

6 Steps to Buying an Acura



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In today's economy, everyone is looking to save a few bucks wherever they can, especially when it comes to major expenses. If you want to buy a car, it pays to know how to get the right car and still save. With new and improved car models on the market, buyers have an unlimited variety of options to choose from. And choosing the right car can be quite an exciting process.

As more vehicles come with high-performance engines, powerful transmissions, and a range of entertainment options, buyers need to be thorough and do their research to determine the best vehicle for them. Being prepared takes a little bit of time, but in the end, you'll have a vehicle that's not only affordable, but one that caters to your specific needs. What you're looking for is an Acura.

In this guide, you'll learn the steps and some helpful tips you need to know before buying an Acura. More importantly, you'll learn how to get the right Acura at the best price. Let's get started with what you need to do when beginning a new Acura search...

Step 1: Consider Your Needs.

Before you even start your search for an Acura, you should first ask the question, "Why do I need a new car?" You may need a car for:

- **Commuting to work.**
- **Going on long trips with your family.**
- **Transporting business supplies.**

It seems like an obvious step, but by sufficiently answering this question, you'll not only significantly narrow your search, but you'll ensure that the Acura you find fulfills your most critical requirements. For example, if you need the vehicle for family commuting, the number of people you'll be carrying should guide you to the type of car or family sedan to buy. If you live alone, a smaller compact vehicle would most likely be ideal.

TIP: If you want to own the vehicle for a long time, keep your future family size in mind when deciding on the type and size of automobile.



Step 2: Do Your Research.

After determining the type of Acura that you want, you now have to research the available options. Remember, there's the car you want and the car that's ideal for your needs. What you want may not be ideal, so be sure to carefully weigh your requirements and preferences.

When researching potential Acuras to buy, the first thing to consider is your budget. It may be necessary to strike several options off your list because the prices are simply too high.

What's Important in a Vehicle?

People consider different features when buying cars. Ultimately, how you'll use the vehicle should determine the features to look for. Some of the important and necessary features may include:

- **Engine size:** Typically, the larger the engine size, the greater the horsepower. Vehicles with larger engines are more powerful than those with more compact engines.
- **MPG:** You may also want to consider the miles that the vehicle can cover per gallon. If you're going on long trips, efficient gas mileage should be an essential feature on your checklist.
- **Entertainment:** This feature may or may not be important to you. At the minimum, get a car that has a basic radio or entertainment unit. Optional items like satellite radio may be important for some buyers.
- **Size:** If you typically carry six or more passengers, you'll need a large vehicle. Even if a car says it can hold a certain number of passengers, it's always helpful to read reviews from other drivers about the interior space and its level of comfort.
- **Trunk space:** Depending on what you want to use the vehicle for, ample trunk or cargo space may be important.

TIP: Keep in mind when conducting an Acura search that you may need to compromise on some features to find your ideal vehicle.



Step 3: Take a Test Drive.

Now that you have an idea about the Acura you want and can afford, it's time to test drive the Acura models on your list. Test driving is the ultimate way of knowing whether a car is right for you. It's your first introduction to the vehicle.

Test driving is a personal experience. You're the one who will be behind the wheel of the Acura, so you should be sure that the car you buy offers a nice driving experience. If you've identified an Acura dealer with the model you want, call and schedule a test drive.

On the day of the test drive, arrive early at the dealership before they remove the vehicles from the showrooms. This way, you can be sure that the vehicle you'll be test driving is the exact one you want to buy.

Test Driving the Acura

Before starting the car, get into the driver's seat and gauge your comfort level behind the steering wheel. Is the seat too low, too far from, or too close to the steering wheel? Do you feel comfortable in the seat, or does the driver's compartment seem crowded?

