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The dealer asks you several questions regarding the car features you are looking for, the payment method you prefer, and your capacity to pay. On your end, the questions you can ask the dealer may range from the price of the car to its existing warranty. Asking the right questions and getting accurate answers can satisfy both parties. Here are some important questions to ask the car dealer.

How did it become certified pre-owned?

When buying a used car, it is a must to verify that your preferred vehicle has been properly inspected, repaired, and reconditioned. If the dealer cannot show proof that it is, find another unit in the showroom that comes with a certification of inspection. This document proves that the used car has been evaluated by a qualified technician. That way, risks can be reduced, if not totally removed.

Why did the previous owner sell the car?

It is crucial to know the previous ownerâ€™s reason why he brought the car to a car lot. Otherwise, that might be the same reason you will send it back to the dealership after several months. Car dealers in Indianapolis provide their clients with the previous ownerâ€™s contact information. This is to guarantee the quality of the used cars they sell, in addition to the pre-certification inspection.

Is there an extended test-drive?

Although most car dealerships allow only a limited time or mileage for test-drive, there are some car dealerships that allow extended test-drives on the vehicles they sell. Test-driving Indianapolis used cars can extend up to overnight depending on the agreement between you and the dealer. Put the agreement in writing and specify the mileage limit to avoid legal issues after driving it back to the showroom.

Do you implement a return policy?

Now, this is where you can have confidence in trying used cars Indianapolis Indiana dealerships offer. If the car dealership implements a return policy for the used cars it sells, that means you can send back a car if you find it defective. However, you have to learn about the terms and conditions involved.

Do you accept trade-in vehicles?

Trading in a vehicle for a new one is a practical alternative. This can make a considerable cut on the overall cost of your preferred used cars for sale in Indianapolis. Make sure to recondition your car before trading it in to get a fairly high cut.

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