

GUIDE TO BUYING YOUR CHILD THEIR FIRST CAR

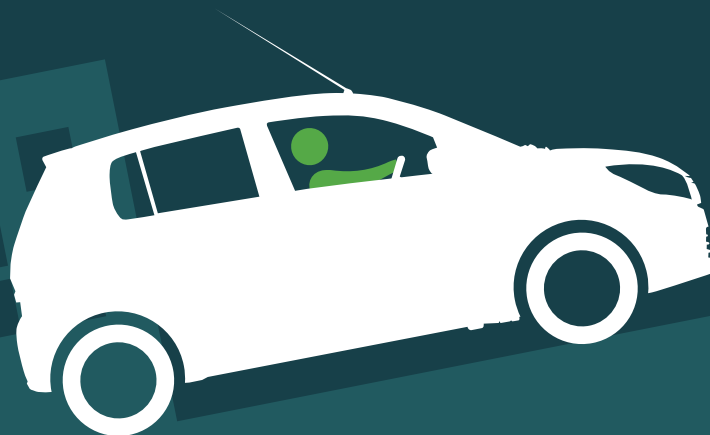
Find out all the pros and cons of buying a new or used car. This guide will help you tick all the important boxes when choosing a safe, reliable (but still “cool”) and affordable car for your child.



JIMNY



SWIFT



CELERIO

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BUYING YOUR CHILD'S FIRST CAR CAN BE SCARY

You've got to consider their safety, overall cost of ownership of the car and, of course, there's the negotiation process; balancing your needs with your child's idea of their dream wheels.

As a mother of two almost-adults, I know that buying a car is both a rite of passage and a battle of wills between a responsible adult and a teenager wanting to look cool. Meeting that middle ground is almost impossible, but here's my experience-driven guide to getting that perfect set of wheels that ticks all the important boxes.

NEW OR USED?

THIS IS ONE OF THE FIRST, AND BIGGEST, DECISIONS YOU'LL MAKE THAT SIGNIFICANTLY IMPACTS YOUR BUYING RANGE.

There are lots of pros and cons to both new and used cars, and in the end you're going to have to weigh up the factors according to your budget and needs. Despite the cost advantages of second hand cars, it's important to remember there are other things to consider too. For example, as Forbes auto journalist Joann Muller writes, "Even the crash tests have changed, so the National Highway Traffic Safety Administration cautions that a 5-star crash rating before 2011 can't be compared with 5-star ratings today. Sure, that '98 Volvo has driver and front passenger airbags. But today's cars typically have 10 airbags -- protecting passengers' head, torso and knees. The old Volvo doesn't have dynamic head restraints (which prevent whiplash in rear-end crashes) nor does it have advanced seat belts (which pre-tighten just before a crash)."

My son wanted an older, cool looking car that could go super fast - but at his age, he actually needed a practical model that wasn't going to break down or need a lot of expensive maintenance. It's important to me that the car is reliable, and wouldn't give any issues (because if the car had issues, I'd have issues - and have to pay for them too) over the next five years, and that's why I decided a small, practical, new car was the best choice for my family.



HERE'S A COMPREHENSIVE LIST OF THE PROS AND CONS OF BOTH SO YOU CAN MAKE THE RIGHT CHOICE FOR YOUR NEWLY INDEPENDENT CHILD.

PROS	
NEW	USED
PEACE OF MIND - you know you're the first owner and the car is in good condition	SIGNIFICANTLY CHEAPER - because, as Cars.co.za says, "The previous owner has absorbed the brunt of the depreciation cycle on the car."
FULL WARRANTY - if there is any issue with the car, you can take it back to the manufacturer for free	TAX FREE - no taxes will be paid on buying a used car
RELIABLE - parts won't need to be replaced for a few years yet and the cars generally need less maintenance	WIDER VARIETY - there are many more and many varied options when looking at the used car market
CUSTOMISATION - new cars often let you add in some customisation to make the model uniquely yours	CHEAPER INSURANCE - costing less, the insurance premiums on a used car are cheaper
LATEST SAFETY FEATURES - new cars will have all the latest tech and safety features as they're rolled out	
MORE ENVIRONMENTALLY FRIENDLY - newer cars are made to be greener and more fuel efficient	

