



eCarz.com.au

Find it. Drive it. Own it.



The eCarz Guide For Buying, Selling and Financing Your Car

The eCarz Guide For Buying, Selling and Financing Your Car



Chapters

1. The eCarz Story
2. Buying a Car
3. Selling a Car
4. Arranging Finance
5. Bonus Material:
Tips on how to pick a
great second-hand car

Chapter One: The eCarz Story

Have you had to buy or sell a car recently? How about arranging finance? If you've been through this process before, you would know that buying or selling a car is very time consuming. With today's busy pace of life, people in the know are turning to the services of a car broker to make buying and selling cars hassle-free.

We started eCarz to ease the burden of searching for a great car and to give you back your free time. We've helped Brisbane car buyers locate, purchase, sell and arrange finance on their cars and now we're here to help you.



At eCarz, we are specialist car finance and car brokers who exist to make your car purchase or sale journey smooth and straightforward.

Benefits of Working with a Car Broker



Buying

We have relationships with a range of car sellers and dealers. We can get you a great price on a new or used car.



Selling

We present your car to a list of buyers, not just the dealer offering a trade-in value - often getting you thousands more.



Finance

We are accredited with lenders that specialise in finance. Ok - now you know a bit about us, let's get started going through what we can do to help you as you go on your car buying, selling, or finance journey.

Even if you have gone through the car buying process before (and it's likely you have) you're going to learn some tips and tricks in this guide that will help you next time around - or show you why it's far easier to just let us take care of things for you!

Buying a Car

When buying a new car, there's a standard process to follow. You get online, or go out to the car yards and go through a seemingly endless array of possible options for your new purchase.

The average person will spend upwards of 20 hours searching for a new car - we know this because we asked our customers, In that time will see up to several cars before making a choice. There are people who get lucky and buy the first car they see but for the most part, buying a new car is time-consuming.

With us on your side, we can help and make things simple.

The process is as simple as one, two, three!

- 1.** Figure out what kind of car you're looking for. A family wagon with great safety features? A sporty little number that's a real head turner? Something economical? We can source the car for you at the best price.
- 2.** We go through the range of ads and cars available, finding you exceptional vehicles and performing all vehicle checks and negotiations on your behalf. You don't have to lift a finger when it comes to finding your new car.
- 3.** Once we've found a car we think you'll love, we present it to you, and if you love it, just let us know.

But that's not all - we make the whole buying process simple because we do all the negotiation on your behalf. We save you money and time!

Selling a Car

When selling a car, you usually have two options - sell with a dealer or sell your car privately.

Trading in is quick and easy, but you won't get a price that's as good as selling privately. Private selling can be a bit of a pain. You need to organise roadworthy, detailing, get the car in top shape to sell, list it for sale and meet potential buyers. There's a lot to do!

So, where's the happy medium? Well - it's with us of course!



Selling your car with eCarz

- ✓ Take care of everything for you
- ✓ Get your car in top condition for sale - including roadworthy and cleaning
- ✓ Arrange for transfer of registration
- ✓ See potential buyers
- ✓ Separate out the best offers and get you a great price overall

Selling a Car

Benefits of Selling With Us

When you work with us to sell your car, it's as simple as handing over your keys and waiting for a bank transfer! While we do charge a fee for our service, our negotiation skills mean that **our clients usually get more than a dealer trade-in price.**

There are two ways to sell your car with eCarz through consignment or by using our handy mobile appraisal app.

