

# WHY BUY CERTIFIED?



The Ultimate  
Driving Machine®

## BMW OF WESTCHESTER

543 Tarrytown Rd., White Plains, NY 10607

(914) 761-6666

[WestChesterBMW.com](http://WestChesterBMW.com)

# WHY BUY CERTIFIED?

There are tons of decisions to make during the car buying process. Before you even step foot in the dealership, you need to decide whether you want to buy new, used, or certified pre-owned.

While new vehicles offer brand-new everything, you'll need to pay premium price for all the features you want. You may even lose money if you intend to sell the car within a few years because of depreciation. Used cars can be a great option for those looking to bypass that early depreciation, and the Certified Pre-Owned (CPO) cars in particular are an excellent choice.

Certified pre-owned vehicles are used cars that undergo a thorough inspection process to ensure their viability before being offered for sale. These vehicles must meet specific age, mileage, and maintenance requirements to be certified. Often, they're refurbished by the dealership before being put up for sale to ensure they're in great working order for their next owner.

The pros and cons of buying new and used are well-documented, so let's take a closer look at the benefits of buying a certified pre-owned vehicle.



## BMW OF WESTCHESTER

543 Tarrytown Rd., White Plains, NY 10607

(914) 761-6666

[WestChesterBMW.com](http://WestChesterBMW.com)

# 3 BENEFITS OF BUYING CERTIFIED

A CPO must meet or surpass a series of strict manufacturer benchmarks to ensure its quality under the hood and inside the cabin. Additionally, certified pre-owned vehicles usually come with benefit packages that allow you to drive with confidence and peace of mind.

There are several reasons to consider buying certified. Here are the top three:

## 1. Rigorous inspections ensure the car meets manufacturer standards.

Certified pre-owned vehicles undergo a strict and thorough vehicle inspection prior to being certified. Each manufacturer has a different list of inspection items, but they're all designed to ensure that the vehicle will last.

## 2. Enjoy peace of mind with an extended warranty.

Most certified pre-owned vehicles come with an extended manufacturer warranty. These usually span 12 to 24 months from the date of purchase and cover major repairs and services, such as if the transmission or engine fails. Because many of these vehicles have been refurbished to meet the certification standards, you can trust that they're in good working order when you're shopping.

## 3. As a bonus, have some perks.

Depending on the manufacturer and dealership, the vehicle may come with added benefits you won't get with a standard used vehicle, such as free Roadside Assistance, complimentary loaner vehicles, or add-on services like a satellite radio subscription.

# CERTIFIED PRE-OWNED CHALLENGES

Choosing a certified pre-owned vehicle for your next car comes with plenty of benefits. However, just because it's certified that doesn't mean it's new.

When these cars end up with the manufacturer, they're thoroughly inspected. A skilled technician likely won't miss anything during this multi-point inspection. Nevertheless, the car has been owned before and there's no telling how a previous owner treated it. While this treatment may not present problems now, it could at some point down the road.

In addition, you'll want to make sure you get good warranty coverage on your certified pre-owned vehicle so you don't need to worry about problems down the road. A good Powertrain Warranty, Roadside Assistance, and a Limited Warranty are common perks for certified pre-owned vehicle purchases.



## BMW OF WESTCHESTER

543 Tarrytown Rd, White Plains., NY 10607

(914) 761-6666

WestChesterBMW.com

# 5 THINGS TO LOOK FOR IN A CERTIFIED PRE-OWNED VEHICLE

Just because the vehicle has been inspected by the dealership and has passed the manufacturer inspection doesn't mean you shouldn't take a closer look yourself. After all, you probably have personal cosmetic standards. Here's a list of five things to look for while you're shopping.

## 1. CARFAX® VEHICLE HISTORY REPORT

This report will usually tell you if the vehicle has been in any accidents and has had any major work done. The CARFAX® report should indicate whether the vehicle has experienced the following:

- Structural damage
- Mileage rollback or rollover
- A major accident
- Multiple owners
- Flood damage
- Airbag deployment

The CARFAX® report should also reveal whether the vehicle was owned by the state, or used as a leasing vehicle, a taxi, or for police purposes. With important details like length of ownership, warranty information, and recall information, you'll make an educated decision about the vehicle you're considering.

