

Iconic Motors FAQs

Selling Your Vehicle

How does selling my vehicle through Iconic Motors work?

We manage the entire process from start to finish, including professional marketing, enquiries, test drives, negotiations, paperwork and the final sale. You retain ownership until the vehicle is sold.

Why use Iconic Motors instead of selling privately or trading in?

Selling privately can be time-consuming and attract low-quality enquiries, while trade-ins often achieve a lower price. We provide dealership-level exposure, professional marketing and access to serious buyers, without the usual hassle.

What types of vehicles can you sell?

We sell cars, utes, SUVs, caravans and motorhomes, from everyday vehicles through to rare and specialised models.

Do I need to be involved in the sale process?

No. Once everything is set up, we manage enquiries, viewings, buyer screening and negotiations, while keeping you updated throughout the process.

Do I still own the vehicle while it is being sold?

Yes. You retain ownership until the vehicle is sold.

Can I sell a vehicle that has finance owing?

Yes. Once the vehicle sells, the outstanding balance is paid directly to the finance company from the sale proceeds before the remaining funds are released to you.

How do you achieve a better price for my vehicle?

We present your vehicle professionally and give buyers access to finance, trade-ins, warranties and dealership support. This increases buyer confidence and can help achieve a stronger sale price.

What does the marketing fee cover?

The marketing fee covers the preparation, promotion and management of your sale, including professional photography and videography, a pre-purchase inspection, website and social media advertising, targeted campaigns, Trade Me and Facebook Marketplace listings, buyer-database promotion, enquiry handling, buyer screening, viewings, negotiations, documentation and settlement. It also includes secure vehicle storage, maintenance grooming and a new WOF once sold. Trade Me listing costs are charged at 50% of the applicable fee.

Can I sell my car through an auction?

Yes. We can arrange an online auction with international buyer access through one of our auction partners. Auctions are available for cars only and are best suited to rare, special or collectible vehicles, or vehicles that may be more valuable in overseas markets. We complete a market evaluation to establish the reserve price. The vehicle requires a current WOF, a full mechanical inspection, supporting documentation and professional photography. An additional \$495 auction fee applies.

How long does it take to sell a vehicle?

Every vehicle is different, but most sell within a few weeks to three months depending on demand, pricing, presentation and market conditions. Our focus is on achieving the best result, not simply the fastest sale.

What happens once my vehicle is sold?

We handle the paperwork, payment processing and ownership transfer to make the sale smooth and secure.

When do I get paid?

Payment is arranged promptly once the sale has been completed and finalised.

Buying a Vehicle

Can I arrange a test drive?

Yes. Test drives are available by arrangement so you can experience the vehicle before making a decision.

Can I arrange a pre-purchase inspection?

Yes. Independent pre-purchase inspections are welcome and encouraged.

What types of vehicles do you sell?

We offer cars, utes, SUVs, caravans and motorhomes.

Is it safe to buy a vehicle with money owing?

Yes. Any outstanding finance is paid directly to the finance company as part of the sale and the vehicle is cleared before it is transferred to the new owner.

Are your vehicles checked before sale?

Yes. Vehicles are checked for compliance with New Zealand requirements, and independent inspections can also be arranged for additional confidence.

Can I trust the quality of your vehicles?

We aim to provide clear vehicle information, compliance checks and access to independent inspections so you can buy with confidence.

Do you offer nationwide delivery?

Yes. We can arrange vehicle delivery throughout New Zealand.

Finance

Can you help with vehicle finance?

Yes. We offer vehicle finance options through our lending partners, subject to normal lending criteria and approval.

Do I need a deposit?

Not always. No-deposit options may be available depending on your circumstances and lender approval.

How quickly can finance be approved?

We aim to provide a fast response, although approval time depends on the application, supporting information and lender requirements.

Can modifications, accessories and extras be included in finance?

In many cases, approved modifications, accessories and extras can be included in the finance package, subject to lender approval.

Can insurance or warranties be included in finance?

Yes. Eligible insurance and warranty products can often be included in the finance package for convenience, subject to approval.

Insurance & Protection

What protection options do you offer?

We offer mechanical breakdown insurance and lifestyle or income-protection options through our providers, subject to eligibility and policy terms.

What is mechanical breakdown insurance?

Mechanical breakdown insurance can help cover eligible unexpected repair costs after purchase, providing protection beyond standard consumer-law obligations.

Why arrange insurance through Iconic Motors?

We make the process straightforward by helping you compare suitable options and organise cover alongside your vehicle purchase or finance.

Can insurance be included with vehicle finance?

In many cases, yes. Eligible insurance products can often be structured alongside your vehicle finance, subject to approval.

Does insurance help increase buyer confidence?

Yes. Warranty or insurance options can reduce perceived risk and provide buyers with additional reassurance.

How do I know what level of cover is right for me?

We guide you through the available options based on the vehicle, intended use and budget, helping you select suitable cover without paying for unnecessary extras.

Trade-ins

Can I trade in my current vehicle?

Yes. We accept trade-ins and can apply the agreed value toward your next vehicle purchase.

How is my trade-in value determined?

We assess the vehicle's condition, specifications, mileage, market demand and comparable sales to provide a fair market-based offer.

Can I trade in a vehicle that still has finance owing?

Yes. We can work with you and the finance company to settle the existing balance as part of the transaction.

Is trading in easier than selling privately?

Yes. A trade-in is generally faster and simpler because it removes the need to advertise, manage enquiries and negotiate with private buyers.

General

What makes Iconic Motors different from other dealerships?

We combine dealership-level exposure with a personalised, results-focused approach. Whether you are buying or selling, we place a strong focus on presentation, transparency and achieving the best outcome.

Are you a registered motor vehicle trader?

Yes. Iconic Motors is a registered motor vehicle trader, and vehicles are sold with the appropriate compliance and consumer protections.

Where are you based?

We are based in Ashburton and work with customers throughout Canterbury and across New Zealand.