Option 1

Selling Your Car on Consignment with eCarz



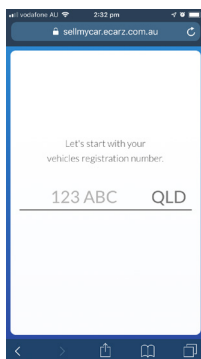
1. We will look at your car, assess the condition and then provide a market assessment on what your car is likely to sell for.
2. We will make recommendations on what could be done to sell your car for the best possible price. If you have repairs that need to be done on your car, we can arrange these as well.
3. We will list your vehicle online, on social media and on our website, delivering the best exposure possible. We'll take professional pictures and present your car in the best possible light.
4. Leave your vehicle with us while it's being sold, or keep it to drive around in.
5. We separate the genuine buyers from the tyre-kickers and get you the best possible offers on the table.
6. We negotiate on your behalf, getting you the best price for your car.
7. **SOLD!**

Selling a Car

Option 2

Get Your Car Appraised Through the eCarz Mobile Appraisal App

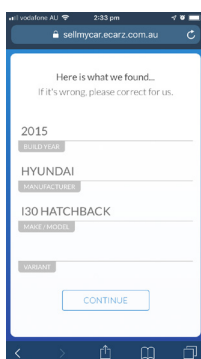
Aren't able to come see us in person? No worries! Use our handy appraisal app to get your car appraised wherever you are. Simply visit our '[Sell My Car App](#)' page and follow the steps below to get started.



Let's start with your vehicle's registration number.

123 ABC QLD

1. We will send you a link that allows you to view and use our app on your mobile phone.
2. You'll be prompted to enter your vehicle registration number and car details.



Here is what we found...
If it's wrong, please correct for us.

2015
YEAR

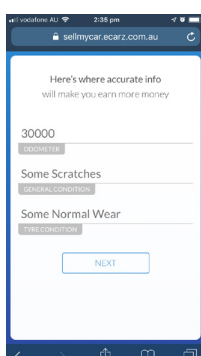
HYUNDAI
MANUFACTURER

I30 HATCHBACK
MAKE / MODEL

VARIANT

CONTINUE

3. Once the registration is confirmed, our app will find out what your vehicle year, manufacturer, make and model is right away and fill the fields in for you! Double check all information is correct before continuing.



Here's where accurate info will make you earn more money

30000
ODOMETER

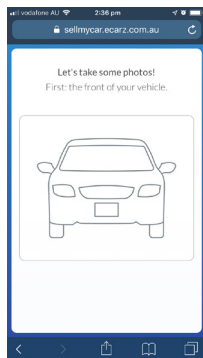
Some Scratches
GENERAL CONDITION

Some Normal Wear
TYRE CONDITION

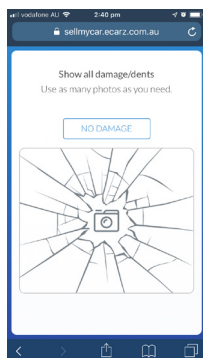
NEXT

4. You have the option to fill in more fields including your odometer, general condition of the vehicle and tyre condition. Filling in these extra details will help you earn more money for your vehicle.

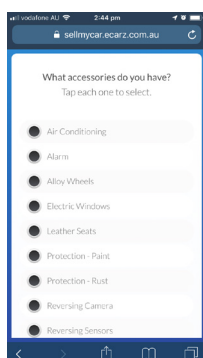
Selling a Car



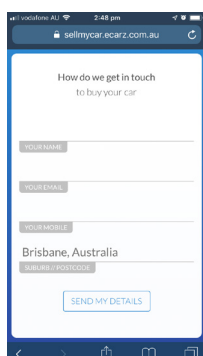
5. Let's take some photos of your vehicle! The app will prompt you to take photos of the front, sides, back and dashboard of your car.



6. Next, please take photos of any dents and damage on your vehicle so we can obtain an accurate appraisal.



7. In this step, we will show you a full list of vehicle accessories. Tap to select each one that's included with your vehicle.



8. Finally, we will ask for your name, email address, mobile as well as your suburb and postcode. Click 'send my details' and then your job is done!
9. Once we have your details, we will send your appraisal within the hour (within business hours).




Arranging Finance

Financing a new vehicle is often something that car buyers will engage with. Perhaps the new car you want is slightly more than your savings, or you simply prefer to pay your car off instead of tying up cash in a purchase.



