

## **Dos and don'ts of private car sales for sellers**

**Do** provide as much detail about the car's past as you can. Keep receipts for work carried out, MoT certificates and service records, and have them to hand.

**Do** make sure your vehicle meets basic levels of roadworthiness. If your vehicle is seriously defective and unroadworthy, you may be committing an offence.

**Do** provide a "sold as seen, tried and approved without guarantee" receipt (remember no wording on the receipt is foolproof).

**Do** ensure the DVLA is told that the vehicle has changed hands otherwise future convictions and offences will be traced to you:

- Recently issued vehicle registration documents require both parties to sign and complete the form; whether or not you have this version you should make sure the DVLA is informed.
- Ask for ID to prove the buyer is who they say they are.
- Check that test drivers are covered by either your insurance policy or the potential buyer's. You could be prosecuted for permitting uninsured use of your car.
- Always accompany any potential buyers on a test drive.

**Do** prepare your car for sale; see that the bodywork is clean, and that the interior is reasonably tidy.

**Do** price your vehicle realistically especially if you want a quick sale. Check car magazines and price guides; see what other sellers are asking for the same model.

**Don't** make false or reckless claims about your vehicle (especially in an advertisement):

- Keep to the facts that will most interest potential buyers: "First to see will buy" adds little and convinces few.
- If you're selling a car for spares only, or which requires substantial repairs, include this information as part of the written receipt when you sell.

**Don't** allow uninsured or unaccompanied test drives:

- Check that test drives are covered by either your insurance policy or the potential buyer's. You could be prosecuted for permitting uninsured use of your car.
- Always accompany any potential buyers on a test drive.

**Don't** sell a car that is subject to a hire-purchase or conditional sale agreement, unless you have the finance company's permission.

**Don't** let anyone drive your car away until you are satisfied you have been or will be paid in full.