

# [Essay about buying a car](https://assignbuster.com/essay-about-buying-a-car/)

A look at the process one undergoes when purchasing a car. This process includes determining what kind of car you want and can afford, which car to select, options for disposing of your old car, and the advantages and disadvantages of buying versus leasing a new car.

About a year and a half ago I found myself in the market for a car. I had moved from Baltimore to Austin car less. In Texas, I found it to be extremely difficult to get around without a car. This brought me to the purchase of a 2005 Toyota Corolla.

The five steps in the decision making process needed to decide what to do in my situation includes; 1) Problem recognition, 2)Information search, 3)Evaluation of alternatives, 4)Product choice, and 5)Post purchase evaluation. I was tired of the poor mass transportation in Texas, a car would give me more freedom and time. I needed a car! During my information search, I asked my friends in Austin (Rebekah and Dan) why they chose the cars they have. We looked online at car maker websites such as Mazda, Toyota, Honda and Nissan. Dan pulled up www. edmunds. com which helped them in their decisions. I also spoke to my friend in Corpus Christi who had recently bought a Toyota Tacoma. For further information, I called my

How does this sound?

“ Buyin a new car is more reliable and cost effective than buying a vehicle”

When you buy a new car, you are not only buying a new vehicle, but also a peice of mind, reliability. You not only invest but you save money.

Because most used cars have damage and often need repair, it’s best to buy a new car for reliability, peice of mind, and it’s a great investment.

Because buying a new car would be a smarter decision that would not only save money but provide reliability and comfort, it would be better looking, inside and out.

Thesis: There is a method to the madness of buying a vehicle; you just need to have the right weapons for battle.

A. Know what you want.

B. Know how you’re going to pay for it.

C. Be informed.

D. Take your time.

E. Above all, don’t be gullible

The Battle to Buy a Car

After twenty-six years in the car business, I can honestly say, “ I’ve seen and heard it all.” As with most things, the car business changes constantly. Always inventing new ways of sell a car. However, one thing hasn’t changed. It still needs salesmen to sell their product. Most salespeople are knowledgeable, and upfront. However, it is a business. Salesmen are there to make money. Simply as that. Some just do it a little more ethically then others.

This leads us, to the fast talking salesmen. You know the type: tall, dark, handsome, and knows it all. The minute you walk on the lot, he’s on you like white on rice. Equipped with sunglasses, and a cigarette in his mouth, he’s ready to sell you everything but the kitchen sink. With that said, let me start by saying, “ get armed”. Buying a car today is a battle. Being prepared will be one of your greatest weapons. Therefore, here are five “ Do’s and Don’ts I’ve come up with.

First, before you step onto the car lot, know what you want. What are your needs? Know what you like and do not like about your present vehicle. Knowing this ahead of time will help you buy what you want and not what the fast talking salesperson wants you to buy. I’ve seen it. For example, a customer comes to purchase a four-wheel drive truck. He’s living in Buffalo New York and gets 20 feet of snow at a time. However, instead he leaves with a two-wheel drive truck. The customer is all excited; he loves his new red…

Buying a brand new car is one of the most important financial decisions a person can make in his life . Due to all the car models and makes available these days , buying a car is almost like buying candy from a store . There is always something that will fit your whims and fancies Unfortunately , a car costs much more than candy and therefore , extra precautions are necessary when deciding upon what kind of car to buy This is why it is important for a person to draw up a personal selection process for buying a car that will cater to his specific needs and capabilities

First of all , a person on the market for a car should start by feeding his eyes . Look around you and observe what other people are driving . Do a search car models that catch your eye on the internet and see what the car reviews have to say about it . Print out your top 5 choices for narrowing down the list

Second , check your finances and put a spending cap on your purchasing power . A mid priced brand new vehicle will function just as well , if not better than a high priced model . After all , the way a car functions all depends upon the way the owner maintains the car and not how much the owner spent to purchase the car

Third , go showroom shopping . I would advise that you go only to the manufacturer ‘ s outlet in your city rather than going to Honest Sam ‘ s Car dealer . This is so that you can avail of various discounts and a full range of after sales services that only the manufacturer can offer you . With all the car scams out there , it is best to err on the side of caution . After all , you will be plunking down thousands of dollars on something that should last at least twenty years in service to you

Fourth , make sure to bring a passenger along for the test drive . The person can be a friend or even an independent car mechanic . The job of this person will be to help you look over the finer details of the car during the test drive . Remember , the comfort of the passenger matters too . The mechanic will be there to help you spot potential problems in car maintenance in the future and help you decide upon whether or not the car maintenance will be something your finances can deal with in the future

Fifth , don’t let the showroom sales pitches get to you . These people need to move their cars . They work on a commission basis . The more cars they sell , the better for their pockets . Keep in mind that you have to be comfortable with the purchase decision you will be making . Having any emotional connection with the highly friendly sales staff should not influence your decision . After test driving your short list of cars sleep on the decision . Consult people whom…

Buying a car consists of a great deal of searching, researching and decision-making. Car hunting can be simple if the shopper is knowledgeable about certain factors required to make a smart decision. A car purchase is a large investment of time and money, and therefore, should not be taken lightly. By following some simple steps and doing a little research, buying a car can be an effortless, and sometimes even fun project.

The first thing to consider is the type of vehicle the buyer is looking for. A parent would be interested in lots of room and safety for their children, so he or she may look for a minivan. On the other end, most teenagers are attracted to fast and flashy sports cars, but many can only afford old clunkers. Some things that may determine what kind of car is needed may include the number of passengers that will be riding in the vehicle, what the vehicle will be used for, how often it will be driven, how much storage space will b

Once the buyer has narrowed down their decision, the fun part of shopping for a car can begin! There are many ways to shop, including Internet searches, which can return thousands of results that exactly match the type of vehicle someone is seeking. Often, an automobile search will include the seller or dealership name, price, and features of the vehicle. Car buyers may also scour car dealerships for the car they want, which allows for them to see the car in person.

