

# CAR CORNER

## The Do-It-Yourself Guide To Car Buying And Selling

(NAPSA)—If you're in the market for a new car or want to sell your current one, you can find the tools you need to take your project from start to finish working entirely online. Experts say the key is to approach buying or selling a car in the same way you might tackle a do-it-yourself project on your home. Try these four tips:

1. **Plan Your Project**—Are you buying, selling or both? If you decide to buy, set your price range and narrow down the vehicle makes and models you prefer. Make a list of all the features you want in your next car. Then use Web sites that allow you to personalize your shopping experience and save multiple car searches. If you need to sell your current car, start by cleaning and detailing your vehicle. Next, take multiple, detailed digital photos. Write a thorough ad using descriptive language, multiple adjectives and vivid wording. Attention-grabbing online ads will help attract serious buyers.

2. **Gather Your Online Tools**—Web sites such as Edmunds.com, Carfax.com and AutoTrader.com have easy-to-use vehicle appraisers, vehicle history reports and side-by-side comparison functions that make searching for and researching a vehicle a virtual breeze.

3. **Research, Research and More Research**—For the best deal on a car, research its value and see how multiple sellers are pricing the same model. View a vehicle's complete history; it will tell you if a vehicle has been in an accident, flood or fire. Once you have narrowed down your top three choices, compare the vehicle

AutoTrader.com

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### Compare Cars

Back to Results

| Vehicle   | Save this Car   | Save this Car   | Save this Car                      |
|---|---|---|------------------------------------|
|  |  |  |                                    |
| Year, Make, Model & Trim  | 2004 Chevrolet Avalanche Z70  | 2004 Toyota Tacoma 2WD Xtra Cab Pre-Runner V6                                     | 2004 Ford Explorer Awd Eddie Bauer |
| Price   | \$20,978  | \$20,488  | \$20,147                           |
| MSRP  | N/A   | N/A   | N/A                                |
| Body Style  | Truck   | Truck   | Sport Utility                      |
| Mileage   | 32,017  | 19,956  | 37,595                             |



**A growing number of people have become do-it-yourself car buyers and sellers.**

features side by side. If you are selling, price your vehicle competitively by finding the true market value to help you list an accurate and compelling price. Search for vehicles like yours and compare your car with what other sellers are posting to help you find the competitive advantages your vehicle offers to make your listing stand out. Grab buyers' attention with details about the vehicle's history and condition. The more information you provide, the more responses you'll receive.

4. **Finish Strong**—Get dozens of tips on good purchasing and selling practices from the Internet. Before you finalize your purchase, be sure to see the vehicle in person. Kick the tires, check the odometer and take it for a test drive. If you're closing the sale of your vehicle, be wary of offers for more than your asking price. Never accept a personal check, and always present the buyer with a receipt.

Visit AutoTrader.com to start your next do-it-yourself project. With easy-to-use tools, you can take control of the car-buying or -selling process from start to finish.