

What You Need To Know To Buy A Certified Pre-Owned Vehicle

(NAPSA)—Car buyers no longer have to choose between buying a new car or a used one.

A new category is attracting the attention of cost- and quality-conscious drivers.

That category is certified pre-owned and it offers several benefits. Buyers don't have to spend top dollar to get the cars they long for but, on the other hand, they don't face many of the risks associated with buying a used car.

Certified pre-owned programs don't just take any car. For example, not all pre-owned Lexus vehicles are worthy of the Certified Pre-Owned (CPO) designation. If a model is older than six years or driven for more than 70,000 miles, it's immediately rejected.

Every vehicle in the program must pass a comprehensive 161-point inspection by a Lexus-trained technician.

If any discovered flaws cannot be repaired to the manufacturer's standards, the vehicle won't be certified.

Because each vehicle is reconditioned and inspected, Lexus offers a three-year-from-the-date-of-purchase or 100,000-total-vehicle-mile limited warranty, whichever occurs first. This is included in the purchase price.

If you are considering buying a certified pre-owned vehicle, you may want to be sure:



A manufacturer's certified vehicle program can be used across the country and won't leave you stranded if your dealership shuts down.

- the vehicle is certified by the manufacturer rather than the dealer.

According to Edmunds.com, manufacturer-certified programs are more reliable, as they tend to go through more rigorous testing.

- you are entitled to a Carfax vehicle history report. This can help both you and the dealer identify potential problems that might otherwise be difficult to detect.

- that you receive 24-hour roadside assistance, trip interruption coverage and dealership amenities.

A strict certification process can eliminate many of the risks associated with financing pre-owned vehicles.

Before you make a decision, ask yourself the following questions:

What does certification mean and what does it cover? Get the details, and if you don't understand something, ask more questions. For example, does certification mean that parts that were used for any necessary mechanical repairs are warranted by the manufacturer?

- **When can you take it for a spin?** Even though the car has been repaired by a factory technician, take it for a test-drive and give it the once-over.

Do the doors open easily? Does the paint match? Check for the VIN number.

- **What's the price?** Before you buy, go online to a recognized site such as Edmunds.com or Kelley Blue Book and see what the certified pre-owned price should be. Then you have a ballpark figure to discuss.

- **What are you getting for the price?** Under pre-owned certification programs, you may get the same kind of warranty and extras that you get with a new car. The Lexus CPO program, for example, entitles you to 24-hour roadside assistance, trip interruption coverage and dealership amenities. In addition, the vehicle's first basic service is complimentary and a loaner vehicle will be provided for qualified repairs.

For more information, visit www.lexus.com/cpo or see your Lexus CPO dealer for details.