

How to Know When Someone is Desperate to Sell Their Car

As I cover in [Exotic Car Hacks](#), being able to buy, drive, and resell a car for fun or profit comes from the ability to [buy such car at an incredible price](#) below what the retail is, and in many cases, the wholesale market pricing at that time. There are a few reasons why someone would be desperate to sell a car and be willing to part from it for a much lower price than its worth both on the dealership side, as well as on the personal side too.

Let's cover a dealers perspective first, as the majority of car shoppers somehow feel more comfortable buying from a dealership for a multitude of reasons, either based on financing or the idea that their paperwork will be handled and all they have to do is sign and drive.

The average car shopper, believe it or not, is terrified of buying from private parties even though they are technically less likely to lose money going that route. Convenience has a price, but it doesn't have to be too high.

Here is how you can identify how desperate a dealer really is when it comes to selling his inventory.

Cars that have sat the longest are typically the best places to start.

Most dealerships have [floor plan financing](#), meaning that their inventory has to move as fast as possible – especially in the case of franchise dealers, like official dealerships of manufacturers (Ford, Honda, Kia, etc).

Each dealer who holds a car over 90 days enters the danger zone for that car, meaning that it could lose the dealership money at any time rather than become a profit. Cars that have sat over 90 days are the best ones to start negotiating for.

1) You may also see signs claiming they are on special promotion (manager's special) or signs that say price reduced.

Many sales people will say things like "*We are ready to sell this thing*", "*we reduced it once again*" or "*we may send it to the auction next week if not sold*" – these are indicators that the dealer hasn't had many leads on the car and is in need of a buyer.

Inventory Specials

Pre-Owned Car Reduced Price Specials



Manager's Special Price \$17,995

2013 Buick Encore AWD 4dr Leather

Stock # B196933A

Scheduled to go to auction 5/31/2016!!!

Expires 5/31/2016

1 Vehicle Found



Managers Special Price \$18,877

2013 Subaru XV Crosstrek 5dr Automatic 2.0i Limited

Stock # 2840742A

Scheduled to go to auction 5/31/2016!!!

Expires 5/31/2016

1 Vehicle Found

2) You can actually look on a [CarFax](#) report and identify how a long a car has been sitting at the dealership by understanding the date on which it was offered for sale by that same dealer.

Owner 2		Date:	Mileage:	Source:	Comments:
Purchased:	2015	02/07/2015	1,300	California Motor Vehicle Dept. Upland, CA	Odometer reading reported
Type:	Personal	02/23/2015	1,816	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Vehicle serviced
Where:	California	02/26/2015		California Motor Vehicle Dept. Upland, CA	Title issued or updated New owner reported Loan or lien reported
Est. miles/year:	5,138/yr	10/19/2015	5,410	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Recommended maintenance performed Nitrogen fill tires One tire mounted Tire(s) replaced
Est. length owned:	2/7/15 - 1/24/16 (11 months)	01/24/2016	6,241	Dealer Inventory	Vehicle offered for sale
Low mileage! This owner drove less than the industry average of 15,000 miles per year.		01/25/2016	6,244	California Inspection Station	Passed safety inspection Passed emissions inspection
		01/31/2016	6,246	Dealer Inventory	Vehicle offered for sale
		02/03/2016	6,247	Land Rover of Newport Beach Newport Beach, CA 949-640-6445 lr-nb.com	Vehicle serviced

[Print this CARFAX Report and take it to your pre-purchase inspection](#)

3) Another very important indicator is to see if the car fits the dealership's typical inventory.

Meaning if most of the used cars at the dealership are in the \$20K range and entry level, a \$100K used Ferrari probably isn't what the dealers like to sell or know how to sell. That said, it provides a unique opportunity for you to buy that same car much cheaper, especially if its been sitting more than 90 days.



The goal is to pay attention to the cues.

On the private party side, there are many other indicators to look for especially since the average person doesn't have a timeframe of 90 days like a dealership does. The behavior is, however, easier to read.

Here are my top 4 ways to determine how desperate a private seller is.

1) They are making room for a new car.

Most people who try to privately sell their cars do so due to the fact that they do not like the dealerships value placed on their cars. In fact, they often announce just that in their ads, saying their reason for selling is a new car on the way.

While the idea of selling on their own on [Craigslist](#), [eBay Motors](#), or [AutoTrader](#) seems like a good idea at the time, when their new ordered car is 3 months away, the desperation builds up fast as their time shrinks on their new car delivery. Their window of trading to the dealer is gone, the value of the car goes down with time and there is no room in the garage.

****Jaguar F-Type S 2016 many Options, 1642miles \$87,800 OBO** Columbus, GA**

Year: 2016
Make: Jaguar
Model: F-TYPE
Price: \$87800
Mileage: 1642
Color: Ammonite Grey
Private or Dealer Listing: Private Listing
Location (State): GA
Transmission: Automatic
Drivetrain: [Rear Wheel Drive](#)

F/S: 2016 [Jaguar F-Type](#) S 380HP 3.0L V6 w/ 8Speed Automatic

\$87,800 Open to reasonable Offers

ONLY 1642 Miles!! Bought a 488 and need room in the garage.

Clean title in hand. Shipping can be arranged. Please email bentewes AT gmail DOT com or PM.

These things that will push a seller to give you their car at the same low price the dealer was willing to pay for it 3 months prior. A small loss for them, and a great opportunity for you.

