

# USED CAR SHOWCASE

SATURDAY, DECEMBER 29, 2018



2015 Nissan Altima 2.5 SL (Super Black)

*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.



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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 num-

bers began containing 17 letters and num-  
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# Buying a Used Car With Bad Credit



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If you have already started the buying process but your credit is limiting your choice of vehicle, it might be beneficial to take a step back and work on improving your score.

## WHAT YOU CAN EXPECT

If waiting for an improvement in your credit score is not an option and transportation is urgently needed, you should be prepared for these circumstances:

- **Inflated interest rates:** Check your area for average interest rates and expect a low credit score to cause your rate to be higher than normal.

- **Large down payment:** You may be asked for a larger down payment than someone with ideal credit. This also can lower the taxes and fees, while widening the selection of vehicles you can afford.

- **Prepare to skip extras:** While a sound system, heated seats and a sunroof might seem like attractive options, your credit might hold you to choosing a base model without these features.

qualifications for people who are eligible.

You can find out more information on non-profits in your state by contacting the Community Transportation Association of America.

## TIPS TO IMPROVE YOUR CREDIT

If you do have the ability to wait to purchase a vehicle until your credit score improves, remember these tips from Consumer Reports:

- Never max out credit cards. Your balance should be no higher than 20 percent of a card's limit.

- Keep credit card accounts open even if you're not using them. Unused credit impacts your long-term record.

- Receive a credit report and challenge any misinformation before attempting to get pre-approved for a loan.

With time and commitment to building your credit, you can overcome credit challenges and buy a used car.

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## IS THERE HELP?

Many states are home to non-profit agencies that provide loans or vehicles to low-income customers or those with bad credit. Keep in mind, if your state does have one of these generous programs, there will be strict

## History

from 1

bers. This is still the 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 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 odometer 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.

## 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.

# Get the Most for your Trade-In

When buying a used vehicle, there is always the question of what to do with your old one. An extra car comes with the costs of insurance and registration fees.



Sometimes, Americans can get more money for their old cars by selling them themselves.

However, to save time, many choose to simply use it as a trade-in at their dealership in exchange for a credit toward buying a new car.

Do you know how to find the general value of your vehicle and how to present it to receive the biggest offer?

### HOW A DEALER VALUES A TRADE IN

Don't be surprised if a dealer offers you a trade-in price lower than the actual value of your vehicle. It is their priority to make a profit on the investment when reselling your trade in.

This is not malpractice. It's simply part of how used car lots keep their inventory fresh and stay in business.

According to the Department of Motor

Vehicles, here are the factors a dealer will use when determining your trade-in value.

- Current inventory.
- The car's model age. Newer trade-ins may come with lower offers, since they are competing against other new cars.
- A vehicle's engine type.

All these factors will significantly impact the amount of money a dealer will offer.

### SCORE THE BEST OFFER

Presenting your used vehicle as a viable automobile that will sell quickly is just as important as the lengths to which your dealership must go to make the cars on their lot attractive.

Would you be interested in making an investment toward a vehicle with poor maintenance? Neither will you dealer.

The DMV suggests taking these steps before offering your vehicle as a trade in:

- Make sure to thoroughly wash the inside and outside of your car;
- Bring all records of maintenance to prove the car was taken care of; and
- Explain that you have a general idea of your car's trade-in value.

### KNOW YOUR CAR'S VALUE

Taking advantage of tools such as the Kelley Blue Book can give shoppers an advantage by showing what you can expect when it comes to a trade-in offer. The price will be impacted by the condition of your vehicle, its model year and the number of features.

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## INFINITI WINTER SALES EVENT

### NEW 2019 VEHICLE SPECIALS



2019 INFINITI **QX50** LUXE AWD

LEASE FOR **\$379** /MO\*

\*Lease for New 2019 INFINITI QX50 LUXE AWD is \$379/mo with \$4,799 Down w/50 sec. deposit. \$141 Dealer doc fee, taxes, licensing & regist. Fees add'l. Inc. 10,000 Mi/yr for 39 months w/excess @25cents per mile over. Total pymt/residual: \$14,001/\$25,064.70. Lessee resp. for maint. And excess wear & tear. Subject to credit approval thru IFS. More available. Vin#3PCA35M33KF118096. Stk#37296 MSRP \$43,215. See dealer for details. Expires 1/02/19. OR 0.9% FOR 60 MONTHS.



2019 INFINITI **Q50** 3.0t LUXE AWD

LEASE FOR **\$339** /MO\*

\*Lease for New 2019 INFINITI Q50 3.0t LUXE AWD is \$339/mo with \$4,399 Down w/50 sec. deposit. \$141 Dealer doc fee, taxes, licensing & regist. Fees add'l. Inc. 10,000 Mi/yr for 39 months w/excess @25cents per mile over. Total pymt/residual: \$12,441/\$24,169.75. Lessee resp. for maint. /excess wear & tear. Subject to credit approval thru IFS. Vin#JN1EV7AR4KMS51043 More available. Stk#37351 MSRP \$43,945. See dealer for details. 2019 Q50 Red Sport is shown for illustration purposes only. Expires 1/02/19. Or 1.9% FOR 72 MONTHS.



