WHATCAR? CHECKLIST

HOW TO HAGGLE

Buying a car can be daunting, but if you take a bit of time to do your preparation, you can walk into the showroom and confidently haggle thousands off your next car. Using What Car's Target Price, we show you how to do the groundwork.

Before you begin, you'll need to find What Car?'s Target Price. To do this, just look at any car review on whatcar.com.

1 Write whatcar.com's Target Price for your car here:
Make (e.g. Ford Focus 1.6 LX five-door):

Target Price: £

(Remember to haggle for options, too - you should at least be able to get the same proportional discount on options and accessories, and may even get them for free.)

2 Check our deals section online at whatcar.com to see if there are further discounts to apply, or better offers available. Use this information to haggle with your dealer. Write them here:

Best price from internet broker: £

Best price from car manufacturer: £

Best offer (e.g. finance deal, free accessories etc):

3 Find out the value of your current car on whatcar.com's valuations page or use our Used Car Price Guide.

i. Trade-in value: £

OR

ii. Private sale value: £

4 Subtract the trade-in value from the Target Price to work out your maximum 'cost to change'. Remember, this is the most you should be paying, so haggle harder for even more savings. Write this figure here: £

5 Don't leave finance to the last minute. Find out the best finance rate you can get on the high street and enter the APR figure here:

Notes .....