



13 Tips for negotiating the best price

On your next used car

1. Have a good idea what kind of vehicle you're in the market for and what features are most important to you.
2. Know your top price before you set foot on a car yard.
3. Print out any deals you've seen and details on prices.
4. Don't say too much too soon and see what the seller offers you.
5. Don't tell them what your spending limit is.
6. Dealers expect you to negotiate. So make sure you do.
7. Try to visit the dealership after hours so you can have a good look around without being hassled by a sales person.
8. Visit to buy on weekdays when there are less people in the yard.
9. Only go when you have plenty of time.
10. Don't let them pressure you. Only buy when you're sure you've checked out all your options.
11. Avoid the 'extras'. Salespeople will often offer things like rustproofing, maintenance packages and other add-ons.
12. Be prepared to walk away. Put your offer on the table and leave.
13. Go to several dealers and play them off each other.