



CAR SELLING CHECKLIST (Swiss 2026 Edition)

Phase 1: Preparation & Market Dominance

- The "Swiss Standard" Detail:** Interior deep-cleaned, leather conditioned, and engine bay degreased. *Note:* In 2026, ensure the underbody is steam-cleaned to prove no "salt-rot" from Alpine winters.
- Wheel & Tire Audit:** Curb rash repaired. Verify **DOT codes** (manufacture date). Swiss buyers in 2026 reject rubber older than 5 years regardless of tread. Aim for **4mm** (Summer) / **5mm** (Winter) for premium pricing.
- The MFK Certification (Ab MFK):** If your last inspection was >12 months ago, book a fresh one. In 2026, "Freshly Inspected" is the single biggest price anchor in the private market.
- The Documentation Vault:** Gather the *Fahrzeugausweis* (Grey Card), physical/digital service records, and **Field 24 (Type Approval)** data. If it's a 2024+ model, ensure you have the **eCoC (electronic Certificate of Conformity)** ready for digital verification.

Phase 2: Digital Merchandising & Asset Exposure

- High-Velocity Media:** Minimum of 20 4K photos. Include the dashboard (running, zero warning lights), the VIN plate, and a shot of the **Digital Service Log** screen.
- SOH Verification (EVs/Hybrids):** For electrified vehicles, a screenshot of the **State of Health (SOH)** battery report is mandatory for 2026 buyers to justify your asking price.
- The Specification Narrative:** Explicitly list Swiss-specific high-value options: Matrix LEDs, 4WD (4x4), Heat Pump (for EVs), and the 2026 E-Vignette status.
- Market Pulse-Check:** Use 2026 data from AutoScout24 or Comparis to set an "Anchor Price" that allows for a 5% "Tactical Negotiation" buffer.

Phase 3: The Legal Shield (The Execution)

- 2026-Compliant Kaufvertrag:** Download a template updated for the **January 1, 2026, Code of**

Obligations revision.

- The Warranty Disclaimer:** While "Ab Platz und ohne Garantie" is standard, be aware that as of 2026, you cannot legally exclude liability for **hidden defects** known to you. Transparency is now your best legal defense.
- CO2 Clearance:** Verify that no outstanding CO2 sanctions are linked to the VIN (relevant for private imports). In 2026, the buyer cannot register the car if these are unpaid.
- Secure Payment Protocol:** Verify the transfer via a Swiss bank (Instant QR-Bill) before releasing the asset. Cash is increasingly scrutinized; digital is the 2026 standard for high-value exits.

Phase 4: The Handover & Digital Exit

- Plate Removal (MANDATORY):** Remove your plates. In Switzerland, the insurance and liability stay with the *plates*, not the car.
- Digital Self-Deregistration:** Use the **2026 Digital Portal** of your cantonal *Strassenverkehrsamt* to cancel the *Fahrzeugausweis* instantly. This stops your insurance and road tax billing in real-time.
- Data Sanitization:** Perform a "Deep Factory Reset." Unpair your SwissID, delete saved home addresses in the GPS, and wipe your phone's Bluetooth profile.
- The Key Exchange:** Hand over all fobs (minimum two) and the physical owner's manual.

Pro-tip for the swiss market:

"In 2026, the Swiss buyer doesn't just buy a car; they buy a history. If a service is due in 1,500km or a sensor is moody, disclose it in the contract. By owning the flaws, you eliminate the buyer's leverage to low-ball you on the price."