

Warning Signs

- Car dealers/sellers who refuse to give you a title at delivery or at time of sale.
- Car dealers/sellers who keep changing the terms of the sale.
- Car dealers/sellers who refuse to disclose in writing any problems with the car.
- Car dealers who don't fill out the Buyer's Guide stickers. Those are required by law to be filled out and posted in the vehicles windows.
- Car dealers who refuse to put warranty information in writing.
- Car dealers who claim this "low, low price" is only good for today. Never allow a car dealership to pressure you into buying or making a decision right on the spot.



Phone numbers and Useful Websites:

If you think you've gotten taken buying a used car, you can contact:

**Johnson County District Attorney's
Consumer Protection Division
(913) 715-3003**

Johnson County District Attorney's
Website:
www.jocogov.org

The National Auto Dealership
Association website:
<http://www.nadaguides.com/>

Kelly Blue Book
<http://www.kbb.com>

**US Dept. of Transportation's
Vehicle Safety**
<http://www-odi.nhtsa.dot.gov>

Buying a Used Car



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INTRODUCTION

Buying a used car is a great way to save money. But, you could end up spending a lot more if you don't do your homework.

Before you consider purchasing a vehicle, do your homework prior to looking. If you are looking for a specific style and make of vehicle do the following prior to purchasing:

Determine the appropriate value of the vehicle and you will be in a better position to negotiate a fair price. Visit <http://www.kbb.com/> to determine the appropriate value.

Once you've narrowed your choices down, research the frequency of repair and maintenance on the vehicle at the U.S. Department of Transportation's Vehicle Safety website at: <http://www-odi.nhtsa.dot.gov/>

Have a third party certified mechanic perform a thorough check on the vehicle you are considering. If you are considering a specific make of vehicle have it thoroughly checked over by a certified mechanic knowledgeable with that type of vehicle. This may cost you \$100-

\$200, but it will be well worth it in the long run.

Talk to your bank or credit union and secure financing prior to purchasing a vehicle. You will save thousands of dollars in interest charges.

Contact the previous owner of the vehicle, their information should be on the title held by the dealer, ask them of any particular problems or concerns.

Most extended warranties will only cover the Blue Book value of the vehicle, so consider this cost factor when considering an extended warranty.

Your Rights

Under Kansas law, car dealers must provide an FTC Buyer's Guide and post it on the vehicle's window. The Buyer's Guide must disclose the vehicle's warranty, what is covered, and how much you will have to pay for repairs. In Kansas, car dealers cannot sell a vehicle "AS IS." The dealer must provide some type of warranty.

The most common type of warranty is a warranty of merchantability. That means the merchant promises the product will

do what it's supposed to do. In other words, the car will run.

If a dealer promises to make repairs not listed on the Buyer's Guide get those promises in writing.

A dealer must disclose to you if the vehicle has been wrecked or you may purchase a title history from the Kansas Department of Revenue for a nominal cost.

In the State of Kansas, once you have entered into a contract, it is legally binding and you do not have three days in which to return the vehicle if you encounter problems.

So as with any major purchase, do your homework prior to signing any contracts.