



tips on buying & selling a car

Selling your old car

- + If your car is old and in poor condition, it may be best to offer it for sale to an Automotive Parts Recycler who is a registered Licensed Motor Car Trader.
- + You may get a higher price for your old car if you sell it privately, but finding a buyer can take some time, effort and advertising expense.
- + Trading in your car to a trader for another used or new vehicle can be simpler than selling it privately. However you are unlikely to get as much money for it.



eco-tips

YOU CAN SAVE MONEY ON FUEL AND REDUCE YOUR IMPACT ON THE ENVIRONMENT BY FOLLOWING THESE 10 SIMPLE TIPS:

- 1 Accelerate gently
- 2 Flow smoothly with the traffic
- 3 Avoid excessive speeds
- 4 Avoid lengthy idling
- 5 Avoid congested traffic and driving more than necessary
- 6 Keep you car well maintained
- 7 Keep tyres properly inflated
- 8 Use the air conditioner sparingly
- 9 Remove roof racks to minimize wind resistance
- 10 Remove unnecessary weight from the car



want to know more?

obtain a copy of

Better Car Deals: A guide to buying, owning & selling a car



by contacting these agencies:

Consumer Affairs Victoria

Enquiries: 1300 55 81 81
www.consumer.vic.gov.au

Royal Automobile Club of Victoria (RACV)

Motoring advice: (03) 9790 2190
www.racv.com.au

Victorian Automobile Chamber of Commerce (VACC)

Consumer enquiries: (03) 9829 1111
www.vacc.com.au

DISCLAIMER

Because this publication avoids the use of legal language, information about the law may have been summarised or expressed in general statements. This information should not be relied upon as a substitute for professional legal advice or reference to the actual legislation.
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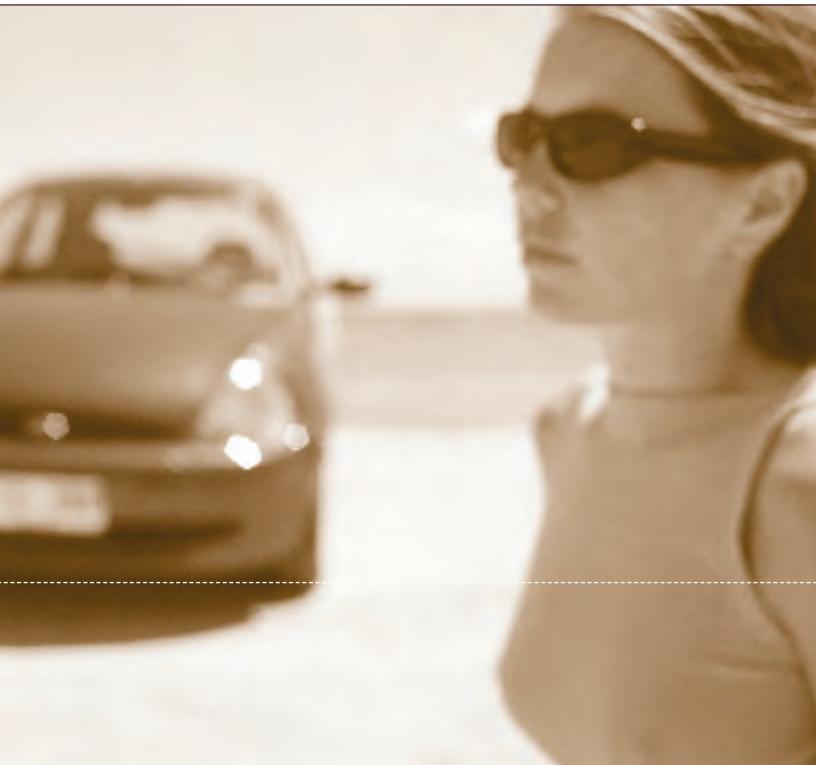
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quickreferenceguide



TIPS ON BUYING & SELLING A CAR





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Know what you are buying

- + Do some research into car prices and performance.
- + Go for a test drive.
- + If you are a probationary licence holder, remember that there are restrictions on the types of cars you can drive. For more information visit www.vicroads.vic.gov.au or phone VicRoads on 13 11 71.
- + Check the calendar year in which the vehicle was built as this may affect its resale value. This date should be stamped on the car's "build plate", which is affixed to a car when it is assembled and can often be found on the bulkhead between the engine and passenger compartments.
- + If you are buying a second-hand car, have an RACV or a VACC member or another qualified mechanic carry out a mechanical inspection. Telephone RACV on (03) 9790 2190 or the VACC on (03) 9829 1111.

Know what you are paying

- + Before buying a car, undertake some research into ongoing costs.
- + Shop around for finance and insurance.
- + If you are buying from a licensed car trader, negotiate one total drive-away price, including government charges.

A used car bought from a licensed trader comes with a statutory warranty if it is not more than 10 years old and has travelled less than 160,000 km.

problems which could prove costly to repair. If the car is registered at the time of sale, it is the seller's responsibility to provide a current roadworthy certificate.

Do not feel pressured

- + Know what you want from a car and take the time to find it.
- + Do not feel pressured to sign on the dotted line. Take time to consider the deal.

Buying a new car

- + Remember that compulsory charges, such as stamp duty and dealer delivery fees, are added to the price of the car unless it is being advertised at a "drive-away" or "on-the-road" price.

Buying a used car from a licensed trader

- + Make sure the trader you are dealing with is licensed and is displaying a LMCT number. For more information, visit www.bla.vic.gov.au or phone the Business Licensing Authority on 1300 13 54 52.

Buying a used car from a private seller

- + Ensure that the car you are intending to buy has not been stolen. A Vehicle Information Package (VIP) from VicRoads will tell you if the car has money owing on it, has been reported as stolen, or is registered as a write-off. Telephone VicRoads on 13 11 71.
- + Never agree to arrange to obtain a roadworthy certificate yourself as the car you have bought may have hidden



Buying a used car at auction

- + If you are not allowed to test drive the car, you should at least inspect it.
- + You should expect to make a down-payment of around 10 per cent or \$500 at the fall of the hammer.
- + You will be required to obtain a roadworthy certificate before the car can be transferred into your name.

What sort of warranty will you get?

- + New cars come with a manufacturer's warranty. Study the warranty carefully as details such as the warranty periods vary between vehicle retailers and manufacturers.
- + A used car bought from a licensed trader comes with a statutory warranty if it is not more than 10 years old and has travelled less than 160,000 km. A statutory warranty lasts for three months or 5,000 km, whichever occurs first. Statutory warranties do not cover some vehicles including motorcycles and those classified as commercial vehicles.

Know what you are signing

- + The agreement for sale is a legally binding contract so read it before signing.
- + Never sign a blank contract or one with any unfilled spaces and insist that all costs are clearly itemised.
- + Do not sign if a delivery date or deadline is not specified. If the dealer is unable to specify a delivery date, the contract should include a date after which you no longer wish to proceed with the contract.
- + The contract should specify the vehicle's colour and any other particulars or optional extras.

What if you change your mind?

- + No cooling-off period applies to new car contracts.
- + When purchasing a used car from a trader, you have three working days to change your mind, but there is a one per cent or \$100 penalty (whichever is greater) for doing so. The cooling-off period does not apply if you buy as a company or body corporate or if you buy a vehicle classified as commercial.
- + No cooling-off period applies to cars bought privately or at auction.
*Commercial vehicles are those with category codes MD, ME, NA, NB or NC on the compliance plate.

