



Tips for pre-owned vehicle buyers

The impression of used cars and trucks has changed dramatically in recent years. Now widely referred to as "pre-owned vehicles," such automobiles are now the first choice of many buyers who want reliable vehicles without having to pay full sticker price.

While buying pre-owned vehicles is less risky today than it might have been two decades ago, there is still some risk for buyers who purchase cars that are not brand new. The following tips can help motorists find pre-owned vehicles that suit their needs and budgets.

- Do your homework. Drivers rarely buy brand new vehicles without first researching the makes and models they are considering. Whether they are checking a vehicle's safety ratings, gas mileage or warranty terms, buyers know that such research is essential to making the most informed decisions. Pre-owned vehicle buyers should be just as diligent as new car buyers, researching the vehicle's initial assessments and ordering a vehicle history report to determine if a vehicle they're considering has been in any accidents and how many drivers have previously owned the car. Buyers also should research manufacturer warranty terms to determine whether the original warranty is still in place or if they will need to purchase a new one.

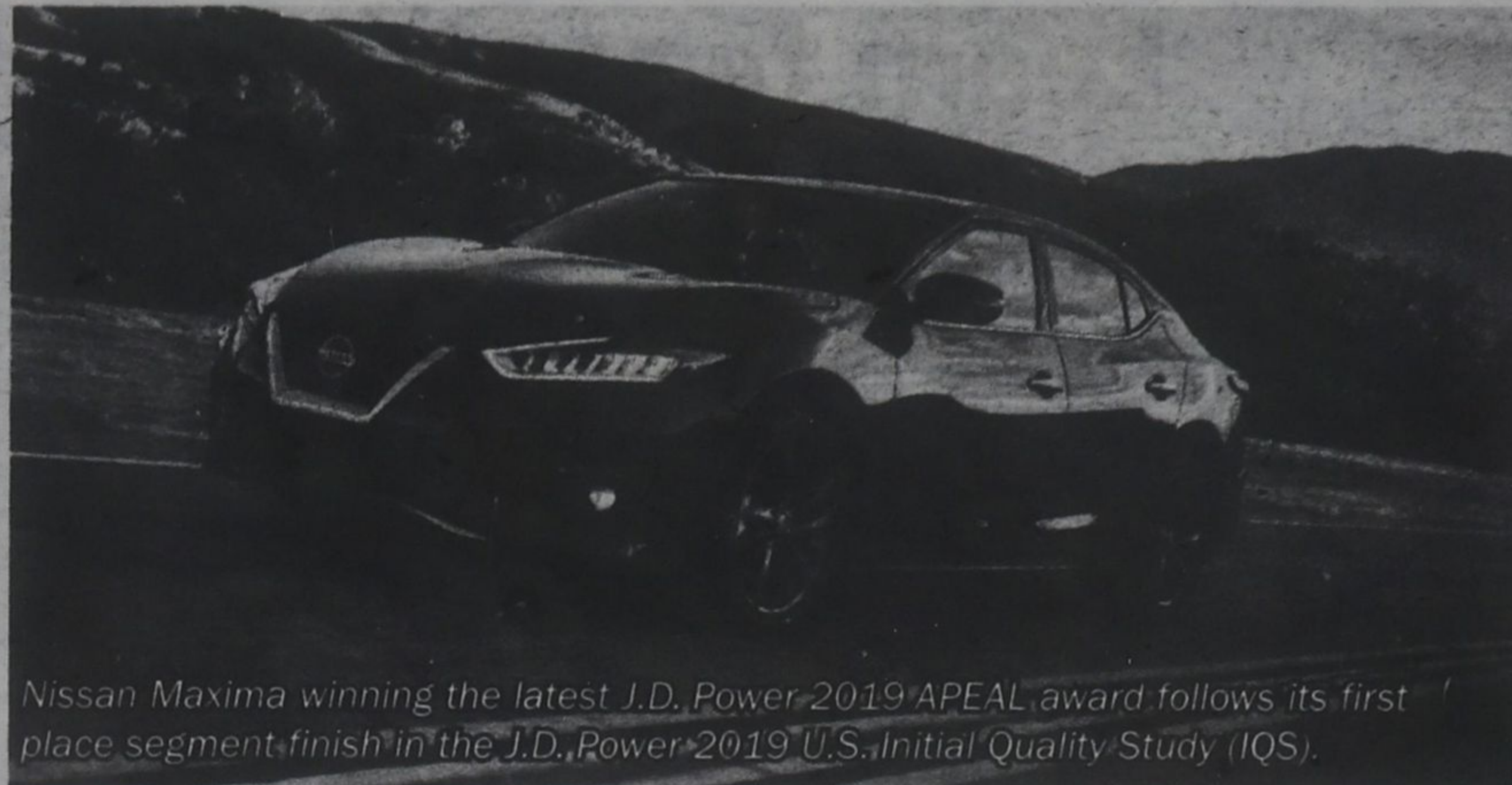
- Develop a realistic budget. Budgets are important whether buyers are purchasing brand new or pre-owned vehicles. But while new car buyers can reasonably expect their maintenance costs to remain low for a few years, pre-owned vehicle buyers, especially those purchasing cars without warranties, should expect to deal

