BUYING A USED CAR

**BENEFITS OF BUYING USED**

- Research
- Evaluate
- Negotiate

**RESEARCH**

1. Set a realistic price range.
2. Find your vehicle.

**VALUATION OR VALUE OF THE CAR**

- Make
- Model
- Mileage
- Year

**EVALUATE**

1. Before you start car, give it a walk-around inspection.
2. Inspect the interior for wear.
3. Check the tires.
4. Check the sound of the engine.
5. Listen for leaks.
6. Check the car's history.
7. Check for repairs and body work.
8. Check underneath for rust.

**NEGOTIATE**

1. It's time to negotiate.
2. Be prepared to walk away.
3. It's important to know the car's history.
4. Understand the car's condition.
5. Be realistic about your budget.
6. Set a price range.
7. Be willing to walk away.

**DISADVANTAGES**

- Hidden costs
- High-pressure sales
- More paperwork

**NEGOTIATE**

1. Be prepared to walk away.
2. Understand the car's condition.
3. Set a realistic price range.
4. Be willing to walk away.

**VEHICLE HISTORY REPORT**

1. Get a comprehensive report.
2. Check for records.
3. Look for changes.

**BUYING A USED CAR**

- Figure out what kind of car you need.
- Visit websites that research and investigate vehicles.
- Visit manufacturers' websites.
- Start tracking the vehicle down.
- Negotiate the purchase.

**BUY USED, SELL USED**

1. Research before you buy.
2. Inspect the car before you buy.
3. Negotiate the price.
4. Be prepared to walk away.

**NEGOTIATE**

1. Be prepared to walk away.
2. Understand the car's condition.
3. Set a realistic price range.
4. Be willing to walk away.