

buying a used car

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The new model that's shaking up the car industry

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Autoport makes it easy for the buyer – they take care of getting the car in from overseas, and manage all the foreign taxes, GST, compliances and registration.

Just behind insurance brokers, real estate agents and advertising people, car salesman is the least trusted profession in Australia, according to a recent [Roy Morgan's annual Image of Professions Survey](#). They've been at the bottom since the survey began in 1988.

While this reputation might not always be warranted, the realities of used-car dealerships mean buyers can often feel unduly pressured – sales people working on commission are incentivised to get buyers driving off the car yard. This business model also means buyers will almost certainly be paying more to cover overheads, dealer margins – and 'on-road' costs adding to the price.

Searching online provides an alternative but comes with its own downsides. Buyers can choose from a larger selection of cars without navigating the hard-sell approaches of many dealers. However, they could end up buying from a dealer (and paying those extra margins) just the same. If you're buying privately, you may pay less, but you'll also get less protection if the car turns out to be faulty, or misrepresented.

There's a third option and it's disrupting the used car market – Online car dealers. This new business model is directly connecting buyers with cars. It gives buyers the best of both worlds – a larger selection, much lower prices, no hard sell, and the same guarantees and protections you'd expect from a dealer. Here's how it works:



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Hi everyone, my sister has recently moved to live in Nz and is a whizz



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With online car buying your choices are almost endless. Rather than just what's available in New Zealand, you can tap into the huge international markets, which have thousands of options.

CHOOSE FROM AMONG THOUSANDS OF OPTIONS

With online car buying your choices are almost endless. Rather than just what's available in New Zealand, you can tap into the huge international markets, which have thousands of options. You aren't just limited to what New Zealand car dealers think they can sell off the car yard quickly. Conduct a search yourself and you'll be delivered all the information you need to make a decision.

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FIND YOUR NEXT CAR

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Sites like Autoport (www.autoport.nz) allow you to ask questions about each vehicle either online or by picking up the phone. They also offer a search service – give them a brief and a budget and they'll deliver some likely candidates.

CUT OUT THE MIDDLEMAN AND SAVE UP TO 20 PER CENT

With no car yard or stock to purchase and store, these new online car dealers can operate with significantly lower overheads, and pass on these savings to car buyers. Sites like Autoport claim that without the middlemen costs, they can save customers up to 20 per cent. And Autoport's prices are all inclusive drive away prices – there are no hidden costs like On Road Costs (ORC's).



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This new business model gives buyers the best of both worlds – a larger selection, much lower prices, and the same guarantees and protections you'd expect from a dealer.

THE PROTECTION OF DEALING WITH LICENSED PROFESSIONALS

As you would expect there are laws and regulations that Registered Motor Vehicle Traders who must abide by. Buying privately doesn't give you the same safeguards and means you're not protected by the Consumer Guarantees Act to the same extent. With Autoport you also have the reassurance all their cars have passed AA Safety Compliance standards.

Online car buying offers you the same safeguards as you'd find at a traditional car dealer, and some go even further. For example, Autoport offers a 5-day money-back guarantee, a 12-month mechanical warranty (on non modified and non performance cars), finance if you need it. Autoport makes it easy for the buyer – they take care of getting the car in from overseas, and manage all the foreign taxes, GST, compliances and registration.

NO TEST DRIVE ONLINE? YES, THERE IS

A fifteen-minute test drive out of a used car yard isn't long enough for you to truly assess the car you're considering. The likes of Autoport overcome this by offering a 5 day money-back guarantee, essentially giving buyers the chance to test-drive 5 days. Return the car in the same condition within 5 day and having not travelled more than 500km for a full refund – no questions asked.

"We appreciate that buying cars online is a new concept for the public to get their heads around – but is it really?. At Autoport we offer all the same services as a traditional car dealer including Finance. However unlike others, we remove the risk associated with purchasing a car by offering our 5 day money back guarantee and including a 12 month mechanical warranty" David Paviour – Autoport Co-Founder goes on to say.

THE FUTURE OF CAR BUYING

Online car buying is a disruptive new business model – a direct connection between buyers and thousands of cars. By side-stepping the middlemen in the traditional model you're getting the legal protections of buying from a car dealer, without the extra cost.

For more information about Autoport visit www.autoport.co.nz.

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