CONS	
NEW	USED
MORE EXPENSIVE - the depreciation on a car sets in almost immediately, so your car loses value as soon as you drive it off the showroom floor	THE UNKNOWN - no matter what the seller says, you can never be 100% sure of the car's history. There are, however, a few insider hacks to buying a used car
ADDITIONAL TAX - a carbon tax is added onto new cars which increases the price	POTENTIALLY UNRELIABLE - breakdowns and part repair can cost a fortune
DEALERS WILL ONLY SELL THE LATEST MODEL	OUT OF WARRANTY AND SERVICE PLAN - if something goes wrong, it's going to be expensive to fix

I spoke to Charl Grobler (Suzuki Marketing and Products Planning Manager) and Meyer Benjamin (car dealer with over 40 years of experience) to get advice about buying a used car. They gave the following 11 tips to anyone looking to buy a used car:

01 REPUTABLE DEALERSHIP

This is key! Meyer Benjamin says a trustworthy dealer will ensure he or she has only high quality stock on hand, and adds, "This is not size related; don't forget your smaller dealerships." Avoid auctions where there are little to no rules protecting the consumer.

02 TRUST YOUR GUT (ACTUALLY VISIT THE DEALER FLOOR)

"Be old fashioned," says Meyer, "And actually visit the dealer you're interested in!" If you get a bad feeling, walk away and find someone you can work with.

03 BE STREETWISE

Says Meyer, "Just remember that a big dealer on a big property means you're helping pay their rent."

04 TRUST YOUR SALESMAN

Once you trust your dealership, it's important to find a salesman you trust. Remember that charming doesn't mean trustworthy - again, you're going to have to go with your gut on this one.

05 THOROUGH HISTORY

The best way to get a thorough history of the car is to ask for the number of the previous owner and give them a call immediately. Meyer warns you don't want to give the dealer time to prep the person in question, so call straight away. If the dealer won't give you the number, that's a big red flag. What are they hiding? When you do get the previous owner on the phone, ask about the problems they've had with the car. "Most previous owners are honest about this," says Meyer, "They've got nothing to lose on the transaction at this point."

06 SERVICE BOOK

Charl recommends asking to see the service book. When last was a service done? Was it done by the car brand itself, or someone else? Also check the last stamp in the book - if it was done by the dealer you're visiting, there's a chance they added the stamp themselves.

07 DRIVE THE CAR

It's best to get someone mechanically minded to do this part with you, but if you can't, listen out for any obvious problems like rattling. Ask the dealer to fix whatever issues you pick up, and - this is essential - test drive it again to see if they kept their word.

08 DON'T WORRY ABOUT MILEAGE, WORRY ABOUT OWNERS

The car's mileage doesn't actually give you much information about how the car was treated, says Meyer. Instead he recommends checking out the owner's manual. One to two caring owners with hundreds of thousands of kilometers is probably in better condition than one with low mileage and many owners. The more owners, the more chance there is for human error.

09 MILEAGE MATCH THE WEAR AND TEAR?

If the car is looking worn and tired, but the mileage is fantastic, chances are the speedometer's had a "haircut" to feature a more attractive number. Charl recommends comparing the mileage on the speedometer to that of the service book. Do they match? If not, don't buy that car!

10 SAFETY FEATURES

Some less reputable dealers will sell cars that have been written off. Check that the car in question has their airbags intact - if they don't, don't buy it!

11 TYRE AGE

Firstly, look at wear and tear. Tyres are critical to the safety of your vehicle, and should be replaced every four years. Meyer shared a little known secret - tyres have their age printed on them. Look for a four digit number on the tyres. The first two numbers are the week, and the second two the year they were made. So a tyre with 1503 on it was made in April (the 15th week) of 2003. If the car in question was listed as a 2014 model, something's not adding up and it's best to walk away. Charl also warns that worn down tyres are a hidden cost and will need replacing. See if the dealer can replace them for you before you buy the car.

