

5 STEPS TO BUYING A USED CAR

Choose with your HEART, buy with your HEAD

1

START your journey

You decide it's time to buy a vehicle
Know your target price
Decide what features suit your needs

UP TO

1.2 MILLION AUSSIES
WILL BUY A USED CAR
IN THE NEXT 12 MONTHS

2

SEARCH for the right car

Do online research and shortlist cars
Talk to knowledgeable friends
Inspect cars that meet your criteria

USE YOUR HEAD OR
YOU COULD BE AMONG THE
1 IN FOUR
WHO PURCHASE A LEMON

3

CHECK the car's history

Ensure the car is mechanically sound
Get a used car report at CarHistory.com.au
Organise your finance

LESS THAN

50%
OF USED CAR BUYERS
DO THOROUGH VEHICLE
BACKGROUND CHECKS

4

NEGOTIATE like a pro

Negotiate with confidence
Know your price and stick to it
Use background checks to get the best deal

ONLY

29%
OF AUSSIES FEEL TRULY
CONFIDENT WHEN
BUYING A USED CAR

5

PURCHASE your used car

Put pen to paper only when you are satisfied
Transfer registration to the buyer
Organise insurance before you drive away

65%

OF AUSSIES SAY RELIABILITY
IS CRITICAL TO THE FINAL
PURCHASE DECISION