

Critical Questions To Ask the Seller

Please refer to Chapter 2 of *Bill's Guide: Buying and Selling Used Cars* for a full discussion of these questions.

1. Tell me about the car.
2. What's the mileage? Do you believe it to be accurate?
3. Is the car's title in your name? Do you have the title in hand? Is the title clear? Is the title clean?
4. Is the car currently registered? In this state? If not, how long has it been sitting and why?
5. As far as you know, has the car ever been in an accident? If so, describe the extent of the damage.
6. How long have you owned the car? How many previous owners?
7. Do you have maintenance records, receipts? How far back do they go? Any problems with reliability? Ever had any major work done? Anything currently wrong with it? Tell me about that.
8. How are the brakes and tires?
9. What model is it? LS, EX, XLT, SEL, etcetera. What options or accessories does it have?
10. Tell me about the interior.
11. Tell me about the exterior.
12. May I ask why you're selling it?
13. Have you ever towed anything behind it? If so, did it come equipped with a tow package?
14. Does it come with anything extra? (Examples may include a shop manual, car cover, original owner's manual, winter snow tires, tire/cable chains, tool kit, ski racks?)