

6 steps TO CONFIDENTLY BUY A PRE-OWNED VEHICLE:

1

An inspection from a mechanic you trust. Regardless if you buy from your best friend or the biggest-fanciest dealer, an independent look at any pre-owned vehicle is vital. Up on a hoist, a mechanic can check the structure and the mechanical components of a vehicle. Some people pass on this key step because a dealer's shop has looked at it, maybe because it's "Certified" or the vehicle is located far away. In any situation, DON'T pass on this independent inspection step. It can be a make-or-break difference!

2

CarFax or AutoCheck report. Running a vehicle history report is a good idea. BUT not all incidents are always captured. For example, a vehicle is wrecked and "Cousin Eddie" puts it back together in his backyard, without reporting anything! So, beyond the history report, as stated in tip #1, have an independent inspection completed (which the reporting companies actually state in their fine print:).

3

Your view and test drive. Look beyond normal dings and dents. For example, open the hood and look at the bolts that attach the side fenders...If the paint on the bolts is cracked, a wrench has turned them and could mean the fenders have been replaced because of an accident. While this is not necessarily a reason to walk away, it's another reason to get an independent inspection. Also, as you drive the vehicle, use the various features to make sure they work. Drive aggressive, over a variety of roads, to see how the car really performs.

4

Needs vs. wants review. It's easy to buy more vehicle than you need. How much does that fancy option package really matter, in daily driving, based on the overall cost? What things are you willing to adjust on your "want list"? The more flexible you are, the more you're able to find an excellent value!

5

\$\$\$\$ wise. Set a budget....beyond just the payment. Look at the overall cost of the vehicle. Finance for as few months as possible. AVOID costly big dealer add-ons such as paint protection, overpriced warranties, insurance products and added dealer fees....these can amount to you paying \$2000-\$5000+ for very little added value!!

6

Pay a fair price, based on steps 1-5. Once you've gone through the process, you'll have a clear idea of what to pay. For example; Car-A is \$1,800 LESS than Car-B, BUT Car-A needs \$1,200 more mechanical work, has extensive previous paintwork and \$2,600 of added dealer products/fees...Car-B actually costs you \$2,000 LESS!

Following this 6 step process ^{regardless where you shop,} will help you drive confidently down the road after your purchase!