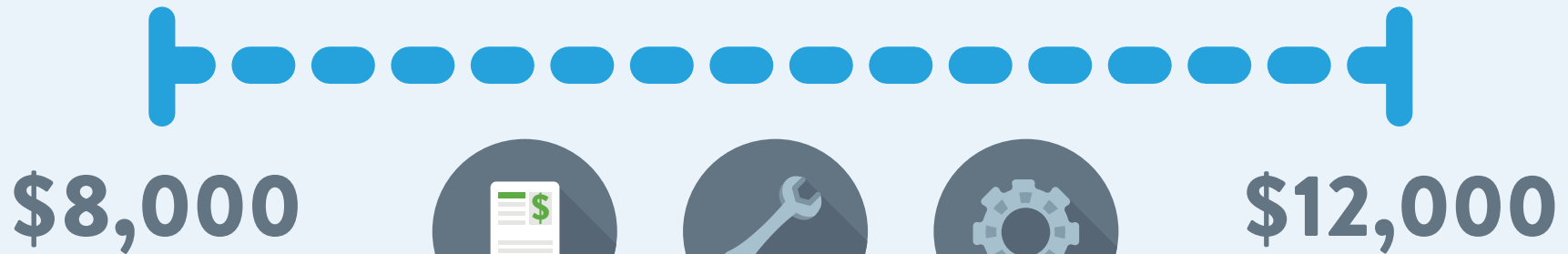




RESEARCH

Set a realistic price range







Include **insurance** and **repairs**, plus **features** you need

You don't want to be stuck with monthly payments you can't afford

Only look for **makes** and **models** that fit into your price range

Figure out what kind of car you need

Your needs	 Compact	 Sedan	 Van	 Truck
People hauling	Up to 4	Up to 4	More than 4	2-4 people
Stuff hauling	Books and takeout	Groceries and a few boxes of stuff	Lots of people and stuff on a regular basis	Work tools, equipment or pulling a trailer
Driving/fuel mileage	Lots of highway driving or commuting	Mix of around town and highway driving	Around town with the occasional long distance trip	If you drive and tow equipment a lot, consider a diesel engine
Four-wheel drive	Rarely	Some	Some (all-wheel drive)	Yes

Get pre-approved for financing

If you don't have the cash to buy your used vehicle outright, you'll need to get an **auto loan**

Being **pre-approved** for an auto loan from your **credit union** is a good idea

You'll know how much you can spend, which will give you some **negotiating power** with a dealer or used car lot, as they'll know you are serious

Find your vehicle

Visit the manufacturers' websites to find a model you like

Visit websites that research and investigate vehicles for consumers to find out all you can about the vehicle you like—try **consumerreports.org**, **edmunds.com** and **kbb.com**

Visit your local dealer, used car lot or classified ads and start tracking that vehicle down

PRIVATE SELLER



DEALER OR USED CAR LOT

ADVANTAGES

Great deals

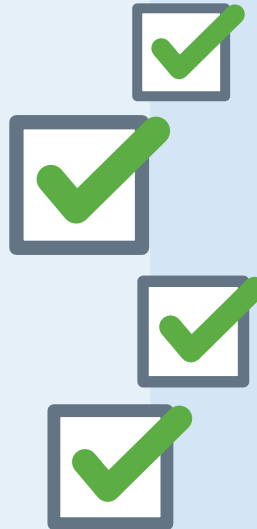
When you buy directly from a person, you can often find a really good deal

Less intimidating negotiations

Negotiating can be less intimidating because you're working with a regular person, not a highly trained sales professional

No unnecessary costs

Dealerships often try to charge for unneeded extras



Warranty

Most dealers offer a warranty, which will give you the peace of mind that the car that you're buying is in good working condition

Extras

Dealers will often throw in extra services for free that a private seller can't, like a free oil change

Trade-ins

Dealers take trade-ins, which can lower the amount you have to pay for the car you are buying

PRIVATE SELLER



DEALER OR USED CAR LOT

DISADVANTAGES

No consumer protection

If you discover after the sale that the car has a problem (known or unknown by the seller), it immediately becomes your problem

Annoying negotiations

Owners tend to be more attached to their cars than dealerships and can be difficult to work with



Higher prices

List prices at dealerships tend to be more expensive than when buying directly from a private owner

High-pressure negotiation

Negotiation with used car salespeople can be high pressure, as selling is what these folks do for a living