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What to Do when Buying Used Cars from Indianapolis Dealerships by [Kerstin Shed](#)

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A few years ago, buying a used car is a risky and complicated process. You never know if the used car you're buying is in good condition, or even if it is still running, until it's too late. Used car salesmen then were also slippery individuals that employed a lot of tricks to get customers make a purchase, and all this didn't help create a good image of the used car market.

This image, though, has changed. Today, the used car market is booming, mostly because manufacturers and dealers alike will assure you that the used car you buy is in great condition and still has the potential to outlive you. However, this doesn't mean you should fully trust the people that you buy the car from. Paranoia might be inappropriate for some aspects in life, but when you're going to spend a lot of money on a purchase, it is good to be paranoid.

Obtain Documents

The first thing you have to do when you're looking at a particular vehicle in a used car dealership here in Indianapolis is to get a copy or the originals of all the important documents related to the car or your purchase of it. This would include the VIN number, as well the vehicle's CarFax report. A copy of the title is also a good thing to have, and the dealership should only be too happy to provide you with all of these.

Inspect the Vehicle

A visual inspection of the car is essential to guarantee it is in good condition. Check for any signs of damage on the body of the car, as well as in the interior. Also make sure to inspect the engine, and to take the car out for a test drive.

Hire a Mechanic

Used car dealers in Indianapolis should also let you hire a certified mechanic to better scrutinize the car. Though dealerships conduct their own inspections of the cars they sell, it is better if you can get a second opinion. If the dealer balks at any point, walk away—it could be because they are hiding something.

Negotiate

Once you've chosen the car you want and found no problems with it, it is time to purchase the vehicle. Usually, the car's sticker price isn't final and a good negotiator can haggle this down a few bucks. Make a reasonable offer, and most used car dealers Indiana has usually acquiesce.

Don't be afraid to be thorough and ask pointed questions when you're talking to used car dealers Indianapolis has. For more information, you can visit trustmymechanic.com/usedcarlist.html or cars.com/go/advice/Story.jsp?section=buy&subject=how_buy&story=usedChk1st.

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