Although buying a car may seem like an overwhelming experience, proper knowledge of how to go about it will increase the chances of getting exactly what is wanted. By following these simple steps, anyone can successfully buy the car they want!

## Make a List

There are several things you need to look at before you purchase a new car. Since you will be spending thousands of dollars and will have this vehicle for five to seven years, it is important that you have all the knowledge you need to make a good selection. The first step is to simply make a list of every vehicle you would like to own. This list is for no one but you, and the sky is the limit as to what car you want. You will probably not test drive all of these vehicles (especially if there is something like a Ferrari on the list), but this will give you a good starting point. Take a look at your lifestyle and what activities you enjoy. This will help you pare down your list to something a bit more manageable as you choose vehicles that fit your daily life.

## Do Your Homework

Gather information on the cars you have chosen. This information is easily available online at such reputable sites as Edmunds. com and Cars. com (see Resources). Do not go into a dealership yet as the sales people may try to get you to buy before you are ready. Get the pricing information if you can, including the MSRP and dealer invoice price. The MSRP (Manufacturer’s Suggested Retail Price) is the price that the car makers suggest the dealers sell the cars at, and the dealer’s invoice price is the price the dealer pays for the car. The key to finding a good price is to pay somewhere between these two prices.

Look for any special deals which dealerships around you may be having. You can usually look at your local newspaper for sales and bargains. Finally, make sure your credit history is up to date and you don’t have any outstanding delinquencies or late payments. Try to get approved for a car loan, if you can. This way, you will have options when it comes to financing.

## Buy the Car

Now is the time to visit the dealerships. Start out by test-driving the cars you like. Do not let the sales people push you into vehicles which are not on your list or are out of your price range. Get a feel for each car and decide on the one that fits you the best. Once you have decided, it is time to begin negotiations. If you have done your homework, the negotiating should be easy. Your knowledge about price and what other dealers are doing should make the negotiations go in your favor. The more you know, the better off you will and the better price you will get. Be prepared to wait as long as you have to and to walk away if you are getting nowhere.

The Process in Buying Your First Car

The process of buying a brand new car can be a thrilling and exhilarating experience. Whether you are the first time car buyer looking for a reliable car to get you around town or a seasoned car buying expert, having the most up to date information and advice on the car buying process can be a definite advantage. Before you start looking to buy a car there are some things you will need to come to a decision on, such as, how much you can afford, whether to buy a new or used one and whether to pay cash or finance.

First, you will need to decide what makes and models you are interested in, than do as much research on that type of auto as you can. Read reviews, consumer reports, ask your colleagues and friends, compare the optional equipment on each car, gather gas consumption data on the make and model you’re interested in. Examine the reliability ratings. Try to determine the maintenance

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costs and upkeep.

Next, make a list of what you are looking for in a car. You should decide what color, appearance, style, vehicle type such as an SUV, sedan, or coupe. Choose whether an automatic or a manual transmission. What kind of gas mileage, the number of passenger seating, how much storage capacity? What is the reliability rating and what safety features are included with the auto. Then you should write down what it is you need in a car. Write the needs down first and then write down what you want. You can then prioritize your list by rank of importance. You should decide how much you are willing to pay for the car and do not deviate from it in any way. Decide whether you’re going to buy from a dealership, a private owner, or from an auction. Whether you have a trade-in, pay cash or finance? This can influence how much you are willing to pay. This could be what determines whether you buy a new or used, economy or luxury auto. Then narrow down your…

How To Buy A Brand New Car Buying a brand new car is one of the most important financial decisions a person can make in his life . Due to all the car models and makes available these days , buying a car is almost like buying candy from a store . There is always something that will fit your whims and fancies . Unfortunately , a car costs much more than candy and therefore , extra precautions are necessary when deciding upon what kind of car to buy . This is why it is important for a person to draw up a personal selection process for buying a car that will cater to his specific needs and capabilities . First of all , a person on the market for a car should start by feeding his eyes . Look around you and observe what other people are driving . Do a search car models that catch your eye on the internet and see what the car reviews have to say about it . Print out your top 5 choices for narrowing down the list . Second , check your finances and put a spending cap on your purchasing power . A mid priced brand new vehicle will function just as well , if not better than a high priced model . After all , the way a car functions all depends upon the way the owner maintains the car and not how much the owner spent to purchase the car . Third , go showroom shopping . I would advise that you go only to the manufacturer ‘ s outlet in your city rather than going to Honest Sam ‘ s Car dealer . This is so that you can avail of various discounts and a full range of after sales services that only the manufacturer can offer you . With all the car scams out there , it is best to err on the side of caution . After all , you will be plunking down thousands of dollars on something that should last at least twenty years in service to you . Fourth , make sure to bring a passenger along for the test drive . The person can be a friend or even an independent car mechanic . The job of this person will be to help you look over the finer details of the car during the test drive . Remember , the comfort of the passenger matters too . The mechanic will be there to help you spot potential problems in car maintenance in the future and help you decide upon whether or not the car maintenance will be something your finances can deal with in the future . Fifth , don ‘ t let the showroom sales pitches get to you . These people need to move their cars . They work on a commission basis . The more cars they sell , the better for their pockets . Keep in mind that you have to be comfortable with the purchase decision you will be making . Having any emotional connection with the highly friendly sales staff should not influence your decision . After test driving your short list of cars , sleep on the decision .