Icebreaker

- How many of you have bought a used car before?
- What is buying a used car like in your country?
- What are your concerns about buying a used car in the U.S.?
Where to Look

Autotrader

autotrader.com

cars.com

cars.com

Ann Arbor Craigslist

Facebook Marketplace

WeChat

*Ann Arbor Zip Code: 48104, 48105, and 48109*
What to Look for

Typical things to look out for:

- Vehicle Title
- Mileage
- Service Record
- Tires
- Safety Features (Airbag, Anti-lock brakes, etc.)
- Gas Mileage (MPG)

Car Condition

Car Feature
Vehicle Title

Clean Title:
- No severe accident
- Never got called back by manufacturer due to defect

Rebuild/Salvage Title
- The car has experienced at least one of the events listed above
- Usually priced a lot lower

The Risk
- The car is fine if it is rebuilt properly, but there is no way of knowing for sure
- Usually harder or more expensive to get insured
- Check accident records: carfax.com (Charge will apply)
Mileage and Service Record

- Recommend looking for cars under 100,000 miles, or 10,000 miles per year for older cars
  - Older/higher mileage cars are more likely to break down

- Think long term:
  - Buying a car close to 100,000 miles means that it will likely be over 100,000 miles when selling.
  - Having a poor service record can also decrease the selling price
# Costly Service Items for Used Cars

<table>
<thead>
<tr>
<th>Items</th>
<th>Service Schedule</th>
<th>Estimated Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Timing belt</td>
<td>60,000 - 90,000 miles</td>
<td>$500 - $900</td>
</tr>
<tr>
<td>Water pump</td>
<td>60,000 - 90,000 miles</td>
<td>$300 - $650</td>
</tr>
<tr>
<td>Brake pads</td>
<td>25,000 - 70,000 miles (depending on car)</td>
<td>$150 per brake pad</td>
</tr>
<tr>
<td>Clutch (for manual cars)</td>
<td>40,000 - 100,000 miles</td>
<td>$600 - $1000</td>
</tr>
<tr>
<td>Tires</td>
<td>Rotate: 15,000 miles (check routinely) New: 50,000</td>
<td>$50 - $250 for each</td>
</tr>
<tr>
<td>Catalyst Converter &amp; Oxygen Sensor</td>
<td>Potential repair for cars over 100,000 miles</td>
<td>$600</td>
</tr>
</tbody>
</table>
Good and Bad Ad Examples

● **Good**
  ○ Provides a lot of information (photos, VIN, tires, odometer, etc)

● **Bad**
  ○ Limited information
  ○ Too good to be true
Good Ad Examples

Key Information
- Vehicle year: 2006
- Vehicle Model: Toyota Matrix
- Location: Ann Arbor
- Title: Clean
- Price: $5000
- Mileage: 50,000

Service Records
- Tire: 2 years ago
- Brakes: 6 months ago

Drawbacks
- Damage on front bumper
- Potential Clutch replacement

- Clean Title
- 50,XXX miles (daily driver so mileage is increasing)
- 1.6 Liter 4 Cyl
- 5 Spd Manual
- Tire changed 2 years ago (around 10,000 miles)
- Brake changed 6 month ago
- Damage on front bumper (~$300 to repair)
Bad Ad Examples

- Limited Information

2003 Ford Focus, $750 - $750 (Dearborn Hghts)

2003 Ford Focus, run and drive manual transmission asking $750 text or call (show contact info)

- Do not contact me with unsolicited services or offers
Bad Ad Examples

- Too Good to be real
- Cautious about price

2012 Lincoln MKX! 141,000 miles. clean title, $9,995. Runs and drives awesome. No leaks, noises, or anything. Loaded, leather, AWD, 3.7 L Engine. (Does not have a tow package) This one is a must see.
Nice freezing cold A/C. My name is Lisa, Serious inquires only. We are dealer. My personal line (show contact info) for questions. I attached vin # if you would like to pull a car-fax.
Call/Message Text Lisa if interested.
Or come by M-F between 10am-6pm Sat 10am-2pm @ 29068 Plymouth rd, Livonia 48150
Price Checking

- Check used car price at [Kelley Blue Book](https://www.kbb.com) website
Questions to Ask

- How long have you owned the car?
- What did you use the car for?
- Why are you selling it?
- Has it been in any accidents?
- Does it need anything/have any problems?
- What service have you done since you owned the car?
- When is the last time parts (tires, transmission, engine, etc.) were replaced?
- How is it on snow/ice?
- What gas mileage are you getting?
- Ask for a test drive.
- Personal needs: Parking sensor? GPS?