2019 INFINITI **QX60** LUXE AWD

LEASE FOR **\$449** /MO\*

\*Lease for New 2019 INFINITI QX60 LUXE AWD is \$449/mo with \$3,999 due at signing w/50 sec. deposit. \$141 Dealer doc fee, taxes, licensing & regist. Fees add'l. Inc. 10,000 Mi/yr for 39 months w/excess @25cents per mile over. Total pymt/residual: \$17,511/\$28,512. Lessee resp. for maint. And excess wear & tear. Subject to credit approval thru IFS. More available. Vin#5N1DL0MM4KCS00374. Stk#84219. MSRP \$51,495. See dealer for details. Expires 1/02/19. OR 2.4% FOR 60 MONTHS.



2019 INFINITI **QX80** LUXE AWD

LEASE FOR **\$809** /MO\*

\*Lease for New 2019 INFINITI QX80 LUXE AWD is \$809/mo with \$6,599 due at signing w/50 sec. deposit. \$141 Dealer doc fee, taxes, licensing & regist. Fees add'l. Inc. 10,000 Mi/yr for 39 months w/excess @25cents per mile over. Total pymt/residual: \$31,051/\$41,946.30. Lessee resp. for maint. And excess wear & tear. Subject to credit approval thru IFS. More available. Vin#JNBAZ2NE0K9226388. Stk#83219 MSRP \$70,555. See dealer for details. Expires 1/02/19. OR 1.9% FOR 60 MONTHS.

### PRE-OWNED SPECIALS

2017 INFINITI QX60 AWD..... \$36,900  
Ext Color: Hagane Blue • Mileage: 10,347 • Stk#1695

2015 INFINITI Q80 Limited..... \$47,970  
Ext Color: Imperial Black • Mileage: 43,600 • Stk#1704

2017 INFINITI QX60 AWD..... \$37,499  
Ext Color: Jade Green • Mileage: 11,672 • Stk#1694

2015 INFINITI QX60 3.5 AWD..... \$31,738  
Ext Color: Black Obsidian • Mileage: 21,658 • Stk#1705

2015 INFINITI Q50 3.7 Premium AWD..... \$26,263  
Ext Color: Malbec Black • Mileage: 10,179 • Stk#1706

2015 INFINITI QX60 3.5 AWD..... \$29,995  
Ext Color: Majestic White • Mileage: 25,667 • Stk#1710

2015 INFINITI Q70 L 3.7 AWD..... \$32,995  
Ext Color: Moonlight White • Mileage: 22,477 • Stk#1711

2002 INFINITI I35 Luxury..... \$5,995  
Ext Color: Ivory Pearl • Mileage: 97,138 • Stk#12620A



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# BONNER Chevrolet



## 2017 Chevrolet Silverado 2500 HD 4x4



6.6L Duramax Turbo Diesel, Allison Transmission, High Country Edition, Custom Wheels/Tires, Fox Racing Off Road Suspension, Heated Leather Seats, MANY EXTRAS!

**\$64,999**

## 2015 Chevrolet Silverado 1500 4x4



5.3 EcoTec V8, 6" Lift w/ Custom Wheels/Tires, BlueTooth, Back Up Camera, Double Cab.

**\$33,999**

## 2017 Jeep Wrangler Unlimited Rubicon 4x4



3.6L V6, 4" Lift w/ Custom Wheels/Tires, BlueTooth, Locking Hubs, Detachable Sway Bar, Hard Top.

**\$40,999**

## 2016 Jeep Wrangler Unlimited Sport 4x4



3.6L V6, 6" Long Arm Lift, Custom Wheels/Tires, Soft Top, BlueTooth.

**\$33,999**

## 2011 Chevrolet Silverado Z71 4x4



5.3L Vortec V8, Heated Leather Seats, Paint Match Cap, Tow Pkg, Low Miles!

**\$18,999**

## 2011 Jeep Wrangler Sport 4x4



3.6L V6, Soft Top, 6spd Manual, CD/MP3.

**\$16,999**

## 2016 Chevrolet Colorado Z71 4x4



3.6L V6, 5" Lift w/ Custom Wheels/Tires, BlueTooth, Back Up Camera, Double Cab.

**\$31,999**

## 2016 Chevrolet Suburban LTZ 4x4



5.3L Ecotec V8, Tow Pkg, w/ Trailer Brake, 3rd Row Seat, Rear DVD Entertainment, BlueTooth, Heated Leather Seats, Back Up Camera, Power Moon Roof, Navigation.

**\$46,999**

## 2014 Chevrolet Silverado 1500 LT 4x4



5.3L Ecotec V8, Ext. Cab, BlueTooth, Back Up Camera, Fog Lamps, Remote Start.

**\$25,999**

## 2015 Chevrolet Silverado 1500 4x4



5.3L Ecotec V8, Reg Cab, 8' Box, Back Up Camera.

**\$23,999**

## 2015 Chevrolet Silverado LT 4x4



5.3L Ecotec V8, BlueTooth, Back Up Camera, Crew Cab.