KEY FACTORS TO CONSIDER

Once you've decided to go with either a new or used car, you'll need to start looking at various possible makes and models. When you and your child are searching for the perfect wheels, there are several factors to look into in more depth to guide your purchasing decision.



CAR'S PURPOSE

What's the car going to be used for? Where's it going to be driven? For example, if you're looking for a city car that needs to squeeze into parallel parkings and won't be driven long distances, a zippy small engined model (like the [Suzuki Celerio](#)) is the best choice. Despite being a compact car, the [Suzuki Celerio](#) has the most legroom in its class, as well as a decent sized boot at 254L so your child will still feel comfortable, and have loads of room to pack things like luggage for varsity.

Juliet McGuire of Women on Wheels points out, "One of the most important aspects of choosing the right car is ensuring that it suits your needs and lifestyle. If you're an avid outdoor adventurer, then a low-profile, two-wheel drive sedan may not be the best choice for you. A related case may be the need to transport a lot of equipment or general items with you, which means that storage capacity should be a consideration. Remember that you'll likely have your car for at least five years, so think ahead to what your child's needs could be down the line."

Trying to convince your 18 year old surfer son to drive a compact city car might be a battle of wills. Practical as the car may be, it won't fit in with his lifestyle if he can't fit a surfboard in the back! So, for example, choosing an adventure car, like the [Suzuki Jimny](#) will meet your safety and reliability needs, and still fit in with your child's lifestyle.

It's also best NOT to get your 18 year old child, no matter how much they beg you, a super fast car. No matter how far they're driving, the risk just doesn't outweigh the cost and convenience.



BUDGET

As the paying parent, this is an essential feature that will shape your other decisions. If your budget is lower, a used car should be a serious consideration, but remember there will be additional costs for possible break downs and downtime. Smaller new cars like the Suzuki Celerio (cars.co.za Budget Car of the Year 2017) are also something worth serious investigation.

RELIABILITY (& MAINTENANCE)

If images of your child being stranded in the middle of nowhere keep you up at night, then reliability should be a major factor in your purchasing decision. This speaks to new and used cars, but also choosing a model and make that has a good track record with repairs and breakdowns. You should also look at the cost of parts and frequency of services.

PARTS THAT REGULARLY NEED REPLACING ARE THE MOST HARDWEARING:

- CV joints
- Tie rod ends
- Rack ends
- Clutch and pressure plates
- Control arms
- Ball joints
- Wheel hubs
- Shock absorbers
- Brake pads and shoes
- Wheel bearings

SAFETY

South Africa has some of the highest road deaths in the world, so making sure the car has all the necessary safety features is essential. Wheels24 highlights the factors to consider:

- 01** Strength, intensity and resistance of all safety belts.
- 02** Ensure that there is a legal amount of tread on ALL the tyres - including the spare wheel. If needed be, push the dealer/seller to fit new tyres on your car.
- 03** Test the hooter and all the lights on and in the car.
- 04** Check how many airbags the car is fitted with - some makes and models don't have airbags at all, others only have one for the driver. Consider whether your child will be carrying passengers in their car, and whether one airbag will be enough to keep them safe.
- 05** Ask for a report on the car's accident history. Some dealers may not tell you this, unless you ask.

