TIMES LEADER MEDIA GROUP

Saturday, July 28, 2018

Times Leader Used Car Showcase



Look inside for a gallery of used cars from local dealerships!

Know a Vehicle's History

One reason many people avoid buying used is they do not know the vehicle's history. Fortunately, with a little research and help from a dealer, you can gain an in-depth perspective on how the vehicle was treated and any incidents in which it was involved.

Did you know there are 17 numbers listed on every vehicle that denote different aspects and keeps a record of its history? A vehicle identification number (VIN) became standard in automobiles when the National Highway Traffic Safety Administration required them in 1954.

During its inception, the VIN's length and format were different depending on the vehicle. That was until 1981, when all numbers began containing 17 letters and numbers. This is still the can be exposed by researching a VIN. Performing a title check will ensure you that a seller is the actual owner of the vehicle they are selling. • Faulty odometer: Pay attention to the current odom-

eter and the mileage you see while researching a VIN. If it was ever lower on its history report, it's a good indicator that someone might have tampered with the mileage to make the sale more attractive. Buying used comes with awesome advantages and a few risks that can make some hesitant to commit. However, when you buy from a certified used car dealer, the guarantee that a vehicle is legal to be sold and has had a thorough inspection gives great peace of mind.

standard today.

Importance of a VIN According to the Department of Motor Vehicles, a vehicle identification number is a specialized code that displays helpful information such as where the vehicle was built, which engine powers it, the manufacturer and the model year.

The VIN also shows you important information about the vehicle's history and previous owners' actions with the vehicle. Consider these tips from the DMV while researching the VIN of a vehicle you are considering purchasing.

• Past owners: The VIN will show you each time the vehicle's title changed hands. Investigate how many owners it has had and mileage driven between different owners to see how hard it might have been driven.

• Title and accident history: Incidents such as accident reports, flood damage and salvage title branding

Where to Find a VIN

A vehicle identification number is featured in several places on a vehicle. When researching a used car, you can find it on the lower-left corner of the dashboard (visible by looking in the windshield), under the hood near the front of the engine, inside driver's door jamb and the front of the car's frame. Make sure VINs match, as sometimes parts with a label on them are replaced due to damage.

Why Buying Used Makes Sense

Considerable Savings

According to the Kelley Blue Book, a car's market value takes the greatest depreciation after the first year, with cars shedding about 60 percent of their original purchase price within the first five years.

You can take advantage of the lower market value by finding a great deal at your local used car dealership.

Of course, you will want to be careful if you find a deal that seems too good to be true. While shopping for a used vehicle, consider mileage, age and the integrity of the interior and exterior. Ask your dealer about available guarantees or extended warranties.

Certified Pre-Owned Guarantees

According to the Department of Motor Vehicles, a certified pre-owned (CPO) vehicle is

a used vehicle that has gone through an inspection, refurbishment and certification process. To be certified, it must be authorized by the manufacturer or another authority — just like a dealership.

You can expect to pay a little more for a used car with a pre-owned guarantee, but you can also feel at ease that any issues have been resolved.

When shopping for this guarantee, the DMV recommends asking your salesman about the details of the inspection. Here are some questions you should ask:

- What was inspected?
- Why was the inspection important?
- How does the inspection benefit you?

CPO Warranties

In addition to buying a used car with a guar-

antee to prove it was inspected and repaired before rolling on the lot, many times they also will come with a warranty.

The actual coverage might depend on who certified or is selling the vehicle, but you should look for these factors while going over the terms of your warranty: • What does it cover? Discover if it is a

• What does it cover? Discover if it is a bumper-to-bumper coverage or if only certain components are under warranty.

• Mileage. Most extended warranties will only be eligible until you reach a certain number of miles. Pay attention to your odometer and make sure to address any concerns before you reach your max.

• Deductibles. Find out how much it will cost you out of pocket to make necessary repairs. It is helpful when building an emergency savings plan for car repairs







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Based on 2017 CY sales.



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2014 FORD F150 XLT SUPER CAB 4X4



