



## QUESTIONS TO SELLER

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Here are the specific questions you need when you contact a private party seller:

1. Are you the original owner, and if not: How long have you owned the car and do you have records from the previous owner?
2. Is the Title in your name?
3. Does the car have a clear title? (meaning no loans or other encumbrances).
4. Has the car ever been in an accident? If so inquire about the extent of the damage and how it was repaired.
5. What is the current mileage?
6. Are the miles mostly highway miles or city miles?
7. How was the car maintained? (Dealer versus corner garage or uncle Joe)
8. Do you have maintenance records?
9. Was the car garage kept?
10. Why are you selling the car?

**If you are satisfied with the answers, make sure you set up an immediate appointment to see the car.**

11. When is the earliest I can see the car?

**AFTER setting the appointment ask:**

12. Can you give me the car's VIN? This is the Vehicle Identification Number. It is 17 digits long and can be found on the title and insurance certificates.
13. If it does not show up in the ad, ask for the license plate# (for Carfax history check).