

AutoTrader Editors Say Now is an Ideal Time for First-Time Car Buyers to Make Their First Purchase

Model year-end leads to savings on new and certified pre-owned vehicles that offer the features that young buyers need and want

ATLANTA, Sept. 30, 2014 /[PRNewswire](#)/ -- With the new school year in full swing, many families might be considering encouraging the new drivers in their household to pull an extra car in the garage to help ease the strain of parental taxi-duty. The good news is according to AutoTrader.com's expert editors, now is a great time for first-time car buyers to enter the market - even if they're not necessarily looking for a new car.

"Fall is generally when new models start hitting local dealerships, and as the new 2015 vehicles start arriving on dealer lots, more incentives are offered on the 2014 vehicles to make room," Brian Moody, AutoTrader.com site editor says. "While this is a fairly well-known and well-advertised event, what many car shoppers don't realize that this is also a great time for savings on some certified pre-owned used cars as well. As more 2014 vehicles start entering the CPO market, it puts price pressure on the older models and can give consumers a good opportunity to negotiate. Particularly if the 2014 models were all-new or improved over the previous versions."

AutoTrader.com editors say these new vehicles offer a good combination of value, safety and comfort features that will appeal to first-time shoppers:

- 2014 Toyota RAV4
- 2014 MINI Cooper
- 2015 Volkswagen Golf
- 2015 Mazda3
- 2015 Kia Forte
- 2015 Honda Accord

"Even consumers who are looking for model-year end savings can find good value on the 2015 vehicles we've included on our list," Moody said. "We feel these models - as well as the outgoing 2014s - are at a great price point considering the quality and features offered."

For those who still want the safety and amenities of a new vehicle, but prefer to shop used, AutoTrader's experts say CPO versions of these models are great choices:

- Chevrolet Sonic
- Ford Fiesta
- Hyundai Veloster
- Ford Escape

When it comes time to head to the dealership, Moody says there are four key things that first-time buyers should keep in mind:

"First, set a budget before you start shopping. Then, prioritize the things you actually need in a car vs. just nice to have. Make sure you know your credit score so you have a clear picture of your financing options, and when it comes time to take the test drive, make sure it's at least 30 minutes long on a mix of highway and city roads. Really use that time to make sure the car is a fit for you and your lifestyle," Moody says.

For more car shopping advice and to search more than 4 million new, CPO and used cars for sale, visit [AutoTrader.com](#).

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