with repairs sooner than they would if they were buying brand new cars. Leave some room in your budget for repairs and then look for vehicles that fit your budget. Maxing out your budget could prove disastrous if your car needs repairs sooner than expected, and if repairs are a long way off, you are still saving money.

- Make sure you are getting the best price. Pre-owned vehicle prices may be more flexible than the prices of brand new cars, but it's still up to buyers to ensure they're getting the best price. Resources such as Kelley Blue Book (www.kbb.com) and the Edmunds.com True Market Value (TMV) pricing tool can help buyers make the best buying decisions. Using such resources is quick and easy and can help buyers quell any concerns they might have about overpaying for pre-owned cars or trucks.

- Insist on a pre-purchase inspection for vehicles not designated as certified pre-owned vehicles. Before making an offer on a pre-owned vehicle, buyers should insist on a pre-purchase inspection performed by their own mechanics. Such inspections are not necessary when buying certified pre-owned vehicles from dealerships because such certifications are only granted when manufacturers or other certifying authorities have inspected the vehicles before they were offered for sale. If private sellers or dealers selling uncertified pre-owned vehicles resist your efforts to get a pre-purchase inspection, walk away and continue your search elsewhere.

Pre-owned vehicles no longer carry the stigma they once did, and savvy buyers can find great deals on reliable pre-owned automobiles.



Nissan Maxima winning the latest J.D. Power 2019 APEAL award follows its first place segment finish in the J.D. Power 2019 U.S. Initial Quality Study (IQS).

Maxima wins J.D. Power large car APEAL award again

Nissan's flagship Maxima sedan continues to make a strong showing in J.D. Power consumer studies.

Maxima was recently named the top ranked vehicle in the J.D. Power 2019 U.S. Automotive Performance, Execution and Layout (APEAL) Study Large Car segment for the second consecutive year. The award follows Maxima's top ranking in the 2019 U.S. Initial Quality Study (IQS) Large Car segment, making it one of only seven vehicles to earn both awards this year.

Nissan's strength in sedans continues with Nissan Altima, which tied for best Midsize Car with two other vehicles in the 2019 APEAL Study. With a refreshed Maxima, all-new Altima and the upcoming all-new Versa Nissan is set to have

one of the freshest sedan lineups in the industry.

Three other 2019 Nissan models performed better than the non-premium APEAL average in their respective categories: Armada, Murano and Titan.

In the 2019 IQS awards, Titan was ranked not only the best performer in the "Large Light Duty Pickup" segment, but also tied for seventh in fewest overall problems among all vehicles studied.

The annual APEAL Study, now in its 24th year, surveys purchasers and lessees of new vehicles, giving owners a platform to evaluate their cars, trucks and SUVs across 77 specific attributes.

The results are combined into an overall APEAL score measured on a 1,000-point scale.



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