

Purchasing a car wisely- where to start?

With Sandra Kelly



There is a huge minefield of points to take into consideration when purchasing a new vehicle. Between the internet, TV, radio, newspapers, magazines and billboards, the public is bombarded constantly with advertising.

- Who do you go to?
- Where do you purchase?
- Who has the best deals?
- Who has the best quality cars?
- Who has the best reputation?

Who offers the most?

Well I'd like to say; yes you are right, it is confusing, so hopefully some of the following will help you some. Basically the 2 choices of purchase you have are: - purchase from a motor dealer or purchase privately. Where you actually find the vehicle is another thing, you could start at any of the following places, such as:-

- Internet searches
- Car yards
- local papers
- on the side of the road
- dealer auctions
- Private auctions etc.
- Car broker

Before you can go any further, the first thing you need to do is decide what to buy.

Deciding what to buy

This can be tricky, especially if you don't have a clear favourite. And then to make it harder, you will receive lots of opinions from your friends, family, neighbours, the man down the street etc. This is where the internet is handy. Have a bit of surf around, don't overdo it, it can become even more confusing. Also have a good look in the paper. Then, take the time to work out what your needs are, you could try making a list.

- Do you like/need a small car?
- Do you travel a lot for work and need fuel efficiency?
- Do you have children and need a larger car?
- Is it to be used for dual purposes, work and private use?
- What is your budget?
- Do you need a 4 wheel drive or just want the room?
- How many seats do you need?
- Do you want a manual or automatic?
- What is your least favourite colour?
- What is your favourite colour?

This one might not seem important to some people, but it is actually very important to women in particular. If you purchase a car and you hate the colour, you will never be truly happy with it. Find out what your real needs are and stick to it, it is when you start daydreaming and fantasising about your dream car that you purchase the wrong one. Now, that is okay if you are in the market for your dream car and can afford to change your car every two years, or if you really are shopping for your dream car. But if your not, you do have to keep your eye on the ball with selection and take the time to purchase wisely.

For further help, guidance and options contact SunCoast Auto Brokers
on 1300 365352 or log on to their website www.sunauto.com.au

If you would like SunCoast Auto Brokers to test drive a vehicle for you
just email the details to info@sunauto.com.au