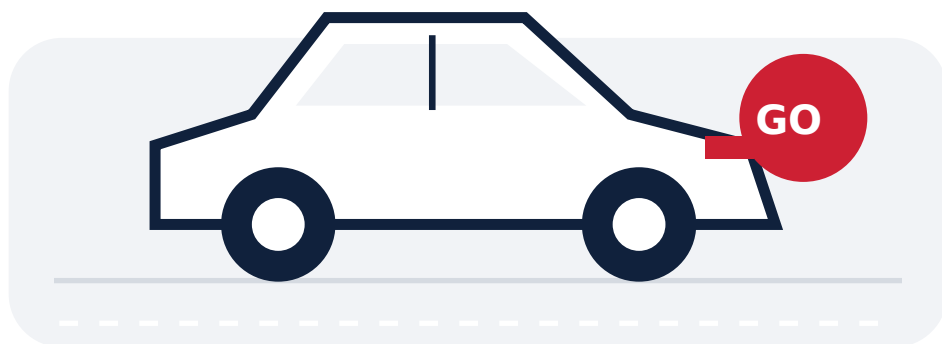


VALUDRIVE

THE VALUDRIVE

Seller's Guide.

How to prepare your car, compare offers
and sell with confidence.



SOUTH AFRICAN EDITION

Practical advice. Yours to keep.

Price with perspective.

Your asking price starts the conversation. The market tests it.

ASKING

Your starting point

What a seller advertises.

RETAIL

Dealer selling price

Includes the dealer's costs and margin.

OFFER

What a buyer will pay

Check its conditions before comparing.

Compare like for like

Match year, model, variant and transmission. Then compare mileage, condition and service history. Advertised prices do not prove completed sale prices. [1]

THE TAKEAWAY

Set a target and a private minimum. Your finance balance is what you owe, not what the car is worth.

Six views. One story.

Use clear, current photos in daylight. Show damage honestly.

01



FRONT

02



LEFT SIDE

03



RIGHT SIDE

04



REAR

05



INTERIOR

06



ODOMETER

Send the facts with the photos

Year, make, model, variant, transmission, mileage, location and when you want to sell. Add spare-key details, known faults and any remaining warranty or service plan.

THE TAKEAWAY

Clean and tidy helps. Before costly cosmetic repairs, compare the cost with the likely improvement in the offer.

Let the records talk.

A neat history is easier to assess than a promise that “it is clean”.

ILLUSTRATIVE RECORD SUMMARY



Put evidence in one place

Gather your service book or digital records, maintenance invoices and warranty details. Note the last service date and mileage. Share sensitive documents securely with verified parties.

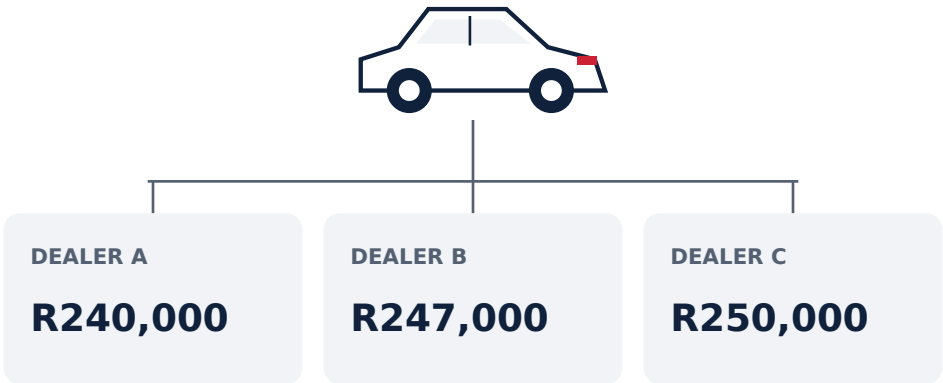
A gap? Explain it.

Request missing records where available. Do not call a partial history complete. The example above is a layout guide, not a recommended service interval; follow the manufacturer's schedule.

The takeaway: Show what has been done, what is due and what is unknown.

One car. Several offers.

Approach credible dealers who already sell cars similar to yours. [2]



AFTER A GENUINE COUNTER-OFFER

Dealer B revises to R252,000

Fictional example, not a promised result. Offers may be subject to inspection and other conditions.

Give each dealer the same information

Use accurate photos, records and disclosures. Ask for written amounts, expiry dates and inspection conditions.

Ask: "I have a written offer of R250,000, subject to inspection. Can you improve it and confirm your conditions?" Never invent an offer.

Compare what you keep.