2) They are have a 'broken' car and can't afford it.

The most desperate sellers on online classifieds sites are normal sellers with no mechanical experience who have a broken down car. The average person only uses a dealership for repair and most dealers are in the business of making money, especially with service.

That said, it is very typical that even small easy repairs for an independent mechanic look like a \$5,000 repair on a base model Lexus or Jaguar simply due to inexperience. Those sellers who typically have a car loan and do not have that cash to make such repairs are very eager to find someone else who will take over their car.

 <p>★ May 9 2006 Dodge Charger needs work on engine \$1900 ((West Covina))</p>	 <p>★ May 8 2007 dodge charger rt sedan needs WORK \$5200 (long beach)</p>	 <p>★ May 8 07 Dodge Ram 1500 Quad Cab 4.7 Liter 190K Miles - Needs Work \$3500 (Lancaster)</p>	 <p>★ May 8 *****2001 BMW X5 4.4 needs work ***** \$4500 (CANOGA PARK)</p>
 <p>★ May 3 1995 Toyota Corolla for Sale (needs work) \$300</p>	 <p>★ May 3 1993 Buick Regal needs work \$350 (Arieta)</p>	 <p>★ May 2 1995 HONDA CIVIC NEEDS WORK \$500 (Carson, Ca)</p>	 <p>★ Apr 29 1993 buick regal needs work 109k miles \$400 (arieta)</p>

Most repairs can be done much cheaper at [independent shops](#) and many even for 10% of what the dealership charges. That said, it allows a unique opportunity for fixer uppers for buyers with minimal experience and understanding of how to fix cars for cheap.

However, stay away from [salvaged or rebuilt title cars](#) as they're always a bad bet. Accidents can be ok, depending on the severity. But zero accidents will always give you peace of mind.

3) eBay cars listed on AutoTrader and Craigslist: eBay is the most expensive platform to advertise on for a consumer charging as much as \$100 for a 20 day listing. That said, the average person will resort to the AutoTrader, Craigslist, and [other platforms to sell a car instead](#).

People who list non exotic cars on eBay typically have a need to sell and are willing to negotiate to not have to spend an additional \$100 listing fee the following 20 days.

Selling my gorgeous 2016 Subaru WRX Premium in Dark Gray Metallic with the 6 -Speed manual transmission (who would really drive this with an automatic?). The Premium edition is a step up from the base model in that it includes 18-inch Aluminum Alloy wheels with 245/40 R18 Summer Performance tires, heated front seats and side mirrors, and a power sliding/tilt moonroof.

This car has only 8,200 miles, recently had its first service (see picture), and runs as a new car should, flawlessly. I ordered this car with all of the bells and whistles you want, but nothing you don't need. This WRX has the all-weather package which includes heated front seats, side mirror defrosters, and all weather floor mats. It also has an auto dimming rear view mirror and compass as well as the bumper applique. Lastly, I opted for the Wrx short throw shifter package with includes the Sti short throw shifter and shifter knob. Please see the attached window sticker which lists all of the other equipment offered on this vehicle.

I am the first owner of this vehicle, and I followed the manual's directions of properly breaking in the engine to a T. I do not smoke, and I have driven this vehicle with care. Other than the factory options, this vehicle is completely stock. Although the sticker picture states that the average gas mileage for this vehicle is 23 mpg, I have obtained 34-36 mpg on lengthier road trips. The only minor cosmetic damage is a scuff on a wheel (see picture).

I am selling this vehicle because it simply does not fit my current needs. This is a great sports car and even family car.

The mileage will continue to go up slightly as this is currently my daily driver (averaging 15-20 miles per day).

The retail price was \$30,674 when I purchased it just a few short months ago (see picture).

That creates a unique opportunity for a savvy buyer. There are also other hints. Desperate eBay sellers will share similar problems to what we discussed in #1 and #2 and may even be selling estates, or their friend's cars who do not use eBay. This provides a unique opportunity as it shows the owner isn't capable of selling the car and will be more likely to sell cheap.

4) Desperation matters most.

While this is more common on craigslist than [Cars.com](#), or AutoTrader, private sellers who are in tough financial binds and/or eager to sell will mention specific keywords that indicate their desperation to unload the car as fast as possible.

These keywords can be things like:

“divorce”
“fire sale”
“moving”
“pay rent”
“mortgage”
“must sell”
“afford”

★ 1965 Corvette Stingray 396 big block RARE :456 gears DRAG - \$70

image 1 of 10



~~~~~DIVORCE FORCES SALE OF MY BIG BLOCK VETTE~~~~~

★ 2013 TOYOTA CAMRY SE **NEED MONEY FOR PAST DUE MORTGAGE** PRICED TO SELL - \$10995 (ARLINGTON) 🚗

image 1 of 4



© craigslist - Map data © OpenStreetMap  
([google map](#))

2013 toyota camry

fuel: **gas**

title status: **clean**

transmission: **automatic**

- [safety tips](#)
- [prohibited items](#)
- [product recalls](#)

If you search for these keywords in the body, or the title, you may uncover hidden gems of deals. This also creates an amazing opportunity to [flip cars for good profits](#).

I hope these few steps will help you save some money on your next car by selecting to purchase the right car, from the right person, at the right price.

Pejman Ghadimi

Founder of [Exotic Car Hacks](#)