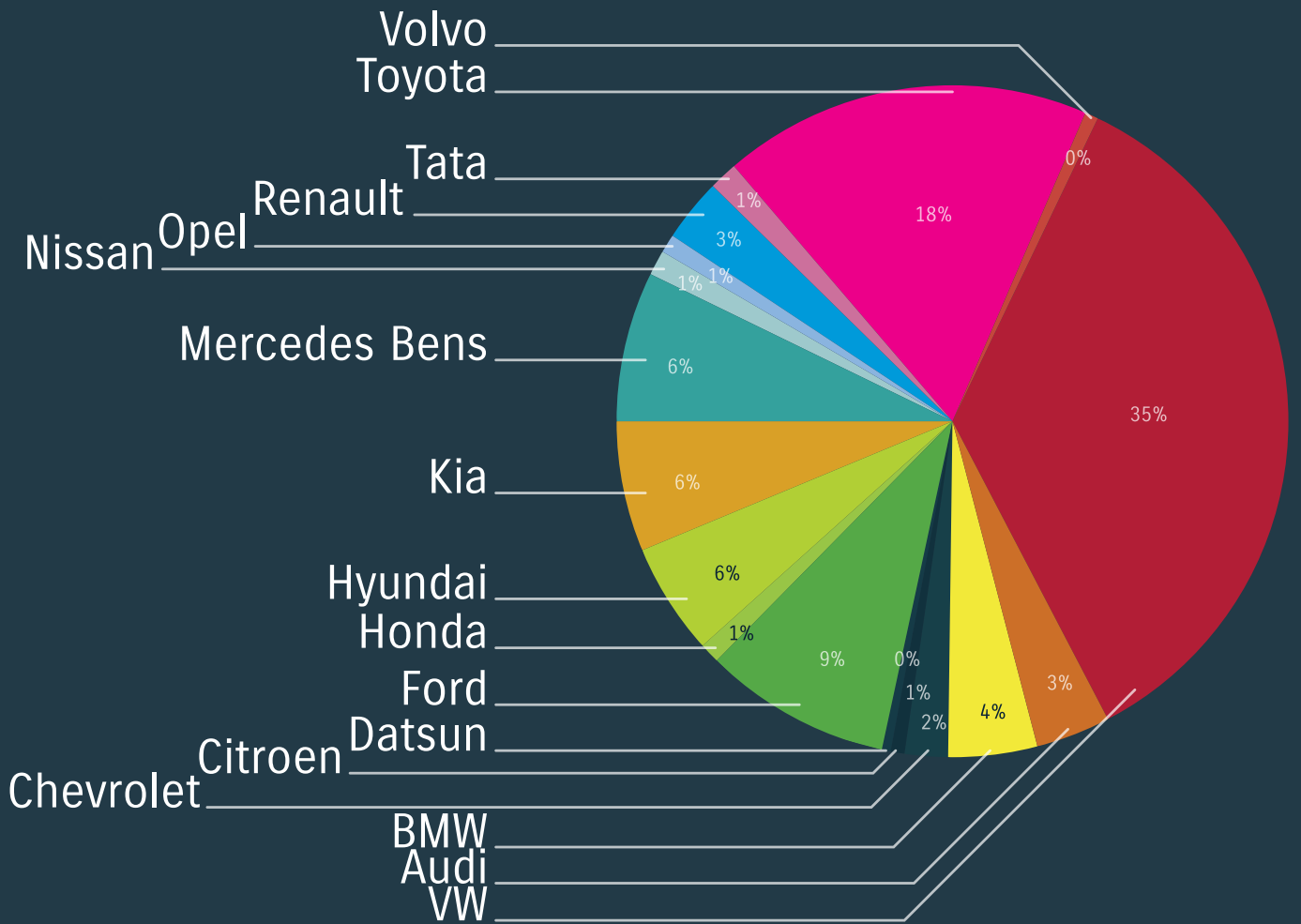
It's also important to look at issues like how likely is the car to get hijacked or stolen. According to vehicle tracking company Ctrack, the top ten most stolen or hijacked vehicles in South Africa are, in order:

VW
TOYOTA
FORD
CITROEN
KIA
HYUNDAI
BMW
AUDI
RENAULT
CHEVROLET

[Visit our blog to see the stats.](#)

The Ctrack chart below indicates the percentages of theft or hijacking by brand. It's interesting to note that Suzuki didn't feature as a high risk vehicle on this list.

PASSENGER VEHICLES STOLEN/HIJACKED



FUEL EFFICIENCY

Whether or not you're paying for fuel, this becomes one of the car's top running costs and will certainly impact your child. Fuel actually adds up to 40% of the car's costs! Think of all the extra McDonand's burgers your child can buy, by choosing a car with better fuel economy.



