

Auto Advice

Tips On Selling Your Used Car Yourself

(NAPSA)—There's no shortage of advice from experts on how to get a good deal buying a car. But when it comes to selling their cars, people often settle for hundreds or even thousands of dollars less than they should.

Chances are, if your car is over four years old, a trade-in will only yield about 25 percent of the market value. For many people, the difference could be several thousand dollars.

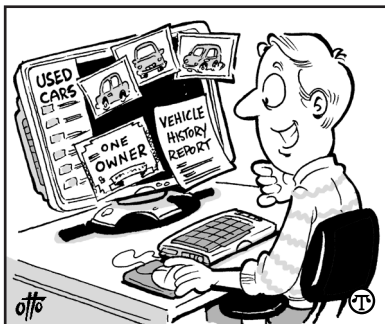
However, sometimes you have to spend a little bit of time and money on marketing to save a lot—particularly when it comes to selling a used car. Here are some tips:

Gather all documentation. Have handy all service and repair records. Know about and disclose any problems before the buyer discovers them.

Research the value. There are several used-vehicle value resources. One of the most widely used is the Kelley Blue Book private party value (KBB.com). Obtaining that value will help determine a fair selling price for you and the buyer.

Clean it up. Give the inside and outside a thorough cleaning or spend the money to have it detailed.

Get a vehicle history report. Used-car buyers need to know important details like: What's the mileage? Was the odometer rolled back? Was the car ever in a wreck or junked before? Usually, you can set a buyer's mind at ease by giving him or her a copy of the vehicle's history, such as a Carfax Vehicle History Report. That way, they won't have to take just your



When selling your car online, a history report on your car is always a good selling tool because it gives the buyer peace of mind.

word that the mileage has not been rolled back or your car has never been flooded or junked in a wreck.

Place an ad online. Web-based classified ads at places such as AutoTrader.com and cars.com can help you connect with potential buyers who live outside of your immediate area, without eliminating local buyers. Include photos and as many details as possible. Experts recommend using an online classified site where your ad stays until the car sells.

Create your own ad. If you have your own home page, post your ad there. You can scan in pictures and drawings and a copy of the car's maintenance records.

Use an offline, low-tech approach. Post flyers around town, in major traffic areas such as malls or shopping centers and in community bulletins. For more tips on selling your used car yourself, visit www.carfax.com.