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What to Ask a Car Seller by Marcusowen

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If you only take one thing from this article before checking out auto sales Belton, TX, let it be this: Donâ€™t be afraid to ask questions when looking at cars on a lot. Any car seller worth their salt will be glad to help you out and answer every question you might have. Remember that there are no questions too silly to ask, no questions too obvious, there are no stupid questions, so feel free to ask away no matter what it is that you happen to be curious about. A few questions you may want to ask when buying a pre-owned car might beâ€¦

â€œWhatâ€™s the Cash Price?â€•

Money talks in any market, and the used car lot is no different. Itâ€™s not at all uncommon for any dealer to be willing to knock a few dollars off the sticker price for anyone willing to pay up front and in cash. Buying in cash means that any and all issues of credit checks and trust go right out the window. Buying up front simplifies everything, and most car dealers appreciate the effort and will reward it.

â€œCan We Do a Trade In?â€•

Trade ins can help to shave a significant chunk of change off of the purchase price of a new or used car. Not all cars will be accepted in trade-ins, and some will command a higher price than others, but itâ€™s always worth asking. Worst case scenario, trading an old clunker in might well wind up being a better deal than cashing it in for scrap value.

â€œWhat Services Have Been Performed on the Car?â€•

Clearly, cars donâ€™t always arrive at the dealership in like-new condition, so itâ€™s fair to ask a car deal what shape it was in when it was brought in, and what services have been performed on it since. An honest car dealer like the folks at Shelleyâ€™s Auto Sales will have no problem telling you everything you want to know about who owned the car previously, how they treated it and what sort of repairs and tune ups the auto has had in the meantime.

What it comes right down to is communication. Everything from the ad in the paper to the sticker on the windshield is communication, and the best way to know what youâ€™re buying into is to master the art of communication as it pertains to used cars. The most important aspect of that communication between the dealer and the buyer is letting the seller know exactly what youâ€™re after.

By asking the right questions, an honest seller may steer you away from a cheaper car that will require a lot of repairs towards one that may cost a little more now, but will save you hundreds in the long run. They may be able to help you buy a more reliable truck than the one you came here for, or they may be able to let you know that thereâ€™s a reason theyâ€™re letting this one go for so cheap. Communication is key in getting the car you want, so donâ€™t be afraid to talk to the car seller before making a purchase.

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