

eBay Motors is eBay's sister site devoted to cars and other vehicles as well as vehicle parts. The site gets a an enormous amount of traffic from customers searching the site for a good deal on a new or used car, {readmorelink}...click to continue{/readmorelink}

and the serious customers generally find one. Selling on the site is often easier and less expensive than making appointments to show the car in person to customer after customer, and listing a car on eBay motors is usually far less expensive than advertising it for sale in the local newspaper.

To make car sales on the site, it's important to make customers feel confident about the car. It's hard enough in person to trust that a car is in the stated condition, but having never seen the car in person can make it hard for some buyers to trust the condition of the car. For this reason, used cars listed on eBay Motors should take advantage of the photo and description areas to be as thorough as possible about the look and condition of the vehicle. A front picture and a side picture may be all right for a new car, but used car sales require pictures of every angle of the outside and several pictures of the inside to give potential customers a thorough look at the vehicle.

Like the pictures, the descriptions of used cars should be thorough. The description should disclose anything that is wrong with the vehicle, no matter how minor. Even a scratch on the paint could be important to a potential buyer, so it needs to be noted.

When buying used cars on eBay, it's possible to get much better used car prices than you would find in the local used car market. The lower prices often stem from cars being far from the bidders who want them. Many potential buyers don't want to travel far from home to pick up their car, even if it means saving money on the deal. But, with a little special planning, it doesn't have to be too much trouble to keep a buyer from paying less for their used car. Most used cars can be shipped by freight, so most buyers don't have to travel far.

The used car prices on eBay Australia can be so good that some people buy and sell on the site for extra income. A used car with mechanical problems can be bought through eBay, fixed up and then resold on the site for a profit. Other people buy and sell used cars by buying an inexpensive used car on eBay and then reselling ot for a higher price in their local area.