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If you have been looking to sell your car, then the best solution is to sell the car to an automotive dealer. Selling the automobile to the dealer involves less hassle but there are certain things which you ought to know in order to get the best price from these dealers. Normally, an automotive dealer is willing to buy your car in any condition provided you agree on the price he quotes. At times, the dealer may ask you to get some damage repaired if it is in terrible condition. However, before you seek to sell a car in Bay Area, the first and the foremost thing you need to know is getting the right market value. It is natural that the price of a car depreciates by 20% to 30 % within a yearâ€™s time, and getting a fair market value of the selling used car can be a hit or miss.

When you move into an auto dealerâ€™s office with the purpose to sell a car in Bay Area, you will asked about certain technical details about your vehicle such as the model number, the manufacturing year, type (coupe, sedan, convertible etc.). You will also be enquired about the mileage your vehicle provides, as well as about the extras which are installed in your vehicle. The pricing levels generally depend on these factors and thus it is imperative to have a prior knowledge about the different pricing levels.

One of the crucial things that you need to introspect before you look to sell a car in Bay Area is the used automobile trade-in value. Automobile trade-in value is the value that a dealer is willing to pay if you are to buy car from them by selling the older vehicle. The pricing level depends on the mileage of the car, condition of the car and other such factors. The good condition of the car will push your selling price higher but a bad maintenance record could push your price down because it depicts careless use of the vehicle and bad maintenance.

If you think that you can get a higher price from car sales in bay area than what your dealer is quoting, you will have to provide solid evidence that your vehicleâ€™s worth is more than what the dealer has estimated it. The first evidence would be the condition of your vehicle. If your car is clean with no rips or damage on its body, then you can obviously quote a higher price from your dealer. Next crucial evidences for getting higher re-sell value would be the mileage and the maintenance record. These two things will show how much you have maintained and cared the vehicle when it was in your possession. Better maintenance record will fetch higher price for your car.

Another thing that will increase the amount from your car sales in bay area is the physical appearance of your car. A car which is not clean and shows signs of rusting and pale attributes will not bring any good return in terms of money. A dealer will never give you big amount if the car is in unkempt state.

To sell a car in bay area, make it a point to visit as many auto dealers in your vicinity and get an estimate from them as to how much they can pay for your car. Evaluate the different estimates provided by different dealers and finally settle with one who seems to offer you the highest price. To evaluate the right value of your used vehicle, you can also glance through some online car databases or go through newspapers to find out the kind of prices that are offered by the dealers for a similar model.

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Jolly Roger is a freelance writer who writes on various topics concerning a car sales in bay area. He provides useful tips on getting higher resell value on a used vehicle.

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