

FREE EBOOK

6 STEPS TO BUYING A NEW

Honda Accord



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6 STEPS TO BUYING A NEW *Honda Accord*

Buying a new Honda Accord is a great decision. It offers you dependable safety, great fuel economy, comfortable space, and lots of features in a classic midsize sedan. Whether you're planning on using it for your commute or family road trips, it'll serve you well for a long time and thousands of miles.

So, how do you go about buying one of these trusted cars? To help you go from browsing online to signing on the dotted line and getting the keys, we'll explore the six steps to buying a new Honda Accord.



1. MAKE A BUDGET

You're a smart shopper. You've chosen to buy a car that's got a lot to offer and has earned its impressive reputation. Now let's get you ready to embark on the process of finding and buying the right Honda Accord for you.

The first thing you should do is get your finances in order. Every step of the process will be easier if you start with an organized budget. The Honda Accord features multiple trim levels. Each one has a different starting price. Knowing which falls within your budget will help you decide which one you want to buy and what dealerships you'll be shopping from.

It'll also pay off when you're discussing financing agreements. Going into a finance center with a set budget in place will make negotiating and pre-qualifying easier. You'll already know how much you can put on a down payment and what sort of monthly financing payments you'll be able to afford.

2. WORK ON IMPROVING YOUR CREDIT

On top of knowing what sort of down payment you'll be able to make and which trim levels are in your price range, doing some prep work before you start shopping can help you get a better rate on your new car. The financing agreements you qualify for are directly determined by your credit. To help you get the best options, take some steps to improve your credit score before you buy.

First, check your credit score and credit history. There are free, reliable sources you can use like Experian® that'll let you see your current score, your open lines of credit, and your full credit history.

Once you know where you're starting from, take some steps to improve your credit. Try to pay off any outstanding debts or lines of credit that you still have open. Closing these out is a great way to improve your score. Likewise, hold off on making any big purchases or signing up for any new credit cards until after you've purchased your new car. Fill out a financing application online to get started!



3. DO YOUR HOMEWORK

Now that you've gotten your wallet prepared for buying a new car, it's time to study up on the Honda Accord. You've already researched cars and focused on buying this dependable midsize sedan, but there's lots of options to choose from with this iconic vehicle.

Are you looking for a sporty drive or a refined one? Does premium cloth or perforated leather match your personality? Do you want to pair your engine with a smart shifting Continuously Variable Transmission (CVT) or customize your drive with a manual transmission?

These are all things to consider when you review this car's trim levels. While each one gives you the same large trunk space, comfortable interior, and Honda Sensing® driver assistance technology, features like heated seats, LED fog lights, and the size and style of your wheels can vary between trim levels.

There are even options for what kind of powertrain you can drive on. Does the way you drive call for a sporty turbocharged engine under the hood? Do you need a larger option with more power? If you're interested in getting great fuel economy there's even a fuel-efficient Honda Accord Hybrid.



Before you head to a dealership, try making a list with two categories. The first and most important column should be what you absolutely need your new car to have. The second column should be features that you'd like to have but aren't required. It's OK to give yourself some wiggle room, but not too much.

By having a checklist that's split up into your requirements versus bonus features, you'll be able to zero in on the trim levels that check off the most boxes. Then you can compare the rates for each one and see which ones fall within your budget.

4. Shop Around

Now your search begins. You've decided which Honda Accord you're going to look for. You just need to find it. Start by looking at the dealerships in your area. You should be able to browse through their inventory online to see if any of them have a model in stock that has what you're looking for.

The benefit of browsing online is that in addition to seeing if the car of your dreams is nearby, you'll get to see how much each dealership offers it for. You may find that every dealership has a slightly different rate and one is better for your budget than another.

On top of checking out their inventory, see if you can find out what kind of reputation the dealership has. Read some customer reviews or ask your friends, family, or coworkers if they've heard anything about what it's like to shop there.

By finding a dealership with resources and a staff you can trust, you'll have a better time shopping for your car. Plus, the nice thing about buying a new car is that if their inventory doesn't have exactly what you're looking for, they should be able to custom order it from the manufacturer for you.

5. Test Drive

Now for the fun part: Walking onto the lot or showroom and seeing all the cars for yourself is always exciting. Grab a seat in the Honda Accord that you're interested in and let one of the dealership's sales associates give you a tour of its features and how they work.

After you've gotten the run down on how to adjust the seats, sync your smartphone via Bluetooth®, and use the navigation system, you're ready to take it for a spin. A test drive is your chance to see how the car measures up to your standards and matches your expectations.

See how it handles and if it accelerates, shifts, and brakes smoothly. If you're satisfied with how it feels to sit behind the wheel, check out what the ride will be like for your passengers. Sit in each seat to make sure your next car will be comfortable for your friends and family too.

Next, hop out and give the car a thorough look. Walk around and check the tires, trunk, and under the car for any potential maintenance issues. Pop the hood and make sure everything is running smoothly too. You can also have the dealership's service technicians inspect it for you. Since it's a new car, things should be in good shape, but it's always a good idea to double check before you buy.

If everything is in good shape and it meets your requirements, you can step into the finance center to discuss buying your new Honda Accord.



6. Discuss Financing

When you're reviewing options with a financing professional, you'll be glad you organized your budget and worked on your credit score earlier. Now it'll be easier for you to pre-qualify for financing agreements and get approved for a favorable rate.

What you qualify for is directly tied to your credit score. The work you did on your credit before you started shopping should allow you to get options that work for you. This includes your down payment and how much you'll owe each month over the next few years.

The dealership's finance center experts will present you with options that they've negotiated with finance companies. Their goal is to help you buy the car you want, so they should be solid options.

On the day you buy your new car, you'll make your down payment on it and sign the financing agreement that you've discussed with the team. The terms of the agreement include a payment plan for how much you'll be paying each month, and how many months you'll still owe towards covering the value of the car.

Once you've signed the paperwork and made your down payment, the car is all yours! You'll get the keys, drive home in a brand-new Honda Accord, and start making monthly payments until it's all paid off.

Find Your New Honda Accord

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