**\$30,999**

## 2012 Cadillac Escalade EXT 4x4



6.2L Vortec V8, Heated Leather Seats, Premium Sound, Power Moon Roof, Navigation, Back Up Camera.

**\$34,999**

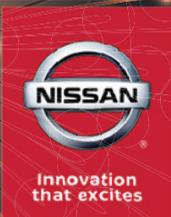
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**2013 Nissan Altima 2.5 SL**  
Stock# N32073A 66,626 miles



**\$12,425** + Tax Tags **\$164 mo\***

**2017 Nissan Versa Sedan 1.6 SV**  
Stock# N31492A 8,036 miles



**\$12,987** + Tax Tags **\$173 mo\***

**2012 Nissan Murano SV AWD**  
Stock# N32115A 56,561 miles



**\$13,995** + Tax Tags

**2017 Hyundai Sonata Eco**  
Stock# NP12542A 14,667 miles



**\$14,996** + Tax Tags **\$207 mo\***

**2016 Jeep Compass Sport SUV**  
Stock# NP12554 41,924 miles



**\$14,998** + Tax Tags **\$206 mo\***

**2016 Nissan Rogue Select AWD**  
Stock# NP12609 28,958 miles



**\$15,821** + Tax Tags **\$220 mo\***

**2015 Nissan Juke SL AWD**  
Stock# NP12547 45,674 miles



**\$15,995** + Tax Tags **\$223 mo\***

**2017 Nissan Altima 2.5 S**  
Stock# N31867A 11,119 miles



**\$15,998** + Tax Tags **\$223 mo\***

**2017 Kia Optima LX**  
Stock# NP12622A 4,246 miles



**\$15,998** + Tax Tags **\$223 mo\***

**2015 Nissan Rogue S**  
Stock# N32039A 21,211 miles



**\$16,295** + Tax Tags **\$228 mo\***

**2014 Nissan Maxima 3.5SV**  
Stock# N32068A 37,539 miles



**\$16,995** + Tax Tags

**2015 Nissan Rogue SV AWD**  
Stock# NP12540 25,818 miles



**\$17,998** + Tax Tags **\$256 mo\***

**2018 Nissan Rogue Sport AWD**  
Stock# NP12673 13,913 miles



**\$18,285** + Tax Tags **\$261 mo\***

**2015 Nissan Pathfinder S FWD**  
Stock# NP12632 9,493 miles



**\$18,995** + Tax Tags **\$272 mo\***

**2018 Hyundai Santa Fe Sport AWD**  
Stock# NP12591 15,685 miles



**\$19,492** + Tax Tags **\$281 mo\***

**2017 Nissan Rogue SV AWD**  
Stock# NP12611 31,151 miles



**\$19,495** + Tax Tags **\$281 mo\***

**2018 Ford Escape SE 4x4**  
Stock# NP12592 16,990 miles



**\$19,994** + Tax Tags **\$288 mo\***

**2014 Nissan NV2500 SV**  
Stock# N31465A 52,997 miles



**\$19,995** + Tax Tags **\$289 mo\***

**2015 Nissan Murano S AWD**  
Stock# NP12581 27,619 miles



**\$20,499** + Tax Tags **\$297 mo\***

**2018 Nissan Rogue SV AWD**  
Stock# NP12604 16,607 miles



**\$20,998** + Tax Tags **\$305 mo\***

**2017 Subaru Outback 2.5I Premium**  
Stock# NP12610A 44,465 miles



**\$20,998** + Tax Tags **\$305 mo\***

**2016 Chevy Traverse 2LT AWD**  
Stock# NP12527A 46,030 miles



**\$21,995** + Tax Tags **\$322 mo\***

**2017 Nissan Murano SV AWD**  
Stock# N31481A 33,058 miles



**\$22,495** + Tax Tags **\$330 mo\***

**2017 Honda HRV EX-L**  
Stock# N31862A 13,675 miles



**\$22,995** + Tax Tags **\$337 mo\***

**2018 Nissan Frontier SV CC 4x4**  
Stock# NP12675 14,879 miles



**\$23,995** + Tax Tags **\$335 mo\***

**2018 Nissan Rogue SL AWD**  
Stock# NP12670 18,375 miles



**\$23,995** + Tax Tags **\$335 mo\***

**2015 Nissan Pathfinder Platinum 4x4**  
Stock# NP12631 45,040 miles



**\$24,995** + Tax Tags **\$371 mo\***

**2018 Nissan Frontier Crew Cab Pro 4x4**  
Stock# NP12565 19,844 miles



**\$26,495** + Tax Tags **\$396 mo\***

**2018 Jeep Grand Cherokee Ltd 4x4**  
Stock# NP12586 31,490 miles



**\$30,995** + Tax Tags **\$496 mo\***

**2018 GMC Acadia SLT 1**  
Stock# NP12480 15,025 miles



**\$30,998** + Tax Tags **\$470 mo\***

\*Payments are based on 72mo financing with approved credit \$2500 Down Cash or Trade equity. Excludes Tax Title & License. Offer ends 01/02/19

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