

How to Get the Best Deals on Used Cars for Sale

I have gotten my first car at the age of 22 when my father bought it from a car lot nearby. It was a used car because unfortunately, we couldn't afford a new one. As time goes by, I realize that I have made a big mistake, because I didn't do enough research before buying it.

Later, I found out that the price is too expensive for a sedan. There's nothing I can do but struggle with the payment plan each month. After this bad experience, I don't want to repeat the same mistake. So, here's some information that can be used when you're planning on buying a used car.

Why Buy a Used Car Instead of a New One?

Mostly, the reason why people choose to buy a used car instead of a new one is because of the price. New cars are expensive, and once you leave the dealer the price will likely decrease. On the other hand, if you buy a used car and want to sell it again, you will not lose too much money. A used car doesn't always mean a low-quality car. If you do research carefully, you can probably find a used car with the quality of a new car.

Steps in Finding Used Cars

If you want to buy a used car, whether it is your first car or to replace your old car, there are a lot of things to be considered. You need to set your goal, and your goal should be having a high-quality car at the lowest price possible. If you are a first-timer, here are the steps on how to get the best deal when buying a used car.

1. Do Research

The first thing you need to do before buying a used car is you have to know what kind of car you need. With the help of the internet, you can easily browse and find your dream car. First, you may want to consider the size of the car. If you have a big family, an SUV will suit you more than a sedan.

Then, you need to consider whether you want a manual or automatic transmission car. It depends on your style of driving, but you need to keep in mind that an automatic car is more expensive. After that, you may want to check the brand and find a car with excellent quality but at a lower price. This will help you narrow your choice and makes it easier for you to decide.

2. Check Your Budget

After you have found the right car, you need to adjust your budget. You can check on the internet how much a car mostly costs in your area. If you plan to take financing from the finance officer, it is better to check how much you will actually need to pay.

The important thing to consider is probably not only the price of the car but also the payment plan per month and the interest rate. Your job here is to get the lowest rate but come home with a quality car. Apart from that, buying a car also comes with car insurance, tax, fuel, service, and other costs. So, it's better to plan your budget carefully.

3. Check for Car Lots

Now that you know what car to buy and how you will pay for it, it's time to go out and explore! You can go to a private seller or dealer nearby. Buying a car from a private seller will cost you less than those from dealers. However, buying a car from dealers is much safer.

Used cars from a dealer usually go through inspections so the unknown problem will be fixed before the dealer sells it. A short warranty from the dealer is also beneficial for you, just in case problems with your car emerge after buying it.

When you check out the car, make sure you also check the vehicle history report to know all the information you need to know about the car, from accident history to ownership history. Then, check for mileage as well. The normal mileage for a used car is 12,000 miles per year, but the lesser the better.

Lastly, check its physical condition carefully. Actually, you can ask for a discount if you find any dents or scratches. Remember to always check the interior and exterior and ask yourself how comfortable you feel inside the car.

4. Test Drive

Testing driving is a must before actually buying a used car. The aim of a test drive is not only to see if it runs but also to check if you can drive comfortably enough in the car. When you first turn on the engine, you need to check if the car sounds smooth or noisy. Then, try to put on the seatbelt while also checking for the seats, mirrors, and windows. Also, see if you can reach the pedals, gear stick, and handbrake easily. Can you adjust your position to ensure you can drive comfortably?

There's a lot more to check when you are driving. First, it is better not to just drive in a flat asphalted terrain. You may want to try going up hills and see if your car can go through it. Then,

while you are on a hilly road, you may want to check your handbrake and listen to any suspicious sounds. Furthermore, you may also need to double-check the brakes and make an emergency stop to see if it's working well. Later, you can try to drive on a bumpy road to check the suspension. Next, you need to make sure that the car is powerful enough to pull you away from the traffic lights.

One more thing about a test drive is that you can't just think about yourself. If the family is the reason you are buying a car, you need to bring your family with you. You can ask for their opinions while you test drive and see if they love the car as well.

5. Find the Best Time to Buy

When buying a car at the dealer, you need to consider the highly-trained salesperson. If you're not good at bargaining, it's better to find a friend or family who is. Apart from that, a great tip is to find the right time to visit the dealer.

Buying a car after payday or on the first day of the month is not recommended at all. At those times of the month, the demand is high and a salesperson will likely ignore you, especially if you are on a budget.

As you might already know, a salesperson has a sales target at the end of each month, quarter, and year. To meet the target, a salesperson is usually kind enough to cut the price to make a deal with you. So, here's a great chance for you to get the lowest price possible.

Also, you need to avoid high seasons and weekends as well. The demand is usually high at those times, and the salesperson has the right to serve the ones who is willing to spend more money. The higher the price means the better the commission for the salesperson.

Are You Ready to Buy a Used Car?

If this is the first time buying a used car, it's better to find a companion just to have a second opinion. Buying a used car can be tricky at times. You need to do it carefully and wisely. By doing so, the chances for you to get your dream car at a reasonable price are pretty high. Another tip would be to not visit just one dealer. You would need to visit a lot of dealers to get a comparison. This is for the sake of you getting the best deal on buying a used car.