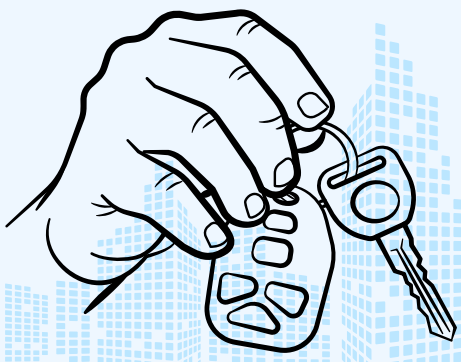
Horizon Federal Credit Union

# HOW TO BUY A PRE-OWNED CAR IN 8 STEPS



## 1 CRUNCH THE NUMBERS

If you're paying with cash, you already have a budget in place. If you're taking out an auto loan, get your pre-approval before visiting the dealer's lot.

## 2 CREATE A TARGET LIST OF MAKES AND MODELS

Narrow down your choices to three or four model cars.

## 3 RESEARCH

Look for listings of your vehicles of choice. When you have some options to consider, obtain their vehicle history reports from Carfax.com.

## 4 CONTACT THE SELLER

Verify the information you've learned about each car and see if it's still in stock. If everything checks out, set up an appointment for a test drive.

## 5 TEST DRIVE

During the test drive, pay attention to the acceleration, legroom and visibility of the car.

## 6 HAVE IT INSPECTED

Take the car to a mechanic for a professional inspection.

## 7 NEGOTIATE

Make an opening offer based on what you have determined to be the average price for your car.

## 8 MAKE IT OFFICIAL

Read the contract carefully before signing and be sure to get insurance.

**YOU'RE ALL SET TO TAKE YOUR NEW CAR FOR ITS FIRST SPIN!**