

FullAuction - Best Practice Guide For Sellers



To ensure you are listing a vehicle to its full potential we recommend following **FullAuction's Best Practice Code**.

1. Continuity

We recommend photographing your vehicles in the same place. This helps build a following on FullAuction as it identifies your vehicles to bidders.

2. Start your listing

Correct **a** registration number, **b** owners, **c** trim, **d** mileage, **e** V5 doc ref, **f** confirm HPI clear and **g** spare key, **h** tick the spec boxes as buyers may not know what is standard or an optional extra on your vehicle.

3. Accurate listing and descriptions

It is the seller's responsibility to ensure vehicles are listed accurately, honestly and with detail. A detailed listing attracts repeat buying, a loyal following, maximises the bidding opportunity on the vehicles and eliminates issues with traders on collection.

Remember buyers must be able to **TBC – Trust** your listings, **Believe** your listings and have **Confidence** in your listings.

a Vehicle Condition – Damage markers to be used on all listings

b Tyre Tread Depths – Measure across all 4 tyres

c Service History – a vehicle with service history itemised will be a more profitable than those without. An image of the service book provides evidence for buyers

d Photo Gallery – 10 photos as a minimum per vehicle, FullAuction will allow up to 15 images

e Use your best photos first, with a full shot of the vehicle as your first image. Take 3-4 images of the vehicle's exterior, 3 images of the inside including speedometer with the engine running, dashboard alerting buyers to any warning light issues. The rest of the images showing any damage and service book

f Well-described, accurate and honest descriptions show buyers the vehicle has been checked prior to listing. This will create a sense of trust and confidence in your listing, giving an estimate in total spend when bidding on the vehicle

4. Start Price and Reserve

a Enter your **SIV** – FullAuction will never disclose your SIV. By entering the SIV, when looking at our reporting sections it will give you an overview of your PPU

b Reserve Price – this is only disclosed to buyers once the auction has finished, by our team as this is the price you need for the vehicle

c Start your vehicle at a low **Starting Price** to attract early bidders and watchers

d Mobile bidding application allows bidder to bid from phones or tablets



Load Vehicle - Page 1

Stock Number: FAST CAR
VRM Lookup: XXXXXXXXXXXXXXXX
Chassis Number: 011032017
Date of 1st Reg: 11/03/2017
Manufacturer: BMW
Model: 116i M SPORT
Derivative: 116i M Sport 5dr
Body Colour: White
Type: Hatchback
Transmission: Manual
Fuel: Petrol
Engine Size: 3000 cc
Number of Doors: 5
Previous Owners: 0

Trim/Colour: Black
Mileage: 4000
No Current MOT
MOT Entry
MOT Advisories
Doc Ref (V5)
V5 Present
HPI Checked: Yes
Spare Key: Yes
VAT Qualifying

Options:
 Air Conditioning
 Alloy Wheels
 Body Kit
 Cruise Control
 Electric Hood
 Metallic Paint
 Parking Sensors
 Sat Nav
 Seats, Electric
 Seats, Half Leather
 Service Pack
 Telephone Prep
 Xenon Headlights
 Alarm
 Bluetooth
 Climate Control
 DVD Player
 Electric Windows
 Paint Protection
 Power Steering
 Seats, 7+
 Seats, Full Leather
 Seats, Heated
 Sunroof
 USB Connectivity

Load Vehicle - Page 2 - FAST CAR

Vehicle Exterior: 10 photos (a, b, c, d, e, f, g, h, i, j)

Vehicle Interior: 3 photos (a, b, c)

Photo Gallery: Upload Photos (d, e)

Service History: No Service History (c)

Video Link: Enter URL (f)

Finish your Appraisal with Extra Description: Highlight the vehicle's positive attributes and any facts (f)

Service History: No Service History

Dealer: [Field]
Mileage: [Field]
Date: [Field]

Add Service History

Next Service Due: [Field]
Mechanical Status: [Field]
Air Con: Not Checked
Brakes: Not Checked
Clutch: Not Checked

Vehicle Mileage: 4000

Spare Wheel: Yes/No

BMW 116i M SPORT, Hatchback, 5-door

Mileage: 4000
VAT Qualifying: Yes (a)
SIV: £25000 (b)
Reserve Price: £20000 (b)
Starting Price: £15000 (c)
Start Now: [Checked] (c)
Scheduled Start: 10 August 2017 15:00
Duration: 3 Days

Start Auction Edit Vehicle Cancel

BMW 116i M SPORT
5-door Hatchback, Manual, White, Black, 4000 miles

Specification
Air Conditioning, Alarm, Alloy Wheels, Bluetooth, Body Kit, Climate Control, Cruise Control, Electric Windows, Metallic Paint, Paint Protection, Parking Sensors, Power Steering, Sat Nav, Electric Seats, Full Leather Seats, Heated Seats, Service Pack, USB Connectivity, Xenon Headlights.

No Service History

Vehicle Exterior
 Broken
 Chip
 CM Chips (multiple)
 Dent
 DL: Dent (local repair)
 OC: Off Colour
 PR: Previous Repair
 Rust
 S: Scratch
 SC: Scratch (local repair)
 SM: Soft Mark
 TD: Tyre Damage

Make the most of your listing and get the best price for your vehicle.