



BEFORE YOU VISIT THE DEALER



Know what you're getting into - arm yourself with as much information as possible so you'll know if you can afford the car and whether you're getting a good deal.

RESEARCH

- Read Reviews
- Decide most suitable fuel type for your needs
- Check engine, trim and optional equipment choices
- Check prices for similar cars
- Check dimensions if you intend to garage the car

HIDDEN HISTORY?

- Get a history check on any vehicle you're planning to look at (every vehicle on AA Cars comes with a complimentary 26-point car history check)

RUNNING COSTS

- Check likely insurance costs
- Check annual road tax costs
- Check likely fuel consumption?

BUDGET

- Check trade-in value of current car
- Arrange personal loan if borrowing
- Check how much you can afford to spend

PREPARATION

- Trade-in cleaned and prepared
- Make an appointment to view the car

AT THE DEALER



Take your time and take someone with you if you can and remember that if a deal sounds too good to be true it probably is - you always have the option to walk away.

ASK THE RIGHT QUESTIONS

- Ask about any mechanical, history and mileage checks the dealer's done?
- Ask about the number and type of previous owners
- Ask if the car has been modified or repaired following an accident?
- Tell the dealer about any special requirements - towing, short journeys etc.

BEFORE THE TEST DRIVE

- Check general condition - consistent with age, price and mileage?
- Check everything electrical - does it all work?
- Check dashboard warning lights operate correctly
- Check keys - normally two
- Check tyres for condition/tread (budget for replacement if worn)
- Check the spare - full-size, skinny or compressor/sealant?
- Check jack/wheel changing tools (inc. locking wheel nut adapter)

SPACE AND PRACTICALITY

- Can you get in and out easily?
- Can your passengers/children get in and out easily?
- Are seats comfortable?
- Can you adjust/remove seats easily to meet your needs?
- Can you adjust the seat and steering wheel to suit you?
- Can any child seats you use be installed correctly?
- Is the boot big enough – bike/golf clubs.....?
- If required, is a tow bracket fitted/can a tow bracket be fitted?
- Happy with the in car entertainment system – controls, sound, connectivity?
- Folding roof/sunroof (if fitted) operates normally up and down?

TEST DRIVE – RIDE AND HANDLING

- Can you get a comfortable/safe driving position?
- Are your partner/children comfortable?
- Do clutch and gears operate normally?
- Do brakes and steering operate normally?
- Are you happy with the performance?
- Are you happy with minor controls?
- Is the ride comfortable/smooth on a range of road surfaces?
- Is the car easy to manoeuvre/park?
- Check for unusual clonks and rattles
- Drives OK in town/traffic?
- Drives OK on faster roads/motorway?

DOCUMENTS

- Handbook present?
- Registration document (V5C) available?
- Service history/MOT records available?
- Details on V5C match vehicle e.g. VIN?
- Service history continuous and consistent with vehicle mileage?
- Tax disc – is one present/when does it expire?
- MOT – when does it expire/will dealer arrange a new MOT?

WARRANTY

- Any balance of manufacturer warranty remaining and transferable?
- Is the dealer offering additional warranty
- Check terms & conditions of any additional warranty

THE DEAL / DRIVING AWAY

- Negotiate and agree price/cost to change
- Get full terms of deal in writing
- Will dealer arrange tax – if required?
- Agree collection date
- Pay deposit
- Arrange insurance cover from collection date
- Remove all personal belongings from the car you're trading in
- Pay balance
- Complete new owners section of V5C registration document
- Check fuel level – it's probably very low
- Enjoy your new car