- Start the engine and check how long the Acura takes to warm up. If a vehicle takes too long to warm up, it may have a problem.
- Drive the vehicle on different types of roads, preferably like the ones where you'll be frequently driving. Test to see how the vehicle performs on residential streets and freeways.
- For the first few minutes of your test drive, make sure the radio and air conditioner are off. Listen closely for any unusual sounds, as well as the general cabin noise on the type of roads you'll be driving on the most. Although this is a commonly overlooked element, especially during a test drive, it's crucial if you expect to have long commutes or have small children with you.
- Try the interior features, like the entertainment system, air conditioner, and automatic windows. Do they work as expected?



Test driving a car is the only sure way of knowing its performance on the road and how comfortable you'll feel behind the wheel. If possible, make sure you test drive a few Acura models on your list in succession. You'll make a better comparison when the memories of the test drives are still fresh in your mind.

TIP: Sometimes, you may find it difficult to choose between two models after taking them on test drives. Don't be afraid to ask the dealer for a second or third round of test drives, if necessary.

Step 4: Start Shopping.

When you know the type of vehicle you want, it's time to locate it at the best dealership.

Find the Right Acura Dealership

Finding the right Acura dealership is just as important as finding the right car. It's important to go with a dealership you feel most comfortable with and trust that they're helping you find the best vehicle at the best price.

There are many things you can do to ensure you're working with a high-quality dealership and are getting a fair price. These include:

- **Researching the dealer:** Reviews are one of the most useful resources available to find the best dealership. If you have a dealership in mind, and you don't know someone personally who's purchased from that dealership, check out websites like DealerRater.com to read reviews and get an idea of the experience you can expect at that specific dealer.
- **Special manufacturer offers:** Some manufacturers offer dealers special pricing to move various vehicle units. Take advantage of such offers if the vehicle that comes with an incentive is right for you.
- **Total cost of vehicle:** If the dealer has quoted the total cost you'll pay for the car, you should expect him or her to walk you through all the fees associated with the final price.



Step 5: Establish Trust Before You Buy.

At this stage, trust is one of the most important factors. When you trust the sales expert you're working with, it'll be easier to negotiate the price of the car.

And remember, you're the customer who's about to make a big purchase on a new car. So, if you need more information on the Acura you're thinking about buying, don't be afraid to ask for it! The more details you have, the easier it'll be to choose the best car for your needs and budget.

TIP: Buying a car is an exciting process, and going to the right dealership can make your experience even better. With that said, pay close attention to how the dealer treats their customers. No matter if you're ready to buy or are just looking around, they should always do their best to ensure your satisfaction.

Step 6: Know Your Financing Options.

After agreeing on a price with the salesperson, you're now at the financing stage.

How to Finance Your Car Purchase

There are several routes you can take to own a new vehicle, and it's important to understand your options and what you're most comfortable with based on your budget and lifestyle.

A common financing option is securing a vehicle loan. You can apply for a secured or unsecured car loan. With a secured car loan, the credit lender will give you the money to buy the vehicle, but they hold onto its title until you've finished paying off the loan. With an unsecured car loan, the lender will finance your car purchase without you needing to provide any form of security for the loan. Unsecured car loans are usually given by banks or credit unions to borrowers who have high credit ratings and have an established relationship with the lending institution.

You can also get financing from private lenders. The good thing about private loans is that lenders can be more lenient with their terms, unlike banks or traditional credit institutions. Private lenders can include close friends, family, and other private investors.



Finally, you can acquire a vehicle through leasing. When you lease an Acura, you'll have the right to use and maintain it as your own, but the title will remain with the leasing company. Vehicles are usually offered on lease from three months to several years. With this option, you'll pay the leasing company a fixed amount every month for using the vehicle. At the end of the lease period, the leasing company will take back its vehicle.

If you're interested in leasing, ask the salesman or financing expert at the dealership to walk you through various down payment scenarios that'll bring you to a monthly payment you're comfortable with.

Buying a car doesn't need to be a complicated process. The most important thing is finding an Acura dealership you trust and are comfortable with. Following these six steps will help you find the perfect dealership that'll get you the right car at the right price.

Good luck!

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