The Automobile Association (AA) gave the following advice about fuel efficiency:

“The gap between the fuel economy you get in the real world and the official figures that car manufacturers quote in their brochures has been getting wider and wider. Back in 2001 the average gap was a relatively small 8% but by 2014 this had grown to 40%.

Some difference is to be expected as a laboratory test can never accurately reflect the range of driving style, road and weather conditions in the real world, but the gap is now so wide that some manufacturers have been accused of misleading claims.

It seems that the more economical a car is to run, on paper, the greater the gap between official figures and actual fuel consumption. This means you can't even rely on official figures as a guide to relative performance.”

In their article on fuel efficiency, they mentioned that one of the ways to check a more realistic fuel economy figure, was to check the site, Honest John, which is a consumer generated measure of actual fuel efficiency. Consumers from around the world submit their actual fuel consumption based on how regularly they need to fill their tanks and their actual mileage.

The AA writes “users have uploaded more than 100,000 fuel consumption figures. On average cars achieve 84% of the official combined fuel consumption figure”. Suzuki scored higher than the industry average, with an average of 90%.



INSURANCE

Talk about a grudge purchase! If you're buying a car for anyone under 25, insurance premiums are going to skyrocket. It's tempting to put the car under your name, but if anything happens you won't get a cent of the insurance company. Keep the insurance premium in mind when setting a budget for your car.

The reason why insurance is so high for drivers under 25, is their lack of driving experience coupled with risky driving behaviour (e.g. driving

faster than the speed limit) which is quite common among younger drivers. Experts have found that drivers are more likely to have an accident within their first year of obtaining their driver's license, than at any other time in their lives. There, however, are a few tips and tricks to secure a better insurance premium - like buying a lighter colour car. White cars are the most visible on the road at night and during bad weather, therefore this reduces the risk of an accident occurring.

The Managing Director of Alexander Forbes Insurance, Gary Dombo, provided several ways for younger drivers to improve their chances of getting a lower insurance premium.

These were:

Obtain a defensive driving certificate. This lowers your chances of being viewed as a risky driver.

Choose a car with less power (a lower kilowatt motor). Cars with powerful engines are considered more dangerous, and even more so for drivers under 25.

Build up your driving history. If you regularly receive your no claims bonus, and have a proven good history as a low risk client, your rates will be reduced.

Pay as you drive. Taking out a policy that limits your monthly mileage, means you're less likely to be involved in an accident. This will also reduce your monthly premiums.

Make sure your car is always secure. Park your car behind a locked gate at night.

FINANCING

Balloon payments, extras, and the term and length of your contract are all factors to consider when financing a car, as well as choosing between a fixed and linked interest rate. As Wesbank told Wheels24, “A fixed interest rate on your loan will be higher at first, but it will also remain the same for the duration of the loan. Conversely, a linked interest rate will be lower at first, and save you money. However, it also increases – and so will your monthly car installment – when the Reserve Bank changes interest rates.” A balloon payment may make your monthly repayment lower, but keep in mind that at the end of the finance term you’ll have to pay that amount in.



COOL FACTOR

There’s no denying that you and your child will have completely different priorities when choosing a car to purchase. Being aware of your child’s needs and wants, and letting them know that you understand why these things are a priority to them, will make the negotiation process easier.

This doesn’t mean that you need to compromise on the safety or reliability of a vehicle - you may just need to find some creative ways to meet them halfway. Style won’t be a big factor for you, but it’s certainly something your young adult will be concerned about. Newer models give you more customisation options, but older cars can have their own ‘swag’. Ultimately, you’ll want to choose a car that has the perfect balance of practical and cool factors.

