Article published on March 27th 2012 | Auto

Every year, around 58 million Americans reportedly buy used cars of various models from different sources. These people go through several stages of decision making that usually go with the buying process. In reality, people who buy new cars may also undergo the same experience as the process is similar.

Car manufacturers worldwide would always want to know their consumersâ€™ wants, needs, and desires to help them make the suitable vehicles. The chance to get reliable data on this matter it would be like hitting a gold mine for any auto manufacturer. Yet consumer interests quickly change, and no statistics may be able to accurately capture the motives on why they want to buy a certain car model, whether new or pre-owned.

Nonetheless, some informal studies have attempted to discover the basic motives which drive most people to buy a car. The reasons are highly subjective, of course, and do not necessarily distinguish between new and old vehicles. Yet at least they can guide various car manufacturers and dealerships in their sales pitch.

With the economy still in recovery and fuel prices fluctuating every now and then, most people look for cars with better fuel efficiency ratings. In addition, a growing concern about the impact of automobiles on the environment is prompting more people to search for green alternatives like hybrid or electric cars.

Another reason for wanting to buy a car is to have something â€œnewâ€• which may mean just another vehicle in the garage. Some people tired of always having to bring their older cars to auto repair shops may want replacement cars, but not necessarily brand new news. Still, others are attracted to the actual design old car models. In this connection, most used car dealers Indianapolis based companies can provide various models to satisfy their clientsâ€™ preferences.

Other buyers are attracted to the financing deals and incentives which they consider too good to pass up. They feel that the opportunity may not come their way again and may regret not taking the chance when it presents itself. Indianapolis used cars offered by most dealers can be had through easy financing schemes that suit any clientâ€™s budget and financial capacity.

Meanwhile, a lot of people opt to buy a second car for matters of convenience. They may need another car with more room for the family, or perhaps prefer to have an extra vehicle in case of an emergency. Whatever your reasons may be for wanting to buy a car, you can always rely on used car dealers Indianapolis clients prefer to address your desires. For more insights on consumer car buying behaviors and motives, visit main.uab.edu.

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Article Keywords:
indianapolis used cars, used car dealers indianapolis

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