



# Auto Advice

## Tips On Selling Your Current Car Yourself

(NAPSA)—If you are buying a new car and want to get rid of your present vehicle, it can often be to your benefit to sell the car yourself. That's because you can often get more by selling a car than you would get for it as a trade-in.

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:

- Give the inside and outside a thorough cleaning or spend the money to have it detailed. Let no nook and cranny go overlooked.

- Gather up all service and repair records. Be up front about any incidents to build trust with any potential buyers.

- Take lots of pictures. Include as many details as possible, especially mileage.

- Used-car buyers are always wondering three things: 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 word that the mileage has not been rolled back or your car has never been flooded or junked in a wreck.



**You can often set a buyer's mind at ease by giving him or her a copy of the vehicle's history, which shows whether a car has ever been flooded or junked in a wreck.**

- Placing a classified add online can often be effective. 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.

Experts recommend using an online classified site where your ad stays until the car sells.

- If you have a home page, create your own ad and post it there. You can scan in pictures and drawings and a copy of the car's maintenance records. You may even be able to add links to other services, such as Carfax.

- If you're more comfortable with the low-tech approach, you can always post flyers around town, in major traffic areas like malls or shopping centers and in community bulletins.

To learn more about preparing a detailed history of your car, visit the Web site at [www.carfax.com](http://www.carfax.com).