

## Secrets of Buying a Rental Car

There is no easy way to buy a car. Purchasing a new car involves stacks of paperwork and additional "dealer fees" and expenses. Buying a used car, on the other hand, carries a great deal of risk. Either way, the automobile purchase can be extremely costly, time consuming and nerve-wracking.

If you want the quality of a new car, without the uncertainty of buying used, why not consider buying a rental car? There are fantastic deals available to those who are willing to purchase cars from rental companies. You'll end up with a "like new" vehicle, but have more cash left over in you bank account. Of course, there are certain precautions that must be taken when buying a rental car.

In the United States, most states have enacted laws that provide buyers with assurance that you can purchase a rental car in the most secure manner. The key concern of these state laws is to prohibit any dealers or sellers who may try to escape confinement, should authorities find out later on that the purchased vehicle was stolen. In cases where innocent buyers get ripped off with "hot" vehicles, state laws may sanction the sellers to possible consequences. Despite these assurances, it's extremely important that you are knowledgeable when it comes to buying a car rental.

Many rental car dealers utilize their own sales strategies to encourage buyers to purchase their units. Don't allow yourself to be pressured by these strategies. Instead, be observant when it comes to these strategies, and understand all of the terms and conditions before you make the final purchase.

When you find a rental car that you're interested in buying, consult the "Blue Book" to find it's current value. The Blue Book is a publication that's updated on a yearly basis, and features the fair market price of every rental car for sale. Be sure to have a complete inspection conducted by a trusted mechanic. If the car rental company is not willing to allow you to take the car for an inspection by your own mechanic, keep on shopping. Keep in mind that people who rent cars don't always treat these vehicles with the highest degree of care, so you've got to be sure that the vehicle is in good running condition. Ask your mechanic to check the brakes, mirrors, tires and rims, as well as the suspension, engine and structural aspects of the vehicle. Make note of any pre-existing damage or parts that need to be replaced or repaired. If you choose to buy the car, have these repaired immediately to avoid any unnecessary accidents or mishaps.

Ask the car rental dealer if the vehicle has had regular oil changes, as well as frequent ocular and system inspections. Feel free to ask to see the service records, and look for outstanding manufacturer's warranties from the initial purchase. These documents will show you whether the vehicle has undergone extensive inspections, and is certified to be in the best possible running condition.

When it comes to the unit price of the car, be ready to haggle. Some rental car dealers will offer a "buy now" deal, with special discounts and privileges available. These savings may be clearly dependant on your ability to negotiate.

Rental cars may look like new, but you need to remember that they are still "used" cars. It's up to you to be sure that the rental car you're considering is in the best possible condition before making your decision. The extra effort can pay off in an easier ride down the road. Spend a little extra time today, and you can save a lot of money as compared to buying a brand new car from the dealer lot. Do the research, take care of the paperwork and make sure that the car is damage-free.

Buying a used rental car can mean that you'll end up with a vehicle that's good as new. If you follow these steps, you really can drive home a great deal.