



Tips and Strategies for the Consumer Purchasing a Used Vehicle.

Below is some information to consider if it's your first car or you have purchased many over the years. Most of these Tips would also apply if you are buying a used bike, caravan, boat, truck or any other machinery.

If you only get one or two tips from this it was worth the read

Purchasing Privately:

- There is no protection with the cooling off period
- You get no Statutory Warranty
- You have no access to the relevant states compensation fund (if applicable) if something goes wrong
- The private seller is not duty bound by the laws a Licensed Motor Dealer is
- They don't have to provide you with a copy of the PPSR for the car
- If the vehicle has been a repairable write-off and it has run out of registration it may not be reregistered again.

Check the Information on the Registration Papers match the following:

- Owners Name (also check their licence)
- VIN (vehicle identification number) these are all 17 digits, if build is prior to 1989 use the chassis number
- Engine Number
- Registration Number
- Make
- Model
- If the car is registered that it has a current "Road Worthy Certificate"
- To ensure there is no money owing on the car get a PPSR also you can get a full history on the car including accidents at www.carhistory.com.au
- Always take the vehicle to your mechanic or an independent to check the vehicle over for you.

When dealing with a licensed motor dealer there is less risk then buying privately as they are governed by laws of their state? The dealer guarantees clear title on the vehicle you purchase, you don't want to find out months later after you purchased privately that the vehicle is being repossessed because the owner never paid the finance institution back.

Buying from a Licensed Motor Dealer

- To guarantee peace of mind buy your used vehicle from a licensed Motor Dealer. All Dealers have to have a Dealer's Licence, follow a strict code of conduct and give you the consumer your rights

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Buying Privately

- If you are purchasing from a private individual this can be risky and dangerous, as many of your normal consumer rights that you are protected by when you buy from a dealer won't apply. Read my Tips above to help protect yourself in a private sale.

Buying at Auction:

- Auctions may be cheaper but are riskier. When the hammer falls you own the car. Prepare thoroughly before you buy at auction.

Buying Online:

- Depending if you buy from a Licensed Motor Dealer or a Private Individual what rules apply as they are different. Do your research and be careful of scams.

Warranties and Guarantees on Used Vehicles:

- Check what warranty applies on the Used Vehicle you purchase, it could still have New Car Warranty if it does in most states you will still be entitled to Statutory Warranty also.
- The dealer may have an extended warranty available whether the vehicle has a statutory warranty or not
- The dealer will declare if it's a repairable write-off

Cooling Off Period for Buying a Used Car:

- Check each states laws on the Cooling off Period how and when it can apply and if there is any penalties. This does not apply to private purchases.

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Your onsite and online Dealership Coach, Mentor and Trainer

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