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\$376^{^A PER or} \$29,600 \$354^{^A per or \$27,824} \$353[°] m. or \$27,761 **2013 GMC YUKON 2015 FORD 2015 FORD 2011 MERCEDES-BENZ XL DENALI ESCAPE SE** ESCAPE SE **GLK 350** ALL WHEEL DRIVE **4- WHEEL DRIVE ALL WHEEL DRIVE** 4 WHEEL DRIVE 5,000 7.000 MILES MILES V8, AUTO, A/C, PW, PL, POWER WHITE PLATINUM TRI COAT MET 2.0 2.0 ECOBOOST, AUTO, A/C, PW, PL, P SEAT, ECOBOOST, AUTO, A/C, PW, PL, POWER SEATS, HEATED & COOLED REAR LIFTGATE, NAVIGATION, MY FORD V6, AUTO, A/C, PW, PL, P SEATS, SEAT LEATHER, POWER LIFTS ME, POWER LEATHER, NAVIGATION, REAR DVD PANORAMIC ROOF, MY FORD TOUCH, TOUCH, REVERSE SENSING, SUN ZONE, LEATHER, MOON ROOF, ALLOYS, ENTERTAINMENT, POWER RUNNING NAVIGATION, 18' CHROME ALLOYS, LEATHER A/C, SYNC VOICE ACTIVATION SYSTEM, 1 OWNER, LOCAL TRADE, GOOD MILES! BOARDS, 20" CHROME ALLOYS, POWER COMFORT PKG, POWER HEATED MIRROR, **1 OWNER** MOON ROOF, 4 NEW TIRES! 1 LOCAL **HEATED DRIVERS & PASSENGERS SEATS** (MSRP \$35,200) **OWNER! GOOD MILES** \$398[°] per or \$27,500 \$284^{^A m. or \$22,295} \$271^{^A per \$15,995} \$259[°] m or \$20,395 **2016 FORD FIESTA SE** 2015 FORD **2016 FORD** FOCUS SE SEDAN **FOCUS SE SEDAN** SEDAN **FRONT WHEEL DRIVE FRONT WHEEL DRIVE** FRONT WHEEL DRIVE 8,000 5,000 **MILES** MILES MILES WHITE PLATINUM TRI COAT METALLIC, FI 4CYL, AUTO, PS, PB, A/C, PW, PL, 4 CYL, AUTOMATIC, PS. PB, A/C, PW, PL, FI 4CYL, AUTO, PS, PB, A/C, AM/FM, CD, AM/FM. CD. SIRIUS SATELLITE RADIO, COLD WEATHER PKG., HEATED FRONT PW, PL, REAR VIEW CAMERA, PWR SEAT **REMOTE START SYSTEM, ALLOYS** SEATS & MIRRORS, KEYLESS ENTRY PAD, PKG, SIRIUS XM RADIO, ALLOYS ALLOYS, 1 OWNER \$198^{^A m. or \$15,495} \$187[°] per or \$14,700 \$203^A m or \$15,995

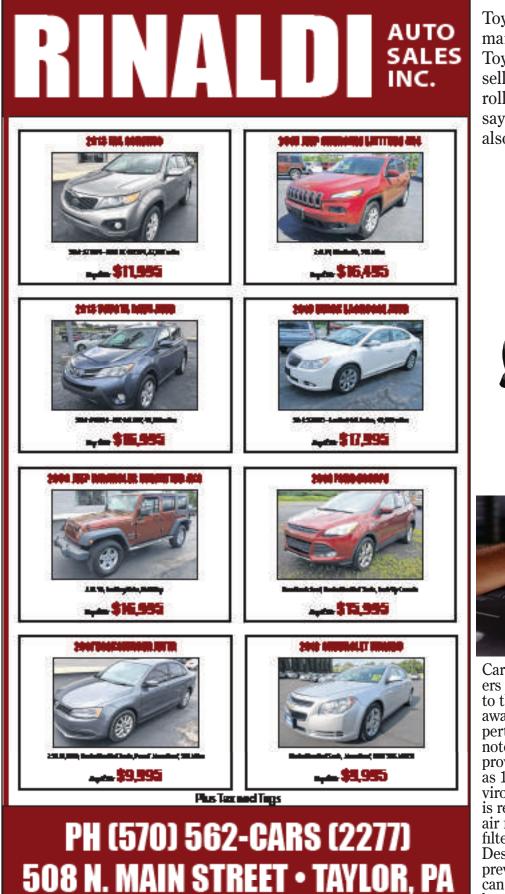
A) 4.99% X 84 MONTHS WITH 10% CASH OR TRADE DOWN (WITH TIER 0 CREDIT APPROVAL). B) 4.99 X 72 MONTHS WITH 10% CASH OR TRADE DOWN WITH TIER 0 CREDIT APPROVAL). C) 4.99% X 60 MONTHS WITH 10% CASH OR TRADE DOWN (WITH TIER 0 CREDIT APPROVAL). D) 5.99% X 48 MONTHS WITH 10% CASH OR TRADE DOWN (WITH TIER 0 CREDIT APPROVAL). *TAX AND TAGS ADDITIONAL. PRIOR SALES EXCLUDED. *NOT RESPONSIBLE FOR TYPOGRAPHICAL ERRORS.

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Did you know?



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Toyota has long dominated the North American automotive market. With more than 40 million sold across the globe, the Toyota Corolla, introduced in 1966, has been dubbed the bestselling car of all time, according to Autoblog. By 1974, the Corolla became the best-selling car in the world. Car and Driver says that other Toyota models, including the RAV4 and Camry, also are consumer favorites





Cars and trucks can benefit greatly from clean air filters. Many drivers are aware of the need to change the oil in their vehicles according to the intervals designated in their owners' manuals, but few may be aware of the many benefits of changing air filters. One such benefit pertains to fuel efficiency. The automotive website CarsDirect.com notes that studies have shown that changing clogged air filters can improve fuel efficiency by as much as 10 percent and save drivers as much as 15 cents per gallon of fuel. Clean air filters also can benefit the en-vironment. When vehicle air filters are clogged, air flow to the engine is reduced, adversely affecting vehicle emissions. Clean filters increase air flow to the engine, reducing vehicle emissions as a result. Clean air filters also can help drivers get more out of their vehicle investments. Designed to trap dirt and debris, clean air filters prolong engine life by preventing such particles from damaging engine components. Drivers can check their owners' manuals for air filter replacement guidelines, but manufacturers generally advise drivers change their air filters every 12,000 to 15,000 miles. Such a repair is inexpensive but can go a long way toward ensuring vehicles operate as efficiently as possible.



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