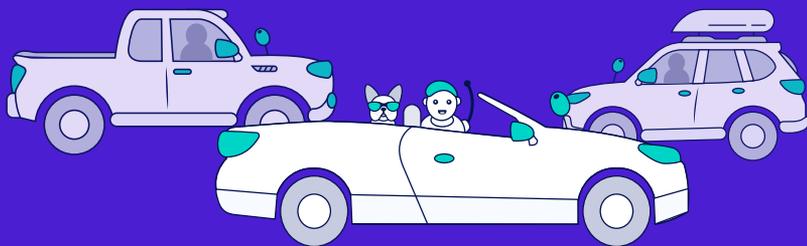


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# USED CAR BUYER'S GUIDE

*choosing the right vehicle for you*





When it comes time to purchase a new-to-you vehicle, there's a lot to consider. Whether you're purchasing a vehicle via a private seller or a dealership, you want to make sure your next vehicle is reliable and the right fit for you.

The good news is, buying a used vehicle is getting easier. Many dealers started delivering cars to customers after navigating the buying process on the phone and online. Online-only used car companies are providing 100% online used vehicle buying, selling, and financing. There simply hasn't been an easier time to shop for and buy a previously owned vehicle.

The bad news is that no matter what brand of vehicle or how well built it is, there are still many things to consider when buying a used vehicle including maintenance and repairability.

At **olive.com**<sup>™</sup>, we've got your back when it comes to choosing the right vehicle for you. **olive**<sup>®</sup> is here to help you learn what to look for before purchasing a used vehicle so you can adventure with confidence<sup>™</sup>.

*Use this guide during your car buying journey to help you find the right vehicle for you!*

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# understand your purchase options



After researching the specific vehicle make and model, get ready to consider all your buying options.

A used vehicle can be purchased directly from a private seller or through the dealership. Both options have pros and cons, but it all depends on what is most important to you when purchasing a new-to-you car.

## **private seller**

Purchasing from a private seller may be more affordable, but you will need to self-finance the entire purchase or use an auto loan provider. Purchasing directly through a private seller can make it more challenging to know the history and reliability of the vehicle. Use your best judgment and perform inspections to determine if this option is the best fit for you.

## **dealership**

At dealerships, vehicles can be certified pre-owned (CPO). Each car has been through a complete inspection of any repairs, damages, or worn parts that the vehicle may have. Through this inspection, you will learn more about the reliability and history of the car. Additionally, buying through the dealership can offer more flexibility and information about financing options.



**PRO TIP:** *The CPO vehicle factory warranty doesn't restart once you purchase; you could potentially have a remainder of the warranty or need to purchase on your own.*

# determine the vehicle's reliability

Perform a thorough inspection of the vehicle to determine its reliability. If you don't feel comfortable looking under the hood, contact a trusted mechanic. The mechanical inspection will expose any issues or flaws that could affect the reliability of the vehicle.



Before inspecting the vehicle, review consumer reports and any common issues for the vehicle you're considering. Make note of any repairs or recalls the vehicle has experienced to consider any future costs.



**PRO TIP:** Check out articles relating to vehicle make and model reliability at [olive.com/blog](https://www.olive.com/blog)



# notable inspection elements



## **interior**

- ✓ cleanliness and odor of the interior
- ✓ condition of upholstery or leather
- ✓ burn marks or evidence of smoke



## **under the hood**

- ✓ check oil and fluid levels
- ✓ make a note of any visible leaks
- ✓ assess the quality of timing belts and hoses
- ✓ check the condition of the engine & transmission



## **exterior**

- ✓ check for frame issues or damages
- ✓ check for rust, paint damage, or noticeable dents
- ✓ assess tire pressure and tread



## **overall**

- ✓ does the vehicle start easily?
- ✓ does the engine sound like it is grinding or stalling?
- ✓ how does the alignment of the vehicle feel?



**PRO TIP:** Find a trusted repair shop near you by using RepairPal. Schedule an appointment online by visiting [repairpal.com/olive](https://www.repairpal.com/olive)

# *learn if the vehicle is right for you*

## ***take it for a test drive***

A test drive is one of the best ways to get a feel for the car and determine if it is a good fit for your lifestyle and needs.

