

COMMON MISTAKES TO AVOID WHEN SELLING YOUR OLD BIKE

Be it to sell an old bike or sell used bike, when it comes to second-hand two-wheelers, we all expect the best value we can get out of the transaction.

There can be several reasons to move on from your old two-wheeler. Fetching a good value is the last great benefit we can expect out of our machine. So, whatever your reason may be:

- Be it to move on to a better two-wheeler

- Be it to purchase a four-wheeler that you desire

- Be it to move on to a place where two-wheelers are not needed

Or any other possibility. One important factor we must always remember when selling our used or old bikes is that time is of the essence.

As with any other industry, even in the selling of used or old bikes, time is money. Over time, without proper care, the condition of our two-wheeler starts to depreciate. This can negatively impact the price we settle for with a buyer. This, along with the timely management of the necessary documentation can make or break the deal.

Most of the time, all we get is one shot, because finding another ideal prospective buyer can take a lot of time as well. So it is important to get our presentation right in no time. This can help in boosting our negotiating power and increase the chances of successfully closing the deal.

To aid you in your endeavour, we have put together a list of common mistakes to avoid when selling your old bike.

THE PRICE:

Do not blindly quote a price. The most important factor, by far, is setting the right price for your used or old two-wheeler. While negotiations are always on the table, it is the initial impression that looking at the monetary figure creates which leads to the interaction. Try & find the perfect balance between not being too high or too low, as one may drive buyers away while the other may raise suspicion about the quality of the two-wheeler.

SELLING TO THE RIGHT PARTY:

Do not sell to anyone. Getting the best or fair price for your used or old two-wheeler also depends upon who you are selling to. Is it to another owner, like yourself, or a dealer that sells new and old two-wheelers? Knowing their history & credibility boosts trustworthiness while allowing them to negotiate a mutually beneficial figure for the two-wheeler.

CONDITION OF THE TWO-WHEELER:

Do not ignore your bike. As mentioned earlier, time leads to depreciation. While not in a brand-new state, it helps to get the bike repaired so it can perform at its best in front of the buyer. Repairs not only benefit your bike before the sale but also express that you are not

