

# Is Year End the Best Time to Buy a Car?

If you've been contemplating buying a car for so long, you're not alone. It's not easy; it's a significant financial decision that requires careful consideration of the car models, pricing, and other options available before making the commitment.

So you followed the rules, read every article and watched every YouTube video there is to facilitate your decision-making, and you even visited showrooms to test drive some cars. But even after you've decided which model to buy, there's one more key question that is holding you back – is this the right time to buy a car?

## **Year end looks like the best time to buy cars**

The Covid-19 pandemic has caused car prices to fluctuate and vehicle supply to be unpredictable. Developing a working understanding of how car dealers manage their inventory is still a reliable way to get a good deal. While some may argue that purchasing a car in December results in 11 months of depreciation, hence, a lower resale value later, there are plenty of year-end deals to offset this.

This time of the year, buyers gain an advantage because December concludes with the trifecta of year-end, quarterly, and monthly sales goals. In the past, consumers have been known to score sweetheart payment plans, cash back deals, or price reductions by waiting until the ball drops.

End of year is also when dealers are competing with one another to meet their annual sales targets, hence they are willing to give up a little more of their margins in exchange for some attractive incentives for top performers. Moreover, because dealers want to display the newest cars on their lot, you may find even greater deals on older models. It's one way to get the older models out the door as soon as possible.

Now you might wonder if this also applies when buying a used car. The answer is yes, they do.

## **Buying a used car**

While there are peak seasons and holiday discounts for car sales, it is best to buy a car when you find a deal that is within your budget and that you can afford. Buying a used car might be the way to go, with the car being more affordable and readily available.

If you decide to purchase a used car due to your current financial situation or because the waiting period for a new car is simply too long, make sure to find a reputable dealer or online platform that can provide you with a hassle-free experience.

Here are the list of things that you should look out for when shopping for a used car:

1. The car's age and mileage  
Low to medium mileage used cars frequently provide quality comparable to that of a new car. However, this also depends on the age of the vehicle.
2. A comprehensive service history  
A full-service record and history is a good indicator of how well the car was taken care of by its previous owner.
3. The outlook of the car – body panels, paintwork, engine bay  
Look for uneven gaps in the body panels, rust spots, and the condition of the rubber strips. Most importantly, check the engine.
4. Interior features that are functioning  
Power windows, windscreen wipers, signal stalk, all lights, door locks, and audio system.
5. Test drive the car  
Test the brakes, steering wheel, and absorbers. Look out for any creaking or odd sound too.

These tips will help you when you start looking out for a used car. But if you want to make your life easier, use a platform that provides strong after-sales support or quality assurance on the vehicle you will be purchasing.

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