A higher headline offer can leave you with less.

OFFER A

R250,000

Headline offer

- R2,000

Agreed collection cost

R248,000

Before finance settlement

OFFER B

R249,000

Headline offer

R0

Agreed collection cost

R249,000

Before finance settlement

Illustrative figures. No other deductions assumed. Confirm whether inspection can change each offer.

Ask three questions

What can reduce the amount? What costs are included? When and how will payment happen? Get the answers in writing.

THE TAKEAWAY

Trading in? Price the replacement car separately. Compare the full deal, including discounts and extras. [2]

After the bank.

Request a current settlement quote and check its validity. [3, 4]

OFFER ABOVE SETTLEMENT

R250,000 - **R220,000**

offer

bank settlement

R30,000

Remaining for you

OFFER BELOW SETTLEMENT

R250,000 - **R270,000**

offer

bank settlement

R20,000

Shortfall to resolve

Illustrative figures before other agreed costs.

Agree who pays what

Tell the dealer the car is financed. Confirm who pays the lender, how a shortfall will be covered and when you receive any surplus. A shortfall does not vanish when the car sells.

Confirm settlement and document release directly with your lender. Keep meeting your obligations until your lender confirms what is required.

Paperwork made simple.

Have the essentials ready. Share them securely.



IDENTITY

ID and proof of address.



REGISTRATION

NaTIS certificate; confirm lender release if held.



FINANCE

Current settlement quote, or paid-up confirmation.



VEHICLE HISTORY

Service records, repair invoices and warranty details.



SIGNED AGREEMENT

Price, deductions, faults, payment and handover terms.

Close the ownership loop

The seller must notify the registering authority using the NCO form. Ensure submission and keep proof, even if a dealer assists. Confirm the dealer-stock process. [6]

Agree who arranges and pays for roadworthy. Official guidance makes the private buyer responsible for roadworthiness for registration; confirm the process for your transaction. [5, 6]

Trust. Then verify.

We recommend a trusted, verified dealership.

PAYMENT SCREENSHOT

is not payment confirmation.

Check the dealer and the person

Verify premises, business details and independent reviews. Call an independently sourced number to confirm the person works there. Reviews alone are not a guarantee.

Check payment through your own bank

Fake confirmations are a known scam. Verify receipt independently and clarify any uncertainty before releasing the car. Confirm unexpected banking changes through a trusted channel. [7]

Record the handover

Agree when keys, documents and the car are released. Record date, time, mileage and items handed over. Keep copies and confirm settlement and ownership steps.

THE TAKEAWAY

Private selling means handling strangers, test drives, payment checks and paperwork yourself. Never let pressure rush you past your checks.

Your car. Our legwork.

Several dealers. One point of contact. You decide.

1**SUBMIT YOUR CAR**

Send your details, photos and supporting history.

2**WE SOURCE & NEGOTIATE**

We approach suitable dealers, seek competing offers and negotiate using genuine alternatives.

3**YOU CHOOSE**

Compare the amounts and conditions with our help. Decide whether to accept.

ValuDrive is not a dealership. We identify the buying dealer before you commit. Offers depend on the car, demand and inspection; a sale, timeline or highest price cannot be guaranteed. Confirm any fees and who pays them before proceeding.

GET OFFERS FOR MY CAR

www.valudrive.co.za

Ready to sell?

Tick these off before accepting an offer.

- ☐ I compared genuinely similar cars.
- ☐ My details, photos and disclosures are accurate.
- ☐ My service records are ready.
- ☐ I have a current settlement quote, if financed.
- ☐ I verified the dealers I am dealing with.
- ☐ I compared written offers and their conditions.
- ☐ I understand deductions and what I will receive.
- ☐ Payment and handover steps are agreed.
- ☐ I will keep signed records and NCO proof.

Good information.
Real competition.
A clear agreement.

Use this guide yourself, or let ValuDrive help.

For the curious.

Helpful sources behind the guide. Tap a title to read more.

1. AutoTrader - Pricing your car
2. AutoTrader - Getting a stronger selling price
3. AutoTrader - Selling with outstanding finance
4. WesBank - Settlement quotes
5. AutoTrader - Paperwork when selling
6. SA Government - Change of vehicle ownership
7. Standard Bank - Car scams and how to avoid them

Tap a source title to open it. Sources consulted in October 2026. This is original ValuDrive guidance informed by these references, not a reproduction or endorsement by their publishers.

General educational information, not personalised legal or financial advice. Requirements may vary by lender, registering authority and transaction. Confirm the applicable steps before signing or handing over your vehicle.