

How to Flip Motorcycles for Profit

Buying and selling a motorcycle may seem like a daunting task at first, but it can be an easy and fun way to make extra cash. This wikiHow will teach you how to browse, inspect, purchase and resell motorcycles for profit. This is a great...

Part 1 of 3:

Finding the Right Motorcycle



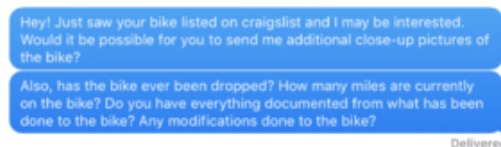
Assess your options. Begin by researching the different types of motorcycles and decide between sport bikes, cruisers, or dirt bikes for your flip.

1. Sport bikes are those bikes that are designed for acceleration and speed. They also look sporty and are designed for sport riding
 2. Cruisers are street bikes that provide a spread-eagled position (when the legs of a person are relatively in the same position as an eagle with the wings and legs are well apart)
 3. Dirt bikes are designed for rough landscapes and generally have a tall volume
2. **Get a baseline from Craigslist.** Knowing how to navigate to the proper local Craigslist posting is vital. How to Buy a Motorcycle on Craigslist will help with that.
1. Begin by going to Google and typing your city name then "Craigslist," i.e., Miami Craigslist.
 2. Type in the search engine on Craigslist the type of bike that interests you.
 3. View the description under the picture. It usually has information regarding the bike such as the mileage and modifications on the bike.
3. **Find the best bike for your investment.** Proceed to your local Craigslist to search the bike that interests you. Once you find the proper bike, be sure to look for the following things:
1. Vehicle identification number (VIN, located near the bottom right of the page)
 2. Pictures
 3. Motorcycle description

4. Owner's contact information (click the reply tab located near the top left corner of the page)
4. **Trace the VIN number.** The VIN number is a great way for one to protect themselves from getting scammed. These numbers show the bike's history from the beginning and state whether it's been stolen, damaged, and old maintenance records. Checking the VIN number on the DMV website prior to purchase is very important.
 1. To do this, go to <https://www.dmv.org/motorcycle-vin-check.php> and type the VIN in the search engine where it says "Enter your VIN."
 2. Examine the report for mileage tampering (mileage is lower than the previous year or last time the mileage was recorded) and any reports of theft.

Part 2 of 3:

Contacting the Owner and Negotiating



1.



Communicate via text or email. Examine the bike from the pictures given on Craigslist and contact the owner for additional pictures to make sure the bike was never dropped or scratched.

1. Look for scratches on the fenders, mirrors, seats, and side lighting.
2. Ask the owner to take close pictures of the fenders, mirrors, seats and side turning lights to prevent you from losing money.
2. **Ask questions.** Be sure to ask the owner questions prior to viewing to save time. Often, Craigslist posts consist of high quality edited pictures to help hide minor details such as scratches and possible damages. Therefore, it is best to ask the owner the following questions:
 1. "Has the bike ever been dropped?"
 2. "How many miles are currently on the bike?"
 3. "Do you have everything documented from what has been done to the bike?"
 4. "Have there been any modifications done to the bike?"
3. **View the modifications.** Motorcycle owners are prone to modifying their bike any which may actually improve the performance or appearance. Some modifications to look for:
 1. An after-market exhaust system like Two Brothers Exhaust or Akrapovic Exhaust.
 2. After market lever. Adding after-market gear shifting and breaking levers (the two levers on the handlebar) is a common modification made by owners to help better the appearance of the bike.

3. Be sure to examine the tread (indented lines) on the tires to make sure they are visible; otherwise that will interfere with your profit. It is best to schedule an appointment with the owner to see the modifications first hand.
4. **Choose a day for viewing.** Once all of the questions and pictures seem reliable and valid, schedule an appointment (through text or a phone call) with the owner for viewing/purchasing. The easiest way to make an appointment is often by text message.
 1. Find a time that best suits you both.
 2. Find the best location for viewing (preferably a public area for safety reasons).

5.

Evaluate the bike. Once the time has come for you to examine the motorcycle, be sure to test drive and inspect it.

1. Often motorcycles have issues with their gears so be sure to shift through the first few.
2. Be aware for possible scratches and notable damages. If there are little to no scratches/damages, that's a good sign; it is time to negotiate.
6. **Negotiate the right price.** Begin by offering the owner a very low price by pointing out normal wear and tear to help him lower the original price. If there are any, point out the minor scratches.
 1. Try to get the owner down roughly \$1000.
 2. Anything under \$500 puts you at risk for a loss. It is always good to have a \$500-\$1000 cushion for unexpected expenses that could arise for the bike.

Part 3 of 3:

Reselling the Bike

1. **Prepare for resale.** Congratulations you are now an owner! Before you list the bike, be sure to do the following things:
 1. Do an oil change. It is best to take your new motorcycle to the nearest motorcycle repair shop for a proper oil change.
 2. Check the tire pressure for that bike model. The front tire usually needs about 36 psi while the rear needs 41 psi.^[1]
2. **Prepare an ad for Craigslist.** Prepare to sell the bike, again on Craigslist. You'll want to list the bike for the max (yet reasonable) price. Also, be specific and honest. Lying will waste time for both parties and could possibly cause you to lose money. In the post, be sure to do the following:
 1. Include pictures of your bike to help validate your post.
 2. Include details about the bike such as modifications, the oil change history, and the mileage.

3. **Create your listing.** Although it may seem tough to post an ad on Craigslist, it's really easy. Read [How to Post Ads to Craigslist](#) for a more in-depth overview. The basic method involves these steps:
 1. Go onto your local Craigslist website and click on "Account" on the top right corner.
 2. Proceed to making an account toward the bottom of the page where it says "Create an account."
 3. Once the account has been made, go to the Craigslist homepage and click on "Post to classifieds."
 4. Click on your county then proceed to checking the "For sale by owner" box.
 5. The next page consists of what you plan on selling. Be sure to check the "Motorcycles/scooter-by owner" box.
 6. The last page consists of your bike description. Be sure to complete all of the boxes including the price, description of the bike, and displacement of the engine, contact information, VIN number in the boxes asking for each.
 7. Don't forget to add pictures of your bike.
4. **Sell the bike.** When a potential buyer contacts you regarding the bike, set an appointment to allow for a viewing.
 1. When the buyer arrives, allow for him to examine the bike as you did prior to purchasing the bike.
 2. Answer all questions then allow for the buyer to test drive. Make sure the buyer has a motorcycle license or a permit.
 3. If the buyer is satisfied with the bike, he will accept the original offer or he may counter your offer. Be sure the offer isn't too low to allow for a greater profit margin.

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