

# PERIODIC TABLE OF BUYING A USED CAR



VEHICLE HISTORY REPORTS

Since the Corona pandemic, more and more people are avoiding public transportation because of hygiene concerns and are switching to private transportation. Used cars are exceptionally in high demand worldwide.

With our "Periodic Table of Buying a Used Car" we show you what you should consider when buying a used car. If you follow all the steps, you will be well-informed and confident in your decision.

We wish you a lot of fun while reading and good luck with your car purchase!

P.S.: Did the Periodic Table of Buying a Used Car help you with your used car purchase? Then share your story with the hashtag **#ShowMeTheCARFAX!**



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# THE ELEMENTS



**Gv**  
Get VIN  
Check VIN with CARFAX  
Vehicle History

**Mc**  
Maintenance  
Costs to maintain the car  
Shortlisting

**Hc**  
History Check  
Was the car ad accurate?  
Vehicle History

**Ty**  
Type  
Which type of car do I need?  
Shopping

**Is**  
Insurance  
Check insurance costs  
Shortlisting

**Au**  
Alt. Usage  
Used as taxi, rental, etc.?  
Vehicle History

**Do**  
Documents  
Manuals, papers, documents  
At the Sale

**Bu**  
Budget  
How much can I spend?  
Shopping

**Ci**  
Com. Issues  
Common issues of this car type  
Shortlisting

**Mi**  
Mileage  
Logical mileage development?  
Vehicle History

**Et**  
Exterior  
Check paint, tires, rust, etc.  
At the Sale

**Dc**  
Dealer check  
Check dealer's reputation  
Deciding

**Ne**  
Negotiate  
Don't accept first offer, negotiate!  
Buying

**Ex**  
Extras  
Extras & Features I want  
Shopping

**Sa**  
Safety  
Is this a safe car?  
Shortlisting

**Se**  
Service  
Check for Proper service history  
Vehicle History

**It**  
Interior  
Check seats, pedals, radio, etc.  
At the Sale

**Os**  
Oversleep  
Sleep on your decision  
Deciding

**Bm**  
Buy method  
Cash, leasing, financing, etc.  
Buying

**In**  
Inform  
Inform about cars & prices  
Shopping

**Ec**  
Ecology  
Check emissions  
Shortlisting

**Da**  
Damages  
Check for previous damages  
Vehicle History

**As**  
Ask  
Ask questions about the car  
At the Sale

**Fc**  
Finance Check  
Do a final financial check  
Deciding

**Pa**  
Pay  
Pay the price for your new car  
Buying

**Re**  
Reviews  
Read reviews of similar cars  
Shopping

**Rv**  
Resale value  
Will you lose money later?  
Shortlisting

**Ow**  
Owners  
How many people owned it?  
Vehicle History

**Td**  
Test drive  
Take the car for a test drive  
At the Sale

**Af**  
Ask friends  
Ask friends and family  
Deciding

**Go**  
Go  
Have fun with your new car!  
Buying

## 6 REASONS FOR CARFAX

## MANDATORY TO DOS

**C**  
Check CV  
Comprehensive insight in car CV  
CARFAX

**A**  
Analyze  
Analyze: you're ok w/ the car's past?  
CARFAX

**R**  
Reconsider  
Bad history? Then reconsider!  
CARFAX

**Re**  
Register  
Register your car  
Administration

**Ic**  
Insure car  
Insure your car  
Administration

**Lp**  
Licence plate  
Attach your licence plate.  
Administration

**F**  
Feel good  
Feel good and confident!  
CARFAX

**A**  
Avoid mistakes  
Avoid an expensive bad purchase  
CARFAX

**X**  
X = treasure!  
X marks the best car for you!  
CARFAX

# THE ELEMENTS GROUPS



## FINDING THE CAR

01.

Shopping

02.

Shortlisting

In the first two element groups everything is about finding the right car. What type of car do I want, what budget do I have and where do I want to buy the car? These and other questions are answered in this phase.

## CHECKING THE CAR

03.

Vehicle History

04.

At the Sale

You have found a car that you like? Then it's time to get to know it better. Take a look at the car's history and take a personal look at the car!

## GETTING THE CAR

05.

Deciding

06.

Buying

If everything is right, it is about closing the deal. Rethink all aspects, start the negotiations and close the deal if everything is right!

## Ty

Type

Which type of car do I need?

Shopping

## In

Inform

Inform about cars & prices

Shopping

## Bu

Budget

How much can I spend?

Shopping

## Re

Reviews

Read reviews of similar cars

Shopping

## Ex

Extras

Extras & Features I want

Shopping

# 01.

When the thought or need comes to buy a used car, you first have to sort yourself out.

What kind of car do I need or want?

What features should my new car have?

What is my budget and what will my dream car actually cost?

In order to find the right car category for you, it is suggested to have a look at the reviews of car influencers and professional consumer reports in car magazines.

# SHORTLISTING



## Mc

Maintenance

Costs to maintain the car

Shortlisting

## Sa

Safety

Is this a safe car?

Shortlisting

## Is

Insurance

Check insurance costs

Shortlisting

## Ec

Ecology

Check emmissions

Shortlisting

## Ci

Com. Issues

Common issues of this car type

Shortlisting

## Rv

Resale value

Will you lose money later?