HERE ARE SOME PRACTICAL VS. “COOL” FACTORS TO CONSIDER WHEN YOU’RE LOOKING FOR THE PERFECT CAR FOR YOUR CHILD:

PRACTICAL FACTORS vs “COOL” FACTORS

PRACTICAL FACTORS	“COOL” FACTORS
<p>SAFETY:</p> <ul style="list-style-type: none"> - ABS - Airbags - Central locking - Structural integrity 	<p>“SEXINESS”:</p> <ul style="list-style-type: none"> - Exterior design - Finishes (e.g. rims vs. hubcaps) - Colour/s - Brand / model
<p>RELIABILITY:</p> <ul style="list-style-type: none"> - Low mileage - No previous accidents - New or recent model (0-3 years old) - < 2 Previous owners 	<p>PERFORMANCE:</p> <ul style="list-style-type: none"> - Speed - Engine size / power
<p>AFFORDABILITY:</p> <ul style="list-style-type: none"> - Purchase price / monthly installments - Insurance cost - Fuel efficiency - Warranty / service / maintenance plans - Replacement part prices - Availability of replacement parts 	<p>LUXURY / COMFORT:</p> <ul style="list-style-type: none"> - Interior design - Space - Quality (e.g. leather steering wheel) - Touchscreen - Adjustable seats (how low can they go?)
<p>EASE OF OPERATION:</p> <ul style="list-style-type: none"> - Power steering - Electric windows - Automatic - Steering controls - Bluetooth / handsfree 	<p>SOUND, SOUND, SOUND:</p> <ul style="list-style-type: none"> - Number of speakers - USB, Bluetooth, mp3, AUX - Quality of sound - Can I play my music really loudly?

COMPARATIVE LIST

The following comparative list is an example of how you can compare the features of all the models you're looking at as possibilities, in order to help you determine which models best suit your and your child's needs. You'll find a blank printable version of the comparative list at the end of this eBook - so you can create your own comparisons. This list only includes standard features but includes space for optional extras, if you're purchasing a new vehicle. Remember, that optional extras will increase the overall cost of the car.

FACTOR	SUZUKI SWIFT 1.2 GA	SUZUKI CELERIO 1.0 GA	SUZUKI JIMNY 1.3 MT
AFFORDABILITY			
PURCHASE PRICE	R152 900	R132 900	R256 900
STANDARD WARRANTY / SERVICE PLAN / MAINTENANCE PLAN	The standard warranty on Suzuki vehicles is three years or 100 000 km The service plan is 2 years or 30 000 km	The standard warranty on Suzuki vehicles is three years or 100 000 km The service plan on a GL model is 2 years or 30 000 km	The standard warranty on Suzuki vehicles is three years or 100 000 km The service plan is 4 years or 60 000 km
AVAILABILITY OF REPLACEMENT PARTS	Readily available	Readily available	Readily available
FUEL EFFICIENCY	5.3l/100km	4.7l/100km	7.2l/100km
SAFETY (STANDARD FEATURES)			
BRAKES	ABS / EBD	ABS	ABS
AIRBAGS	2	2	2
CENTRAL LOCKING	No	No	Yes
ALARM	No	No	No
EASE OF OPERATION (STANDARD FEATURES)			
POWER STEERING	Yes	Yes	Yes
ELECTRIC WINDOWS	No	Yes	Yes
GEARS	Manual	Manual	Manual

FACTOR	SUZUKI SWIFT 1.2 GA	SUZUKI CELERIO 1.0 GA	SUZUKI JIMNY 1.3 MT
CONVENIENCE (STANDARD FEATURES)			
DIMENSIONS	Length: 3850mm Width: 1695mm Height: 1530mm Weight: 1415kg Ground clearance: 170mm Turning circle radius: 4.8m	Length: 3600mm Width: 1600mm Height: 1560mm Weight: 1250kg Ground clearance: 165mm Turning circle radius: 4.7m	Length: 3545mm Width: 1600mm Height: 1670mm Weight: 1420kg Ground clearance: 190mm Turning circle radius: 4.9m
BOOT SIZE	210L	235L	113L
NUMBER OF DOORS	5	5	3
“COOL” FACTORS (STANDARD FEATURES)			
COLOUR	Mysterious violet, Silky Silver Metallic, Midnight Black Pearl, Pearl Arctic White Pearl, Glistening Grey Metallic, Solid Fire Red	Blazing Red, Cerulean Blue, Silky Silver, Glistening Grey, Sunshine Yellow, Pearl Arctic White	Cool Khaki Pearl Metallic, Blueish Black Metallic, Superior White, Silky Silver, Steel Silver Metallic, Prime Bison Brown, Quasar Grey Metallic
SOUND SYSTEM	Choose your own	Choose your own	CD+MP3 and Bluetooth
NUMBER OF SPEAKERS	4	2	2
FINISHES	Steel wheels Air Conditioner	Steel wheels Air Conditioner	Alloy wheels Air Conditioner Roof Rails

