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Car shopping Primer: Factors Affecting the Price Tag of a Car by [Tari Ledsome](#)

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Car prices are much like today's economic condition unpredictable and frustrating for buyers on a tight budget. You won't get too frustrated on your next car shopping spree if you are aware of the factors that affect car pricing. Below is a short list of those factors that make car prices go up and down since they became available in the market.

Age

Age is one of the key factors that define the value of vehicles. However, this factor depends on what type of car you are buying. If you are buying a new car, expect that it will be more expensive than a used car that has already lost about 30 percent of its value. Pricing for classic cars is quite the opposite. The older the classic car is, the more expensive it becomes.

Time of the Month

Because sales people have to hit a monthly quota for rewards, they are more likely to settle for a smaller price margin towards the end of the month. This is why some buyers choose to visit the dealership at the end of the month, hoping that they can get the car of their dreams at much lower price.

Authenticity

Another important factor affecting car price is authenticity, as it often used to justify the price tags of the cars at the lot. You can prove yourself that a car is authentic by checking the Vehicle Identification Number (VIN), date codes, casting number, transmission, and rear end tags. If you are buying a classic car manufactured by General Motors, you can check for authenticity by referring to the protect-o-plate number, a code that consists of up to 7 characters. You can always visit an Indiana GMC dealer for more information regarding authenticity of GM cars.

Present Condition

Obviously, the car's current condition is a major criteria in determining the value of cars offered by Indiana GMC dealers. A car is likely to have a higher value if its bodywork is still untouched and in perfect condition. Bodywork includes the exterior parts made with robust steel, interior features such as seats, carpets, pedals, wheels, windows, and other structural components.

Aside from the bodywork, you also need to check other components of the car such as the mileage and engine. Car buyers who know their way with cars will easily identify if something is not right with these items. In case you are purchasing a used car, you might as well check the odometer and watch out for tampered readings. If you are not quite sure how to spot odometer fraud, you can always request for professional assistance from Indiana GMC dealers.

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