

# Car-Buying Checklist

- \_\_\_\_\_ Visit Kelly's Blue Book ([www.kkb.com](http://www.kkb.com)) or Edmunds Car Guides ([www.edmunds.com](http://www.edmunds.com)) to determine the book value of the model you want. Also look in the classified ads for comparison numbers.
  
- \_\_\_\_\_ Visit [www.lendingtree.com](http://www.lendingtree.com) to search for car loan rates to compare to the salesperson's offer. Ask your bank for rates as well.
  
- \_\_\_\_\_ Visit [www.creditkarma.com](http://www.creditkarma.com) and print out your credit report and score to show to salespeople so they don't check your credit at every dealership.
  
- \_\_\_\_\_ Determine what you can afford based on the prices and rates you've seen. Whip out your zero-based budget and take a good look. If you cannot afford the car you want, make some lifestyle adjustments or look at cheaper vehicles.
  
- \_\_\_\_\_ Get preapproved by a bank, internet bank, or another lending institution. Allow lenders to examine your financial information and determine how much money you can afford to borrow. Use preapproval by one lender as negotiating power with other lenders, such as the car dealer.
  
- \_\_\_\_\_ Review the Negotiation Forms from this Guide in Part 5 Lesson 5.
  
- \_\_\_\_\_ Decide on the trade-in versus sell-it-yourself dilemma. If you trade in your old vehicle to the dealer, you won't get as much money as you might by selling it outright to someone else.
  
- \_\_\_\_\_ Check the vehicle on [carfax.com](http://carfax.com) for any damage or accidents.