CAR MODELS TO CONSIDER

THERE ARE A HUGE RANGE OF AFFORDABLE MODELS AVAILABLE IN SOUTH AFRICA IN BOTH THE NEW AND USED CAR MARKET.

If buying a new car, it's important to keep the car's resale value in mind. As Auto Advice says, resale value is determined by a variety of factors, "It is a mixture of SUPPLY AND DEMAND, product quality, and public perception." According to them, these are the top eight car models in terms of resale value in South Africa:

- 01** Toyota (excluding Camry and Auris)
- 02** Volkswagen (excluding Passat)
- 03** Audi
- 04** Mercedes Benz
- 05** BMW
- 06** Suzuki
- 07** Ford
- 08** Hyundai (excluding Accent, Sonata and Elantra)



NEW CAR MARKET

New cars in SA: Priced from R130 000 - R260 000 (September 2020 prices)

Please note: this list contains only base-price models and excludes derivatives within the same price band.

MODEL	BASE PRICE	ENGINE	POWER	AIRBAGS	BOOTSPACE
Ford Figo Diesel	R 243 000	1.5 litre	91kW/150Nm	6	257ℓ
Suzuki Baleno	R 221 900	1.4 litre	68kW/130Nm	2	355ℓ
Hyundai Grand i10 1.0 Motion MT	R 182 900	1.1 litre	48kW/94Nm	2	256ℓ
VW Polo Vivo	R 215 900	1.4 litre	81kW/200kW	2	351ℓ
Swift Sport	R 171 900	1.2 litre	61kW/113Nm	2	268ℓ
Nissan Micra	R 239 000	0.9 litre	66kW/140Nm	4	300ℓ
Toyota Etios	R 183 000	1.5 litre	66kW/132Nm	2	251ℓ
Peugeot 208 Active 1.2 PureTech BVM 60kW	R 259 900	1.2 litre	60kW/108kW	4	311ℓ
GMW M4	R 177 400	1.5 litre	77kW/138kW	2	310ℓ
Kia Picanto 1.0 Style	R 200 995	1.1 litre	49kW/95Nm	2	255ℓ
Renault Kwid 1.0ℓ Expression	R 156 900	1.0 litre	50kW/91Nm	2	279ℓ
Datsun Go Five 1.2	R 159 900	1.2 litre	50kW/104Nm	2	265ℓ

New cars in SA: Priced from R130 000 - R260 000 (September 2020 prices)

MODEL	BASE PRICE	ENGINE	POWER	AIRBAGS	BOOTSPACE
Suzuki Celerio 1.0 GA MT	R 156 900	1.0 litre	50kW/90Nm	2	235ℓ
Renault Sandero 66kW Turbo Expression	R 213 900	1.0 litre	66kW/135kW	2	320ℓ
Mahindra KUV100 Nxt 1.2 G80	R 148 999	1.2 litre	61kW/115Nm	2	243ℓ
Suzuki S-Presso 1.0 GL 5MT	R 139 900	1.0 litre	50kW/90Nm	2	270ℓ
Renault Triber 1.0 Prestige	R 174 800	1.0 litre	52kW/96Nm	4	64ℓ



USED CAR MARKET

Used cars are more challenging since there are many factors to consider, and price is extremely variable and changes according to buyer demand, wear and tear on the car, and a variety of other unpredictable issues.