“We can help with your finance at every step and will take care of the entire process for you.”

To prepare for making an application for finance make sure you have the following:

-  Payslips
-  Identification
-  Tax returns
-  Bank statements

Arranging Finance

Low interest loans, no deposit and quick approvals

Securing finance can take some time, and you don't want anything to delay your vehicle purchase. We ensure that we get the right loan for your circumstances and get finance across the line sooner.

Don't run the risk of getting a loan that does not suit your circumstances; work with us for your new car finance. We offer a range of finance products including:

- ✓ Consumer finance - this is a flexible and straightforward loan
- ✓ Leasing finance - where you have use of the car while the lender retains the title
- ✓ Novated leasing - where your employer pays for your car lease and running costs
- ✓ As well as a range of other financing options

OUR LENDERS



Bonus Material



Tips and advice on how to buy a great second-hand car

Choosing a second-hand car without some advice and experience is somewhat like playing Russian Roulette. You might get lucky, but it might end in tragedy. You can get ripped off and end up paying thousands of dollars for a total dud. Plus, if you buy privately, there are limited options for consumer guarantees to protect you.

We wanted to give you some of our top tips for picking a quality second-hand car, and what to do to protect yourself when making that purchase.

Step One - Set your budget

But also remember that the sale price is rarely the sale price; you'll need to pay registration, transfer fees, plus any interest on your purchase if you are arranging finance as well.

Step Two - Get online and start looking

You will want to set up alerts on carsales.com.au or your car purchasing website of choice. Be wary of scams or cars that appear too good to be true, because it's usually the case that there's something wrong! Check out vehicle valuation sites like Red Book and compare potential vehicles to others of the same year and type. This can help you get an idea of what kind of price you're likely to pay.

Step Three - Start refining your search

You can refine your search category by things like make, model, price, body type, transmission, age, location, kilometres travelled and so many other possible variables. If you are in the market for a very specific vehicle at a particular price, it pays to be very specific. Then when you find a likely vehicle it's probably going to match your requirements.

Bonus Material

Step Four - Contact the seller

You want to get in touch with a seller as soon as possible if you have found a good vehicle - because it's likely that others are looking for the same type of car. Be sure to ask the seller why they are selling, how long they have owned the car for, if the vehicle has been in an accident, what condition the car is in, and how detailed the car's service history is.

Step Five - Inspect the car

If you're buying from a private seller, ensure that you can see the car at their home and take it for a test drive. If they won't show you the car at their home address, it indicates something suspicious may be happening. When checking the vehicle ensure you get under the hood and check the body as well - and if you're not an expert we always recommend getting a mechanic or RACQ to do a vehicle check on the car. This gives you peace of mind that you haven't missed something that cannot be turned up with a visual inspection.

Step Six - Perform a check on the vehicle through the PPSR

This is the Queensland Personal Properties and Securities Register which allows for a check of title and shows you whether a vehicle has been written off before. A check in Queensland costs around \$2 and is well worth the peace of mind. If you buy through a dealer it's likely they'll provide you with this check.

Step Seven - Negotiation time

This is where you can often bring the price of a vehicle down somewhat. If you have discovered any faults with the vehicle you can usually use these to bring the price down. If there are no faults, use your research to suggest a reasonable figure which is below the asking price. The seller will either accept, decline, or suggest another figure which they prefer.

Step Eight - Transfer of ownership

You can complete the transfer of registration online and get everything organised ahead of time. Make sure you keep originals of everything and keep any receipts with pre-payments on them.

We hope you have enjoyed this short guide - and remember that when you work with eCarz you won't have to go through this process! Just let us know what kind of car you want, any specifications (like colour, transmission etc) and we will take care of the rest!

Ready to Buy or Sell Your Car?

Call eCarz Today!
1300 378 387



BUYING | SELLING | FINANCE



eCarz.com.au
Find it. Drive it. Own it.

1300 378 387