

# USED CAR BUYING GUIDE

## 4 things to assess when buying a used car

Used cars are more affordable than new ones, but you still need to do your due diligence as a buyer. Here are four things to assess if you're purchasing a second hand car.

### 1. HOW IT LOOKS

Do a thorough inspection. Evaluate the wear on the tires, check the fluid levels and keep an eye out for rust, dents and scratches. The costs of new tires, fluid changes, repairs and so on should be deducted from the asking price. Inspect the condition of the inside of the car too, from the upholstery to the multimedia system.

### 2. HOW IT RUNS

Check the dash lights. All of them should come on when you turn the key to the on/run position and turn off when you start the engine. During the test drive, listen closely for noises that may indicate problems, such as a rumbling, rattling or whining in the engine.

### 3. HOW IT FEELS

Does the car handle well and does the steering feel easy and natural? Is the interior comfortable and are the controls user-friendly? Ensure that you feel comfortable with the way the car feels and drives. Also, make certain that the brakes are responsive without being too touchy.

### 4. WHAT YOU'VE HEARD

Research any car that you're considering buying. Find out what past owners say about the model and determine whether or not it commonly has parts that fail, premature rusting or safety defects.

Finally, before purchasing any vehicle, be sure to get it inspected by a trusted mechanic and to ask the owner for all maintenance records. Taking these steps will guarantee that you get a vehicle that's as reliable as it seems.



## SELL YOUR USED CAR: 3 tips for creating the ultimate ad

Do you want to sell your car? If so, you need to create an ad that will grab the interest of motivated buyers. Here are three tips to make it stand out.

### 1. DETERMINE THE PRICE

The market will determine the top price you can get for your car. Look at the ads for comparable models in your region, and take into account factors such as condition, mileage and features. Alternatively, you can use one of the numerous appraisal tools available online. Just be sure to leave some wiggle room in your asking price in case the buyer wants to negotiate.

### 2. TAKE QUALITY PHOTOS

Featuring clear, high quality photos of the interior and exterior of the car is paramount. Before reaching for the camera, however, clean the car inside and out from top to bottom. Take pictures outdoors when there's ample light and from multiple angles. Just remember that while

showing your car in its best light is important, you also want to give an accurate depiction of its condition.

### 3. WRITE A DETAILED DESCRIPTION

The more information you provide in the ad, the better your chances are of making a successful sale. In particular, remember to include the make and model, condition, mileage, transmission type and any extras including added safety, security or entertainment features. If your car is still under warranty and the warranty is transferable, provide this information as well.

Finally, be sure to review the ad you've created before you publish it. By carefully reading it over, you'll avoid making errors that could lead potential buyers astray.

To advertise your used car in the Journal Review, contact Suzanne Kincaid at 765-362-1200.



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