offer: Next Steps

You did all the research, took care of the legwork, and it paid off. The tough part is behind you. You have your offer—now it's time to sell your car to the dealership.

6. Decide Between Selling and Trading In

You may be here to sell your car, but trading it in is also a viable solution—especially if you're planning on getting a new set of wheels. It's important, however, to keep the two transactions separate. Doing this will make it easier to stick to your budget and buy a car that fits your financial needs.

Along with saving you tons of time, there are several other advantages to trading in your car. A few of them could include:

- A tax break
- Save on detailing and reconditioning
- Dealership will advertise for you
- Easier to purchase next vehicle

If you're planning on purchasing another vehicle from the dealership, trading in is definitely the way to go. The tax break you'll get on the purchase is one of the biggest advantages. When you trade in a vehicle, you only pay the sales tax on the difference between the purchase price of the new vehicle and the value of your trade-in.



7. Shop for Your Next Car

You just sold your car. Now you need another ride to get you home, right? Of course, you do! Luckily, when you sell to a dealership, you don't have to go far to find a new car. You can even start shopping ahead of time. Browse the dealer's inventory online. You'll have a favorite picked out in no time.

What do you need out of your next car? There's a good chance we have something available at our dealership. You'll find new Honda vehicles as well as a bevy of used models. You can shop for:

- Sedans
- Hybrids
- SUVs
- Trucks
- Minivans

What's the best part? When it comes time to finance your new ride, you may have a nice down payment already set aside thanks to the car you just sold. Whether you're planning on leasing your next car or following the traditional financial route of getting a loan, selling your car beforehand is a huge boon.

Take Steps to Sell Your Car to a Dealership

Now that you know how to go about selling your car to a dealership, you're one step closer to watching that investment pay off. Whether you're just in the beginning stages or already have an offer in hand, selling to a reputable dealership will make the entire process even easier.

At our Honda dealership, we're ready to buy your car. Our team can walk you through each step in the process, so you'll have more confidence along the way.