However, UK automotive research specialists, JD Powers, has given Suzuki two thumbs up in their 2016 JD Power Vehicle Dependability study.

The study, which is renowned for its comprehensive quality, found Suzuki to be 30% better than the industry average, after three years of ownership. JD Powers commented that “the next best car to a brand new Suzuki is a pre-owned one”.

The Vehicle Dependability study measures the number of problems that customers experienced within the first three years of owning their cars, as well as the levels of sales and service satisfaction.

The study measures 177 specific areas per car model, including:

- Engine
- Transmission
- Driving experience
- Paint quality
- Panel fit
- Finishes
- Seats
- Heating and ventilation,
- In-car entertainment
- And the overall quality of the car’s interior after three years of use

The UK JD Power report mirrors Suzuki’s internal customer satisfaction ratings in South Africa. Since its official local launch in 2008, Suzuki has seen its customer satisfaction ratings track positive to its growth in market share, with a high point recorded in 2014, when it was officially recognised as the second-fastest growing brand in the country.

CONCLUSION

There is so much to consider when buying a car for your young adult, but in the end it's a combination of factors that makes the right car stand out for you and your child.

Remember to always take the model for a test drive, do your homework, and listen out for any noises that might indicate deeper seated issues.



MEET THE AUTHOR

Assistant Marketing and PR Manager

Megan joined the auto industry in 1995 and felt at home straight away. She joined the Suzuki family eight years ago and loves what cars mean to people: they're more than a way to get from A to B. She also enjoys the surprised reactions from people when she speaks 'car' fluently - as a woman - and her favourite model is the [Jimny](#). This grammar fanatic loves reading historical fiction and - guilty pleasure - playing Candy Crush. Her family are all Suzuki addicts too and her nineteen year old daughter wants a [Vitara](#) most of all.



FACTOR	MODEL 01	MODEL 02	MODEL 03
AFFORDABILITY			
PURCHASE PRICE			
STANDARD WARRANTY / SERVICE PLAN / MAINTENANCE PLAN			
AVAILABILITY OF REPLACEMENT PARTS			
FUEL EFFICIENCY			
SAFETY (STANDARD FEATURES)			
BRAKES			
AIRBAGS			
CENTRAL LOCKING	Yes / No	Yes / No	Yes / No
ALARM	Yes / No	Yes / No	Yes / No
RELIABILITY (IF PURCHASING A USED CAR)			
MILEAGE			
NUMBER OF PREVIOUS OWNERS			
ACCIDENTS	Yes / No	Yes / No	Yes / No
MODEL YEAR			
IS THERE ANY REMAINING WARRANTY?	Yes / No	Yes / No	Yes / No
FULL SERVICE HISTORY	Yes / No	Yes / No	Yes / No
EASE OF OPERATION (STANDARD FEATURES)			
POWER STEERING	Yes / No	Yes / No	Yes / No
ELECTRIC WINDOWS			

FACTOR	MODEL 01	MODEL 02	MODEL 03
GEARS	Manual / Automatic	Manual / Automatic	Manual / Automatic
STEERING CONTROLS	Yes / No	Yes / No	Yes / No
CONVENIENCE (STANDARD FEATURES)			
DIMENSIONS	Length: Width: Height: Weight: Ground clearance: Turning circle radius:	Length: Width: Height: Weight: Ground clearance: Turning circle radius:	Length: Width: Height: Weight: Ground clearance: Turning circle radius:
BOOT SIZE			
NUMBER OF DOORS			
“COOL” FACTORS (STANDARD FEATURES)			
COLOUR			
SOUND SYSTEM			
NUMBER OF SPEAKERS			
BLUETOOTH	Yes / No	Yes / No	Yes / No
FINISHES			

FACTOR	MODEL 01	MODEL 02	MODEL 03
OPTIONAL EXTRAS (ADD ONS)			
	R	R	R
	R	R	R
	R	R	R
	R	R	R
ADDITIONAL COST	R	R	R
TOTAL COST (TOTAL COST OF OWNERSHIP + ADDITIONAL EXTRAS)	R	R	R