

10 TIPS FOR BUYING ACCIDENT CARS



TURN A CAR'S ACCIDENT INFORMATION INTO A PROFIT CENTER

Rely on the most accident information available to decide which cars to buy and which to avoid so you have the confidence to acquire the right inventory for your customers. Do you have all the available accident information?

1**REVIEW THE ACCIDENT HISTORY**

Could you confidently sell this car to a loyal customer?

2**KNOW THE POINT OF IMPACT**

Does the vehicle history report show you exactly where the damage was?

3**LOOK FOR THE DAMAGE SEVERITY DETAILS**

Was the damage a minor cosmetic issue or something more serious?

4**DID THE AIRBAGS DEPLOY?**

This can be a sign of a more serious impact.

5**WAS IT DRIVABLE AFTERWARDS?**

A car that needs to be towed could indicate more severe damage.

6**KNOW WHO FIXED THE CAR**

Were the repairs done by a service shop you would trust?

7**REVIEW POST-ACCIDENT OWNERSHIP CHANGES**

Multiple owners can suggest ongoing issues.

8**LOOK FOR A BRANDED TITLE**

Does the title reveal details like lemon, odometer rollback, salvage, rebuilt, or water damage.

9**SEE THE COMPLETE SERVICE HISTORY**

Look for consistent care and ongoing maintenance.

10**KNOW THE CARS WORTH**

Use accident and damage details to ensure the valuation is accurate.

CARFAX has the most accident and damage information.

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