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

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
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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?

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