

10 Used Car Buying Tips

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Here are some great used car buying tips to save you money. They are in no specific order, but maybe they will save you some money!

- 1 Check NADA.com for pricing on the used car you are looking at. This is what most banks use to finance cars.
- 2 Check Kelly Blue Book for a guide on your trade.
- 3 Dont get too caught up on the trade value as most never get payoff for their vehicle. Instead, look at the bottom line. If the dealer uses wholesale on your trade, make sure you get wholesale price on the used car you are buying.
- 4 Consider financing the used car for fewer months. Try doing 48 months if you can swing the payment. If you finance longer, try paying a little extra on months that you can.
- 5 Negotiate your best deal! After you have done this, tell the dealer they have a deal if they will pull a carfax report and everything is clean. Dont pay for a carfax yourself. Most dealers have an account where they can pull it for you.
- 6 Check the oil in the used car you are buying to make sure it has been changed. You can check inside the windshield, there will usually be a sticker telling when the next oil change is due. Check the back exhaust to make sure there is not excessive black residue around the opening--this would indicate that it may be burning oil.
- 7 Once you have negotiated your best deal, tell the salesman that you have one more used car to check out at a nearby dealer. Go to your car, even if you drive around the building and come back. If they let you leave, you are probably getting the best deal possible.
- 8 Remember to apply for your financing prior to looking for a used car. DONT FORGET, it is FREE to apply online. You will get an email with the results almost instantly.
- 9 Check your insurance on a specific car before you sign the dotted line online to see who will give you the best quote.
- 10 After you have purchased your car, make sure you do not leave anything in your trade because the trade may be gone by the time you return. Check your CD player and above your visors, and dont forget your garage door opener.

If you do not get treated professionally, go to another dealership. How you are treated at the time of purchase is a good indication of how you will be treated if you have a problem. Even though you are buying a used car, it is new to you. Most dealers will gladly take your business, even if they do not make as much on you as the next because you are equipped with some great car buying tips. Written by Chuck Russell Car Buying Tips To Save You Money

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