



YOUR VEHICLE TRADE-IN CHECKLIST



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So, the time has come: You've decided you're ready to purchase a new (or used) car.

We know you're eager to drive off the lot. But before you can do that, a fair amount of preparation is in order. Mainly, you're going to have to figure out what you're doing with your current vehicle.

If your car is very old or badly damaged, it might be worth it just to scrap it. However, if your vehicle has years left to live (or, more like miles left to be driven), then you're going to want to trade it in. Who knows, you might just get enough cash from it to take care of your down payment!

To help all Richmond, New Baltimore, and Detroit area drivers get the most out of their trade-in, **our team at Dick Huvaere's Richmond Chrysler Dodge Jeep Ram has put together this useful checklist.** By ticking off these items, your trade-in should be a cinch!



BEFORE YOU VISIT US: RESEARCH

The first step in the trade-in process is undoubtedly going to be research. The following items can all be completed from the comfort of your own home, right on the internet. Get them out of the way first thing so you can begin the fun parts...



The first order of business is setting up a budget.

As a rule of thumb, this should be the start to your car buying process, regardless if you're trading in or not. But, it can be particularly helpful in trying to determine how much you can afford, and what you might need from your trade-in.



Set your sights on a new vehicle.

Once you have your budget outlined, you can pick out a new vehicle. Visit **Dick Huvaere's Richmond Chrysler Dodge Jeep Ram** website to view our inventory. Here, you'll be able to find all the important vehicle specifications, pictures, and even a price estimate.

With some research, you can also use this information to take a guess at the down payment. Use that golden number to set the bar for your trade-in.



Find out your vehicle's worth.

It's hard to tell the exact worth of your vehicle based on appearance and performance alone. Luckily, the internet is filled with trade-in calculators that you can use to estimate your car's worth.

As it's one of the most trusted automotive resources on the internet, we always recommend turning to Kelley Blue Book's (KBB) value calculator first. For your convenience, we have the KBB calculator listed on our website. Enter your vehicle's condition and specs to discover just how much it's worth.



BEFORE YOU VISIT US: PREPPING YOUR VEHICLE

Bear in mind that a value estimate is just that: an approximation. If you trade in your car as is, you'll be fortunate to get even that. However, by making just a few cosmetic changes or performing a minor tune-up, you could add a decent amount of money to that value.

When it comes time to trade in your car, don't shortchange yourself. A little bit of elbow grease is bound to pay off in the end!

Clean and repair the exterior.

It's important that your vehicle looks as nice as possible when you bring it in for an official appraisal. Ensure that the exterior of your car is clean, and consider repairing any minor flaws, such as dents or scratches.

Is the paint chipping? Is there any visible rust? Perhaps there's a nick in the windshield? Having any of these imperfections removed prior to appraisal is definitely going to make a huge difference.

Clean and repair the interior.

Part of the appraisal process is inspecting the interior of the car and its overall condition. Look around the upholstery and make sure there are no rips, tears, or stains that may negatively affect the appraisal price.

Vacuum and wipe down the interior. You're obviously getting rid of the car, but that's no reason you can't go the extra mile.

Are there any unpleasant smells? If you've ever smoked in your car, the odor can be very detrimental to value. A product like Febreze may only lift the surface smell. Consider cleaning soft surfaces with baking soda to lift the deep-seated aromas.



 ***Consider any general maintenance the car may need.***

Does your car need new tires or brakes or an oil change? Perhaps the alignment is due? You should be extra conscientious of these things if you're trying to raise the car's value.

There are many small maintenance items that you can perform on your own at home. However, if you'd like a professional to take care of things, don't hesitate to call the technicians at **Dick Huvaere's Richmond Chrysler Dodge Jeep Ram** for a tune-up.

Remember, the less it's going to cost the dealership to get your car back up to spec, the more they'll be willing to give you for a trade-in.

 ***Schedule an appraisal appointment of your current vehicle.***

After making all these changes, your car should be ready for a professional appraisal. Don't be surprised if the trade-in exceeds that estimate a bit. Thanks to the hard work you've put in, your car is looking and running better than it has in a long time.

And hey, why not negotiate a little bit? It's always encouraged. Bring some of the research and estimates you found online to state your case. You might just be able to get even more!

 ***While you're at the dealership...***

Since you're already at the dealership, it might be a good idea to test drive your new vehicle of interest. **When you schedule your appraisal, schedule a test drive at the same time.**

Our team will be more than happy to let you take one of our excellent Chrysler, Dodge, Jeep, or Ram cars out for a ride. We'll even help you get acquainted with all the awesome new features and gadgets.



WHEN THE DAY COMES: WHAT YOU SHOULD BRING

Trade-in day: On one hand, it's bittersweet. You've spent a lot of time with your car. It's gotten you to work and school (or helped you play hooky). It's been your road trip chariot and your Saturday night transport. But, now it's time to say goodbye.

Be honest: You're excited to see it go. To ensure the process is as smooth and quick as possible, make sure you come to the dealership prepared on the day of. Here are the documents and forms of identification you'll need to carry with you:

- **Driver's license (*and social security number*).**
- **Your bank information (*this is especially important if you currently have a loan on your vehicle*).**
- **The car's title.**
- **Your proof of auto insurance (*keep your current insurance card and have the agency fax the new one to the dealership*).**
- **Reports of any accidents you may have had in the car.**
- **A log of all your routine maintenance and any significant repairs.**
- **If you had a loan but have paid it off, you'll need the original lien release.**

In addition to all these basic documents and IDs, we'll have some specific forms for you to fill out here at our dealership. If you'd like, we can always email or fax them to you, and you can fill them out beforehand. **Just let us know—it can really expedite the process!**



LOOKING FOR A BIT OF EXTRA ADVICE?

Vehicle trade-in money can really make a difference in the car buying process. And getting the most for your current car is an art form in itself.

At our dealership, we really do want you to get the most out of your automotive experience. Don't hesitate to visit us if you're looking for advice. We'll gladly take the time to sit down and share some of our extra tips and tricks.

If you're not happy with the trade-in value that we give you, let us know. We're open to discussing it. After all, nothing is more important to us than your satisfaction.

TRADE IN YOUR CAR TODAY!

By checking off all the items on this list, you shouldn't have a hard time getting a nice chunk of change for your current car. Even the oldest vehicle has worth, and we want to make sure that all Richmond, New Baltimore, and Detroit area customers get a fair trade.

For more information, just pay us a visit at **Dick Huvaere's Richmond Chrysler Dodge Jeep Ram**. We're more than happy to help you through every step of the car buying process. Stop in and see us today!

- The Dick Huvaere's Richmond CDJR Team