

6 THINGS YOU MUST DO BEFORE BUYING A USED VEHICLE



By Chuck Greenberg,
MVP Partner

Buying a used car can be a smart financial move, but making an impulse purchase could saddle you with a very expensive headache. Whether you're heading to the dealership or

buying from a private seller, arming yourself with knowledge and resources will help you make the most informed decision.

Here are 6 things you need to do before buying a used vehicle:

1. Narrow your search by doing your homework

Before anything else, take a moment to document what you want from a vehicle: Would you like a small compact or large SUV? What are your must-have features? Purchasing a Certified Pre-Owned (CPO) vehicle will cost you a bit more, but you'll have the assurance that your vehicle completed a comprehensive inspection and any item that is worn (generally 50%) should have been replaced. Many manufacturers will extend the powertrain warranty for 7 years and 100,000 miles from the original in-service date for a CPO vehicle. Research which cars fit your description and what their prices are – many online resources can be a great place for that.

Walking into the dealership just to browse can potentially be a hazard when dealing with a highly trained salesperson.

2. Obtain a budget

Set a hard budget and don't disclose this to a salesperson/manager – good salespeople will find a way to back you into a payment if you allow them. When setting a budget, be certain to include tax, tags, and other ancillary fees.

3. Give some thought to how you'll pay for the vehicle

Financing through the dealership may be the easiest but not necessarily the best. A great deal is when every aspect of the transaction is negotiated. Shop terms and rates through the dealership, credit union, or personal bank.

4. Know the history of the vehicle you're thinking of buying

While a vehicle history report is important, it's no guarantee that your vehicle will be problem free. However, a history report from a company such as Carfax and/or AutoCheck is a must.

5. Test drive and inspect the vehicle

I often purchase vehicles sight unseen, as clients decline the test drive and this decision always makes me a bit nervous. Additionally, ask to have the vehicle taken

to your mechanic for a comprehensive inspection. Any reputable dealer will allow you to perform this check. If the dealer hesitates – you're at the wrong dealership.

6. Be prepared to walk away

Use your intuition or "Spidey-senses" – if you're not comfortable with all details of the transaction, then walk away. You should never feel pressured to buy anything.

Lastly, contact a professional who will represent your best interests from a vehicle consultation through finalizing the sale at the dealership.

Chuck Greenberg

215.932.0921

Chuck@MyVehiclePartner.com

**MY
VEHICLE
PARTNER**

Vehicle Lease and Purchase Consultants

Chuck Greenberg
President

212 Decatur Street
Doylestown, PA 18901
Phone: 215.932.0921
Fax: 215.340.2799
Chuck@MyVehiclePartner.com
www.MyVehiclePartner.com