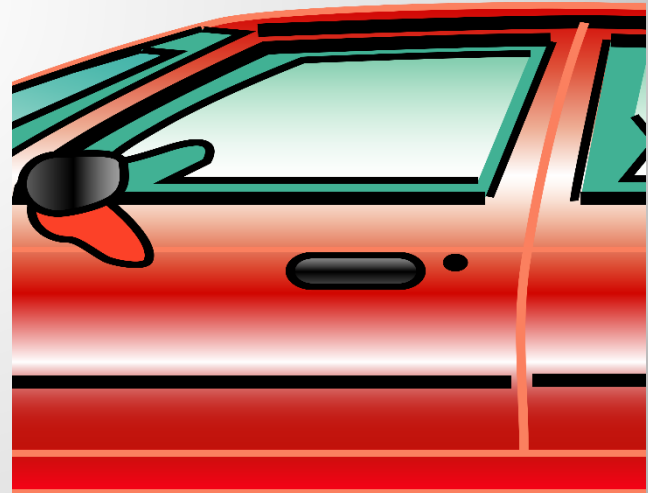


BUYING A CAR

Practical University



- A dealer will have an inventory of cars to choose from and will usually improve and repair the car enough to get it sold.
- An individual, if wise, will detail the car and is able to give you a history.



Dealer or Direct?

- Sizeable Family- Minivan or SUV



- Travel little or use car rarely-hybrid

- Towing and Hauling- Heavy duty pick up



- Rough Terrain- 4 wheel drive



Assessing your need

Used

- Will have a number of previous owners
- May have been involved in an accident
- May have had previous mechanical problems
- Could have been in a flood
- Go to carfax.com to get a history.

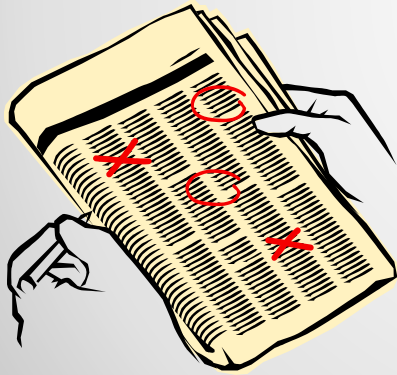
New

- You will be the only previous owner.
- Your car depreciates a lot just by driving it off the lot.



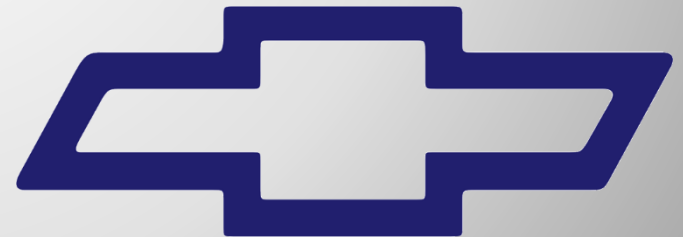
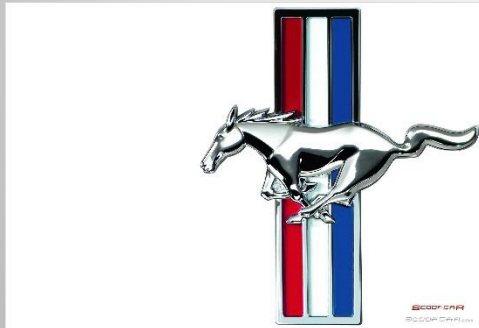
Buying Used or New

- Used car dealers
- Superstore dealers (CarMax or Hertz)
- New car dealers get trade-ins.
- Web sites (Consumer Guide)
- Online and print classifieds



Where to find used cars

- N.A.D.A official used car guide
- Kelley Blue Book
- Consumer Reports
- Edmunds.com



Pricing a Used Car

- Get a mechanic to put it on a lift for an inspection.
 - This is important to see accident or flood damage.
- Go to [carfax.com](https://www.carfax.com) for a vehicle report.
 - This will tell you if it has been salvaged, stolen, recalled, failed inspection, or odometer fraud.
- Never sign an "as is" statement.
 - Once it is off the lot- it is yours.
- Have your own finances and loan approval ready before buying.



How to succeed with a used car

- Autobytel
- Autoweb
- Car.com
- CarsDirect
- Consumer guide.com
- Invoice Dealers
- The manufacturer's site will give an MSRP (Manufacturer's Suggested Retail Price).
- Carbuyingtips.com deconstructs dealer scams.



Pricing a New Car

- Eloan and LendingTree give loans online.
- Know your credit history.
 - The three credit bureaus are Equifax, Experian and Transunion.
 - All offer single reports.
- No one can run a check on you without permission.



Car Loans

- This guarantees maintenance.
- For an extended warranty, know what kind of warranty and the reputation and stability of the company.



Warranty