## ***assess the vehicle's reputation***

Consider the used vehicle's reputation and whether it will fit you and your family's needs. If the vehicle is checking all your boxes, it could be the right vehicle for you.

## ***here are a few questions to ask yourself:***

- is there enough room for your family?
- what is the gas mileage?
- how many miles are on the odometer?
- is the vehicle known for any issues?
- do you need an all-terrain vehicle?

## ***assess mileage***

Low mileage can mean less overall wear and tear, as well as a higher resale value. In general, anything less than 12,000 miles per year is considered below average for annual mileage.

Compare the odometer reading with the age of the car. Research the make and model of the vehicle you're looking at to determine the average mileage for the vehicle's age.

## ***find valued opinions***

Still unsure? Read consumer reviews and ask the opinions of trusted family members and friends to find clarity in your decision-making.

# determine if the vehicle is fairly priced



## **compare the vehicle's market value**

Make sure you're getting a good deal by comparing the prices of similar vehicles in your area. Shop smart by researching the Kelley Blue Book value to compare pricing based on the vehicle's year, make, model, and mileage. Learn from the market's specialists about the vehicle you're looking at and shop smart!

## **make note of the following to assess the vehicle's value:**

- the market value of the vehicle
- age/condition of the vehicle/model
- mileage on odometer

## **review vehicle history reports**

Pull a CARFAX report and review the vehicle's history to learn about its past and any issues that it may have had. Through the vehicle history report, you will learn more about the car you're considering purchasing and if it is the right fit for you. Consider items on the history report, like vehicle accidents, upgrades, or modifications, and if the previous owner performed regular vehicle maintenance.



**PRO TIP:** Use our free online quote tool at [quote.olive.com](https://quote.olive.com) to determine the cost of extended coverage for your potential purchase based on vehicle make, model, and mileage. A higher cost could indicate the vehicle may not be historically reliable!

# *understand your vehicle repair plan options*



With any used vehicle, the likelihood of experiencing a mechanical failure down the road is high. Would you be prepared for a \$5,000 auto repair bill?

## ***self-insure***

Although you may service your vehicle regularly, you cannot predict when a mechanical failure will occur. Unfortunately, most used vehicles will not be protected under the original manufacturer's warranty. Consider purchasing a vehicle repair plan to protect yourself against high auto repair bills.

## ***vehicle service contract (VSC)***

A vehicle service contract is a paid plan that helps cover the costs of repairs needed once the manufacturer's warranty has expired. The biggest benefit of obtaining a vehicle service contract is the potential savings on unforeseen repairs for a car that is no longer covered by a factory warranty.

## ***mechanical breakdown insurance (MBI)***

Mechanical breakdown insurance is similar to VSC; however, this is an insurance product instead of a warranty or service contract and is regulated by The Department of Insurance.

Depending on your state and its regulatory approach to extended coverage products, you may be offered MBI as an alternative to a vehicle service contract for your used car.

# consider this before buying

Your vehicle is an important investment. You deserve budget certainty and peace of mind knowing your new-to-you vehicle is protected against unexpected auto repairs.

## **when choosing an extended coverage provider, consider the following:**

- *does the company offer transparent pricing?*
- *what payment options are available?*
- *what is included in the price?*
- *does the company have a good reputation and positive reviews?*
- *what payment terms are available?*



**PRO TIP:** For more information on what to look for when purchasing extended coverage on your used vehicle, check out our Used Car Coverage Guide at [olive.com/used-car-coverage](https://olive.com/used-car-coverage)

# choose *olive*.com

Once you've found the perfect new-to-you vehicle, protect it with a vehicle repair plan from **olive.com**. With no waiting periods or inspections required, we're here to help give you peace of mind on every adventure!

We strive to earn your business every month with our excellent customer service, transparent pricing, and simple claims process. Your next vehicle is an important investment, so weigh your options and choose what's right for you! Do your due diligence and you should be a-ok!

## what makes **olive.com** different?



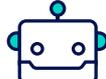
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