



MAKING CENTS BLOG

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THE SMART BUYER'S GUIDE TO PURCHASING A USED CAR

Start Your Journey In Style By Financing Your Used Car With Us



BUYING A USED VEHICLE?

Are you in the market for a new set of wheels? Buying a used vehicle can be a fantastic way to save money while still driving a reliable and stylish car or truck. However, it's important to approach the process with careful consideration to avoid potential pitfalls. Here's an all-encompassing guide that ensures your used car buying experience is nothing short of exceptional.

RESEARCH IS KEY:

Before you set foot on any car lot or start browsing online listings, do your homework. There are several resources available that provide estimates of a used vehicle's market value, including reputable websites like Edmunds, Kelley Blue Book, and the National Auto Dealers Association. Be sure to compare prices for several comparable vehicles, not just one specific year, make, and model. This will help you gauge whether a particular deal is a steal or a potential red flag.



INSPECT AND INVESTIGATE:

Never underestimate the power of a test drive and a thorough inspection. Always take the time to test-drive a vehicle and, more importantly, have it checked out by a mechanic and a body shop before making any commitments. While these inspections might come with a small fee, they're worth their weight in gold as they can potentially uncover hidden issues that might not be obvious at first glance. If the seller refuses a pre-sale inspection, it's a clear sign to walk away.

UNCOVER THE VEHICLE'S HISTORY:

Thanks to modern technology, you can now delve into a used vehicle's history even before talking to a salesperson. The Vehicle Identification Number (VIN) is your key to unlocking important information about the car's past. Online services can provide insight into whether a vehicle has been titled as salvage, flood-damaged, rebuilt, or involved in an accident. While vehicle history reports are invaluable, remember that they aren't substitutes for thorough inspections. Moreover, at our credit union, we enhance your experience by offering access to Carfax reports at a discounted price for our valued members.



KNOWLEDGE IS PROTECTION:

Before signing a purchase agreement, be aware that the three-day right to cancel does not apply universally. You only have the right to cancel if the dealer explicitly offers such a policy. Make sure to get this in writing before proceeding. Moreover, dealers are obligated to disclose whether the vehicle is being sold "as is" or with a warranty. Pay close attention to buyer's guides posted in every vehicle for sale.

PUT PROMISES IN WRITING:

When negotiating with the seller, always seek written documentation for any promises made. This applies to warranties, special offers, or any other agreements. Verbal assurances can be easily forgotten or denied, so having everything in writing will protect your interests.

"The moment you are done with your first ride in your brand new car, it has already depreciated in value. So, why not buy a used car, drive it until your heart's content and relish in the value of its savings"





BE WAR Y OF TOO-GOOD-TO-BE-TRUE OFFERS

Stay cautious when encountering offers that seem too good to be true. While a significantly lower price might be tempting, inquire about potential hidden costs or issues that could explain the steep discount.

NEGOTIATE AND TALK TO AN EXPERT:

Don't hesitate to negotiate with sellers. Whether you're a seasoned haggler or not, remember the old saying, "if you don't ask, you won't get." Approach the process with confidence, as most sellers are open to discussion and consideration. Additionally, bring a qualified mechanic or car expert along to assess the vehicle's condition. Their expertise will help you make a well-informed decision.

RESEARCH THE SELLER:

The power of the internet extends to researching sellers as well. Before making a physical visit, conduct thorough research on the seller's reputation and reviews on online platforms. Consistent issues or a lack of respect for customers should raise caution flags.



OUR CREDIT UNION'S COMMITMENT:

At Journey Credit Union, we're dedicated to making your used car purchase a seamless experience. Our tailored loan solutions cover vehicles of all years, makes, and models. Whether it's a classic car or a reliable daily driver, we offer competitive rates, ensuring you're getting an excellent deal. From negotiation to financing, we're with you every step of the way.

By embracing these comprehensive tips, you can confidently navigate the used car market and make a decision that aligns with your needs, preferences, and budget. Here's to a successful used car buying journey!