

Your Checklist for Selling an Electric Vehicle (2026 Edition)

1. Prepare Battery Documentation

Battery State of Health (SOH) is the most important factor in EV resale pricing. • Obtain an official SOH report from the manufacturer, dealer, or Recurrent Auto. • Ensure charging cycles, temperatures, and service records are documented. • Highlight fast-charging habits if minimal, as it reassures buyers.

2. Service & Maintenance Records

EV buyers want proof of proper maintenance. • Collect invoices for tire rotations, brake services, coolant changes, and software updates. • Include warranty repairs to show the vehicle has been professionally handled.

3. Check Battery Warranty Status

Battery warranty remaining adds measurable value. • Most EV brands offer 8-year warranties. • Vehicles with 3 or more years of battery warranty remaining can command premium pricing. • Mention any extended coverage if purchased.

4. Optimize Exterior & Interior Condition

Clean, repair, and detail your EV before listing. • Fix curb rash, minor dents, and cracked plastics. • Deep clean upholstery and screens. • Replace worn tires with HL-rated ones to avoid buyer concerns.

5. Update Software & Reset Non-Essential Data

Ensure the EV is running the latest firmware. • Clear personal data but do not factory reset until sale is finalized. • Demonstrate key features such as regen modes, ADAS, and navigation.

6. Evaluate Your Pricing Strategy

Price based on: • SOH score • Vehicle age and mileage • Brand retention percentage • Battery warranty remaining • Market demand for your model List slightly above your target to leave negotiation room.

7. Take High-Quality Photos

Capture your EV in natural daylight. • Include exterior, interior, screens, charging port, odometer, tires, and trunk space. • Add a screenshot of the SOH report in your listing.

8. Write a Transparent Listing Description

Buyers reward transparency. Include: • SOH percentage • Warranty remaining • Charging habits (home charging, fast charging) • Accident history • Service records • Upgrades or accessories included.

9. Choose the Right Selling Platforms

Recommended: • Autotrader • Cars.com • Facebook Marketplace • Recurrent and CarEdge (EV-specific platforms) • Local dealer EV buyback programs Compare offers before accepting a trade-in.

10. Prepare for Test Drives Safely

Screen buyers before meeting. • Verify ID before handing over keys. • Start with you driving, then switch. • Explain regen braking if buyer is new to EVs.

11. Secure the Transaction Properly

Use safe, verifiable payment methods: • Bank wire transfer • Certified cashier ' s check verified in person • Trusted escrow services for long-distance buyers Provide a bill of sale and transfer documentation.

12. Maximize Your Final Offer

Increase final price by: • Offering a Level 1 or Level 2 charger as an add-on. • Providing a printed SOH certificate. • Highlighting low annual running cost. • Emphasizing gentle charging habits (mostly AC charging).