Background Information

Service Record

Owner’s Experience
Reevaluate

RepairPal Fair Price Estimate™
for Clutch Replacement
on 2006 Toyota Matrix
in Ann Arbor, MI

$1081 to $1452
Estimates in this range are validated in 48109

Clutch Replacement: $1400
Bumper Replacement: $300
Total Vehicle Price: $6700
At the test Drive

- Look underneath the car for rust and oil leak (A flashlight can be helpful)
- Look for crack on the rubber parts (tire sidewall, belt)
- Check tire tread
- Check all lights

http://www.wikihow.com/Check-out-a-Used-Car-Before-Buying-It
Dealerships vs. Private Owners

**Dealerships**
- Provide more selections
- Can provide service plan for discount price
- Usually more expensive
- Does not guarantee reliability

**Private owners**
- Usually can provide more details about the car
- More personal
- Cheaper
- Might not be as knowledgeable
Repair Shops

Repair shops close to campus:

**Firestone** (Auto maintenance)

**Broadway** (Collision Repair and Auto maintenance)

**Napa** (Auto Parts)

**A2 Auto Glass** (Windshields)

*Check prices of parts* (example: [http://www.autozone.com/parts](http://www.autozone.com/parts))
Choosing a Car for Winter

- Getting stuck in snow (best to worst):
  - All Wheel Drive > Front Wheel Drive > Rear Wheel Drive
- All wheel drive DOES NOT prevent you from losing control on slippery surfaces
  - Always be careful when turning
- Things to look at:
  - Windshield defroster and heating working properly
  - Ground Clearance
  - Snow Tires (especially for Rear Wheel Drive Cars)
  - Snow Brush (Snow here could be really deep!)
Car Insurance

*NO SSN NEEDED*

- Nerd Wallet Compare Car Insurance Rates
- It’s illegal not to have car insurance!

https://michigan.aaa.com/
https://www.allstate.com
https://www.geico.com
https://www.progressive.com
Cost Estimate

6 % tax on the price of the car

Driver’s license ($25), title ($15), registration (depends), license plate (depends), and road test ($60-85)

Car Insurance depends on the person (age, driving history, address), vehicle, and types of coverage ($1200-$2000/year)

Repairs and maintenance (depends on age and condition of the car)

Gasoline (depends)

Parking ($100 - Student Orange and Yellow Lots)

Depreciation
Procedure

1. Driver’s License: Secretary of State
   a. Study guide/manual for the test

2. Find & buy a car
   a. Bill of Sale, assignment of title, check lien information

3. Insurance
   a. Send request letters for quote to insurance agents

4. Title
   a. Transfer title at a Secretary of State office within 15 days after the purchase of your car

5. License Plate

*You need to renew license and registration every year at Secretary of State. You can renew insurance electronically.*
Title Assignment by Seller

<table>
<thead>
<tr>
<th>Printed Name of Purchaser</th>
<th>Date of Sale</th>
<th>Selling Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>JIAHONG MIN</td>
<td></td>
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</tbody>
</table>

**NOTICE TO SELLERS**

Sellers must keep a receipt or photocopy of the reassigned title for their records for 10 months or accompany the purchaser to a Secretary of State Office.
Parking

- Students can buy Orange and Yellow parking permit at https://permits.pts.umich.edu/eBusiness/cmn/index.aspx
- Blue permit is for staff and faculty of the university (or students with disabilities)
- Gold permit is by lottery
- After-hour permit allows you to park in Orange, Yellow, or Blue lot after 3pm (only for graduate students)
- Maps to find out parking spots https://pts.umich.edu/maps/
Parking

● If you don’t think parking permit is a great deal
● Visitor Parking on campus ($1.60 per hour)
● Street Parking and Parking Structure
  ○ Street Parking rate is usually more expensive
  ○ https://campusinfo.umich.edu/article/parking-0
● FREE PARKING:
  ○ Central Campus (Street): Mon-Sat after 6:00pm, Sunday
  ○ Any time period besides the permit required time
Alternates: Rental

- Zipcar
  - http://www.zipcar.com

- Hertz
  - https://www.hertz.com

- Enterprise
  - http://enterprise.com

- Thrifty
  - https://www.thrifty.com

- U-Haul
  - http://uhaul.com

- Penske
  - http://www.pensketruckrental.com
Alternates: Taxi/Ridesharing

- Blue Cab - 734-547-2222
- A-1 Airport Cars - 877-276-1335
- Uber
- Lyft
- Blue Buses
- AATA (City Bus)
Alternates: Car Lease

*Require Social Security Number (SSN)*
Other Orientation Workshops

- Getting around Ann Arbor and Personal Safety
- Budget Travel in North America
- Driving in the U.S.
Questions?

You will be sent a short survey about this presentation. Your feedback is valuable to us and will help us to improve the experience of future participants. Thank you!