

TOP 10 TIPS

FOR PRIVATE VEHICLE PURCHASES

1

Organise Finance Before Inspecting Any Vehicles. This saves time as you know exactly what you can and can't afford. Pre-arranged finance approval also enables you to act quickly when you do find the right car and negotiate a better deal. Also ask your finance broker to arrange insurance for you prior to taking delivery of the car. As part of the finance process your Capitalcorp Finance Broker can assist you in verifying correct and proper ownership of the car you are purchasing.

2

Shop Around Before Spending. Look at a number of cars so you can get a good idea of the prices, average odometer readings and general condition of cars on offer so you're armed and ready to negotiate with the seller. Internet search sites also provide a great indication of what is on offer in the marketplace. For vehicle prices generally see: www.glassguide.com.au and www.redbook.com.au.

3

Gain Service History. Ask to see the car's service book and check its service history. Check that the kilometrage on the odometer tallies with service and repair receipts. It is worth making a phone call to the service agent and ask them about the car.

4

Gain a Vcheck. Visit www.checkitout.com.au and check the car's history by using the vehicle's VIN number. There are some mysteries that even a mechanical inspection can not uncover for example how many owners a vehicle has had or what the vehicle has been used for.

5

Get a Professional Inspection. Have the car checked by a professional who will be able to give you a pre-purchase inspection and report on the condition of the car. Also get the professional to estimate the cost of any repairs he thinks may be warranted. You can then ask for the cost of these repairs to be deducted from the asking price.

6

Transfer of Registration Eligibility. To enable transfer of registration, the vehicle should also have a completed mechanical check in accordance with the relevant State registration transfer authorities. If there is no certificate provided, transfer of registration may not be possible.

7

Ask About the Warranty. If the vehicle is out of manufacturers warranty expensive mechanical repairs could become a financial burden. Your Capitalcorp finance broker can assist by arranging an extensive warranty cover for you.



Ensure Vehicle is Free of Any Financial Obligations. Many finance companies take security over a vehicle when lending to consumers or companies. Any such encumbrances are registered by the relevant state authority and a search of those databases providing the VIN number, the engine number and the registration number will confirm if there are any funds owing. If it is found that there are funds owing on the vehicle, the encumbrance must be cleared or discharged prior to your purchase of the vehicle or simultaneously with the purchase of your vehicle otherwise title to the vehicle cannot pass onto you as the purchaser.

Once again if you are arranging finance for the vehicle, Capitalcorp can assist you in ensuring that ownership to the vehicle flows correctly through to you. Check with the State motor vehicle encumbrance agency to make sure the seller is the registered owner of the car, however registration on its own does not provide proof of vehicle ownership and that it has a clear title of ownership with no outstanding finance on it, so other forms of documentation can be used ie stat decs, proof of purchase. Always try and confirm paperwork with originating source, ie if a receipt form a dealer, try and ring the dealership to confirm etc. As a safeguard, ask your Capitalcorp representative about Vehicle Title Insurance.

You can also access a REVS check by going to the relevant website in each state where the vehicle is registered. We have provided the following links for you.

NSW / NT: www.revs.nsw.gov.au/about/revscars.htm

QLD: www.fairtrading.qld.gov.au/OFT/OFTWeb.nsf/web+pages/5D2AA07B8AF5CAA04A256B5E00055BC6?OpenDocument

SA: http://www.transport.sa.gov.au/registrations/motor_vehicles/vehicle_security_registar.asp

VIC: <http://www.vicroads.vic.gov.au/vrne/vrne5nav.nsf/Home+Page/VicRoads2005~Home+Page?open>

TAS: http://www.transport.tas.gov.au/registration_information/security_interests.html

WA: <https://bizline.docep.wa.gov.au/revs/>



Test Drive. Before test driving a car make sure it is insured and that the coverage includes you as the driver.

Beware of Scams. When viewing advertisements online from private advertisers, beware of common internet scams. These usually involve the advertiser requesting you transfer money before you've seen the vehicle but there are several variations. Remember, if it seems too good to be true, it probably is!



If you feel uncertain about making a private vehicle purchase look for a Licensed Motor Vehicle Dealer to alleviate many of the associated risks with buying privately. Your Capitalcorp broker can refer you to a licensed dealer. Just ask!