

Top 10 tips for buying a prestige used car in 2020

If you're in the process of buying a prestige used car, we're here to help.

Buying a car can be an exhausting process, but it can also be a lot of fun! Now it's crunch time, and you have to find a car that meets your needs, you can trust will be trouble-free, and gives you the best value for money.

After you've found your new dream car and you need to sell your current ride, consider using Summon to help. We offer a full concierge service for selling your car privately, saving you the hassles. You can find more information at www.summon.com.au

Tip 1.
Research and narrow your options

Knowing the details that are critical, important & "don't mind" for you will help you to compare cars more accurately. Certain features & optional extras will influence the desirability and the price of the car (4wd vs 2wd, leather interior, Apple Carplay etc). It will also help you to compare cars more accurately.

Tip 2.
Buy fit for purpose

It's easy to get excited about all the amazing cars you could buy, but be clear on your intentions. A great driver's car is not the same as a great investment grade vehicle, and a Sunday morning cruiser is different to a dual-purpose daily driver). Ensure you buy a vehicle that is a fit for YOUR purpose.

Tip 3.
Reduce your risk

Buying a used car will always carry some amount of risk compared to buying new from a dealer. If the car is under three years old, it will usually be covered by the manufacturer's warranty. Outside of this, if buying from a Dealer they will provide a 3 month warranty. If buying from a private seller, you can easily purchase an extended warranty from Carsales or others. Also consider getting a Redbook Inspection, or a Pre-Purchase Inspection (PPI) with a qualified workshop.

Tip 4.
Pay attention to detail

Remember that you are buying the car's history as well as the vehicle. Pay attention to the smaller details, which can be just as revealing as the big picture. Ask to see the service books, were they done on time and with reputable workshops? Is the car kept in a tidy condition, does the owner take care of the car? Is there evidence the car has been used for trackdays (e.g. roll cage removed, fire extinguishers)? If in doubt, ask the question.

Tip 5.
Paint originality

Paint is only original once. Use expert advice and a PPI at a reputable workshop (including a paint depth gauge if you are concerned about body work) if you are not an expert.

Tip 6.
Shop around

If buying from a dealership, shop around: Dealers of the same brand are selling the same cars, once you're clear on what you want, visit more than one & see what deal they can do. It'll take some time & effort, you may need to test drive the car to show you are serious, but you want them to invest time with you so they're "on the hook" to try and close the deal!

Tip 7.
The price is right

Use Carsales (& similar) as a guide, but not fact. If they're still advertised they're not selling at that price! Watch to see if they're selling, if not, you know there's a deal to be had. Dealers "drive away" prices include on road costs, private seller listings do not, so take this into consideration.

Tip 8.
Don't be cheap!

It is always worth paying a little more for the right car than buying at a lower price point and spending to bring the condition up.

Tip 9.
Making the deal

If buying from a Dealership, negotiate the price of the car before the finance. The dealers have margin in both & it can weaken your negotiations if they are working with their colleagues in finance to "put a deal together for you"! Be realistic, expecting a big discount on a car already advertised at a reduced price is unlikely.

Tip 10.
Be safe out there

Since the COVID-19 pandemic, every dealership will now be taking great care in hygiene practices, social distancing and offering remote inspections (via video calls). If you are buying from a private seller, ask for the same. A video walk-around of the car you're interested in will answer most of your questions, without the need to leave your house!