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## How To Buy A New Car

By Tom McKnight

Car buying is not a task to be taken lightly. The cost of a new car equals almost what my parents paid for their first home. It's imperative to do behind the scenes research to ensure you get a great deal.

Do not be in a hurry. Car dealers can detect the scent of desperation a mile away! If you are totally without transportation, rent a vehicle until you find the right car. If you rush your purchase, you will usually end up on the bad end of the deal.

You can uncover the typical retail cost of a specific make and model right on the internet. With a little extra research, you can discover the wholesale cost as well. These two pieces of information give you an edge when it comes to negotiation.

It's best to work toward a win-win situation with the car salesperson. They need to make some money on the deal, and you want to pay a fair price. You can often negotiate a price that is \$500 above dealer cost, or about 20% off the sticker price. Make sure you take your calculator with you when car hunting.

You can often order a car with \*custom\* option choices. This could save you hundreds of dollars. You might wait a couple of weeks, but why pay for options that you do not need?

Always check with the dealership to see if you can return the car if you do not like it. Many dealerships now offer this option. Some dealerships will give you a three day trial period in which to try the car.

It is a good idea to wait until the end of the month to go car hunting. Salespersons who want to meet a certain quota will be eager to strike a deal.

Knowing the value of your old car makes it easier to negotiate a better price for it. Try not to talk about a trade-in possibility until you get a purchase price. Sometimes this is difficult, as most salespeople will ask upfront about a trade in.

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I took my car to one lot, and was told the trade in value was \$1,200. Another dealership said they would give me \$3,500 for the same car! So do your research to make sure you receive a fair price on your used vehicle. Stick to your guns when it comes to getting the value of your trade-in, especially if you've had your car serviced regularly.

A service contract will likely be brought into the negotiation. Most consumer information shows no need to buy an extra contract on a new car, as it's not likely a problem will occur during the first months of use.

Whatever you do, always read the fine print of any contract before signing it. Ask questions about what certain phrases mean if and when you do not understand something.

Also, just because a car is brand new doesn't mean you should buy it without asking questions. New cars can land in the lemon category as well as used ones. Keep on your toes during the negotiation

process. You will enjoy both getting a new car, AND creating a win-win situation for yourself and the dealer.

Tom McKnight is a freelance author and Corvette enthusiast who writes articles for

<http://www.Corvette-Shopper.net>

## **How To Know When Not To Buy A Used Car!**

**By "Dr. Drew Henry"**

If you are looking to save money by buying a used car, it can be a very viable tactic. However, even though you are on a tight budget, buying a used car should not be immediately decided upon and should take a lot of consideration. Why? This is to avoid throwing your hard earned money away.

Below are some pointers that may help you decide when to buy or not to buy a used car:

1. You should consider your budget.

If the reason why you choose to purchase a used car is because of your budget, then it should be the same reason why you should be careful and meticulous in choosing a used car. Thus, if the car needs a lot of maintenance, repairs, and other modifications, it is best not to buy that used car (or else you lose the benefits of buying a used car).

2. You should be wary of buying used cars from owners that do not have complete and pertinent documents.

This could mean a lot of negative things and you are the only one who will be at the losing end. Documents are crucial especially if the car is second hand. It is the only solid guarantee that you can

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get hold of when buying used cars. If this is the case, then, you might as well not pursue the deal.

3. If the you are not comfortable after test-driving the car, then it is best not to buy it.

There are instances wherein some people tend to opt for used cars because of the model of the car being sold. It is their dream car and there is no other way they can purchase them but to buy them second hand. However, if you are not comfortable with the car after test-driving it, then it would be better not to pursue the deal, even if it means the world to you to have that car.

The bottom line is that buying used cars should never be your sole alternative if you cannot afford to buy new ones. This means that you should value the process of choosing a used car like what you would do when buying a new car. In the end, it is your money that will be put to risk. Thus, it is extremely important to consider all the factors in order to have the best buy ever. Happy hunting!

Dr. Drew Henry maintains a network of auto-related sites, including

<http://www.luxurycarsecrets.com>

,

<http://www.exoticcarsecrets.com>

and

<http://www.carspeakersecrets.com>

. For more auto-related

articles and resources, visit his sites.



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