## 2. MECHANIC'S INSPECTION

Vehicle inspections vary depending on the manufacturer, the dealership you're considering, and the actual state of the vehicle. Most factory-certified pre-owned vehicles go through an inspection, receive any necessary repairs, and come with an extensive and inclusive manufacturer warranty.



**BMW OF WESTCHESTER**

543 Tarrytown Rd., White Plains, NY 10607

(914) 761-6666

WestChesterBMW.com

### 3. WARRANTY COVERAGE CERTIFIED

Pre-owned vehicles come with some sort of warranty coverage. Before signing on the dotted line or agreeing to anything, though, be sure to take a close look at what's covered in the warranty. You'll want to check for coverage related to the engine, powertrain, brakes, and tires.

While brakes and tires aren't always covered, if the vehicle has had any recent part replacements or repairs, you may be able to negotiate that portion of the warranty. Be sure you're 100% comfortable with the warranty coverage before moving on with the purchase.

### 4. COSMETIC WEAR & TEAR

Look around the interior and exterior of the vehicle and check for any damage.

On the exterior, make sure the paint is even, smooth, and the same color. Look at the tires to make sure there's enough tread and that they'll last you for a little while. Also check for dents, scratches, and blemishes. If you spot something you don't feel comfortable with, talk to the salesperson and see if you can have it fixed prior to delivery. Most dealerships would be happy to have these repairs made prior to the sale.

We also recommend looking inside the vehicle to ensure it's clean and in good repair. Pay attention to the way the interior smells. It's a good idea to take the test drive with the windows up so you can get the regular everyday experience. For example, if you're not a smoker and you're buying a vehicle that smells heavily of smoke, that may bother you in the long run.

### 5. REGULAR MAINTENANCE HISTORY

Sometimes, the dealership will have a copy of the vehicle's maintenance history. If it was a leased vehicle or received all its maintenance from that dealership, you're probably in luck.

If not, take a close look at the warning signs to know how well the vehicle was maintained. This means checking the oil dipstick for the oil level and state of the oil. If it's a transparent amber color, the engine is in good shape. If it's clumpy, separated, or a dark brown color, you may want to ask a few more questions.



**BMW OF WESTCHESTER**

543 Tarrytown Rd, White Plains., NY 10607

(914) 761-6666

WestChesterBMW.com

# HOW TO CHOOSE YOUR CERTIFIED PRE-OWNED DEALER

When it's time to begin your car buying journey, you want to choose the dealership that's right for you. There are a few things you'll want to look for as you're shopping for a great certified pre-owned car dealer near you.

## BRANDS OFFERED

Take a close look at all the brands the dealer offers. Certified pre-owned vehicles should come from a dealership that sells new vehicles of the same brand. These vehicles will go through a more stringent inspection, so you can feel confident that they're in excellent shape. You'll also know that these vehicles were maintained and inspected by a mechanic who's an expert at working with that manufacturer.

## SIZE OF INVENTORY

Look online at the dealership's inventory of certified pre-owned vehicles. Make sure you have a few choices. Print out the cars you like, and bring them with you to the dealership. You can schedule a test drive in advance so you don't need to worry about waiting once you get to the dealership.

## DEALERSHIP REPUTATION

Ask friends, family, colleagues, and neighbors about the dealership you're considering. Make sure the dealership has a good reputation for high-quality vehicles and a trained staff of automotive service professionals. All these factors will ensure that the vehicle you're considering is in excellent shape.

## CONVENIENCE

Are they located close to your home? Do they offer online scheduling for service appointments? Do they offer convenient hours that work with your schedule? These are all important for your ongoing relationship with the dealership.



## BMW OF WESTCHESTER

543 Tarrytown Rd, White Plains., NY 10607

(914) 761-6666

WestChesterBMW.com

# WHAT'S YOUR PEACE OF MIND WORTH?

Overall, certified pre-owned vehicles offer tremendous peace of mind. When you buy a vehicle that's been refurbished, received all the necessary repairs, and is covered by a warranty, you'll feel comfortable knowing the vehicle you purchased is in good shape.

If there's a problem with the vehicle, it'll probably be covered by the warranty that comes with a certified pre-owned vehicle. If you have any questions about the history of the vehicle, you'll have all the information you want and need right at your fingertips.



## BMW OF WESTCHESTER

543 Tarrytown Rd, White Plains., NY 10607

(914) 761-6666

[WestChesterBMW.com](http://WestChesterBMW.com)