



Car Buying Tips

When buying a new or used car, it is important to get all promises and representations in writing. Consumers should never buy a car on impulse or in response to high pressure sales.

Do your homework:

- Ask the dealer for a vehicle history, title history, Carfax®, or e-autohistory.com.
- Question prior owners.
- Have the vehicle inspected.
- Ask friends and family when selecting a reputable dealership.
- Ask about prior damage or mechanical problems.
- Carefully examine the vehicle for prior damage.
- Carefully examine extended warranties. Remember they are optional, not mandatory.
- Inspect the vehicle to determine actual mileage.

Special tips for buying a used car:

- Check out the car's repair record, maintenance costs, and safety and mileage ratings in consumer magazines or online. Look up the "blue book" value, and be prepared to negotiate the price.
- Buying from a dealer? Look for the Buyers Guide. It's required by a federal regulation called the Used Car Rule.
- Make sure all oral promises are written into the Buyers Guide.
- Ask for the car's maintenance record from the owner, dealer, or repair shop.
- Test drive the car on hills, highways, and in stop-and-go traffic.
- Have the car inspected by a mechanic you hire.
- If you buy a car "as is," you'll have to pay for anything that goes wrong after the sale.



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