Shortlisting

# 02.

Once the budget and vehicle category have been determined, the next step is to select specific vehicles. There is a lot to consider. For example, the purchase price of a vehicle may be relatively low, but the maintenance costs can be significantly higher than for comparable models.

The insurance costs can also vary greatly. In addition, care should be taken to ensure that the vehicles of choice do not have any known problems, are safe and environmentally friendly. The resale value is also important for many buyers.

Now, make a small selection of favorites so that you have the choice if a particular vehicle is not available.

## Gv

Get VIN

Check VIN with  
CARFAX

Vehicle History

## Mi

Mileage

Logical mileage  
development?

Vehicle History

## Ow

Owners

How many  
people owned it?

Vehicle History

## Hc

History Check

Was the car ad  
accurate?

Vehicle History

## Se

Service

Check for Proper  
service history

Vehicle History

## Au

Alt. Usage

Used as taxi,  
rental, etc.?

Vehicle History

## Da

Damages

Check for previous  
damages

Vehicle History

# 03.

Once you have decided on a few vehicle models, it's time to get down to business. No matter where you look for cars, whether online or directly at the dealer, always get the vehicle identification number, called VIN!

With the VIN you can check the vehicle history at CARFAX. Depending on the data available, you can see if the mileage is correct, the vehicle has been used alternatively (e.g. as a cab), had accidents or has been regularly serviced.

If the vehicle history is not "clean", you should ask the dealer about it directly or refrain from buying it!

# AT THE SALE



## Do

### Documents

Manuals, papers, documents

At the Sale

## As

### Ask

Ask questions about the car

At the Sale

## Et

### Exterior

Check paint, tires, rust, etc.

At the Sale

## Td

### Test drive

Take the car for a test drive

At the Sale

## It

### Interior

Check seats, pedals, radio, etc.

At the Sale

# 04.

The CARFAX vehicle history report has not shown any irregularities? Then get your own hands on the vehicle of your choice.

Check whether all papers and official documents for the vehicle are available and take a close look at the car from the inside to the outside. Conspicuous previous damage, rust spots or a heavily worn interior should be a cause for attention.

Finally you have to take the car for a test drive. The best way is to take it directly to an independent garage for a quick check of the vehicle.

# DECIDING

## Dc

Dealer check

Check dealer's reputation

Deciding

## Af

Ask friends

Ask friends and family

Deciding

## Os

Oversleep

Sleep on your decision

Deciding

## Fc

Finance Check

Do a final financial check

Deciding

# 05.

Clean vehicle history, super condition inside and outside, ordinary test drive and workshop test passed? Then it is time to make a decision.

Since you will be spending a lot of money, it's best to think it over again and ask your friends and/or family for their opinion. Also check the reputation of the dealer based on online experience reports.

Finally, make sure that you can really afford the car - don't forget about insurance and maintenance costs!

## Ne

Negotiate

Don't accept first offer, negotiate!

Buying

## Go

Go

Have fun with your new car!

Buying

## Bm

Buy method

Cash, leasing, financing, etc.

Buying

## Pa

Pay

Pay the price for your new car

Buying

# 06.

**Now comes the most exciting part: the purchase of the vehicle.**

**When it comes to buying a car, there is no deal without negotiation. Do not accept the first offer, instead try to get discounts or extra services, such as free winter tires or free inspections.**

**Agree with the dealer on your preferred method of payment, i.e. cash, leasing, installment payment, etc.**

**Congratulations, you are now the owner of a new used car! Have fun with your new car and always drive carefully!**

# 6 REASONS FOR CARFAX



## C

### Check CV

Comprehensive insight in car CV

CARFAX

CARFAX gives you the most comprehensive insight into the history of vehicles from Europe and North America.

## F

### Feel good

Feel good and confident!

CARFAX

Get comprehensive information and feel more confident selecting a car.

## A

### Analyze

Analyze: you're ok w/ the car's past?

CARFAX

Analyze the history of a vehicle and get the information you need for your purchase decision process.

## A

### Avoid mistakes

Avoid an expensive bad purchase

CARFAX

The more information you get the better purchase decision you can make.

## R

### Reconsider

Bad history? Then reconsider!

CARFAX

Reconsider buying a car with a bad history.

## X

### X = treasure!

X marks the best car for you!

CARFAX

Clean CARFAX, nice test drive and successful workshop check? The X marks the car. Go get it!

CARFAX Europe GmbH provides Vehicle History Reports for European and North American used cars since 2007. Today, the company maintains local services in many European countries such as Sweden, Spain, Netherlands and Poland – constantly growing. CARFAX provides access to an extensive multinational database consisting of +28 billion historical events related to cars in +20 countries – with more to come.

The parent company of CARFAX Europe GmbH is CARFAX Inc., market leader for Vehicle Histories in the USA. CARFAX Inc. (est. 1984), located near Washington DC, is a subsidiary of IHS Markit Inc. (NYSE: INFO). Based in London, IHS Markit is a world leader in critical information, analytics and solutions.

Together we help millions of people every day confidently shop, buy, own and sell used cars with innovative solutions powered by CARFAX vehicle history information.

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