

STEP 8: Buy the vehicle.

Now that you've negotiated a great price, you just need to complete the transaction and "make it official". But don't let your guard down – dishonest dealers or even private sellers catch many buyers at this Step because the buyers think the negotiations have been completed. The sellers throw in "extras" that you don't need and cost extra – effectively raising the price above what you agreed upon.

Some tips on completing the sale and making sure the seller doesn't try to pull a fast one on you:

Write a bill-of-sale to formalize the sale. Include the type of car, mileage, VIN #, Title # and the amount paid. List your name, address and phone number, as

"I used your services to search for auto auctions in my area. I was then able to get info on all the cars available at each auction and went to the auction that had the most vehicles I liked...The car was perfect with low miles and \$6-8K less than a dealer lot or private party at the time, according to Edmunds."

- LARRY M. - PRUNEDALE, CA 93907

well as the sellers. Sign it and get the seller to sign it as well. If the seller agreed to make repairs or add accessories, get it in writing. That's the only way to ensure you're protected.

Watch out for additional fees like "recording fees" from the bad dealers. Refuse to pay them by walking out, or better yet, ask how much it will be in total before agreeing to buy.

Never pay the full amount until you have the title. If the seller has not paid off their vehicle, the bank owns the title. You can process the transaction at the bank.

Get the title transferred to you. The seller must sign the back, indicating mileage and the amount the vehicle sold for.

Register the vehicle with the DMV. Remember sales tax, which will be based on the amount you purchased the vehicle for.

Here's a quick checklist of items you should leave with:

- Title**
- A signed copy of the bill of sale**
- Maintenance records**
- Special wheel lug key if there is one**
- All sets of keys**
- Owners manuals, repair manuals**