

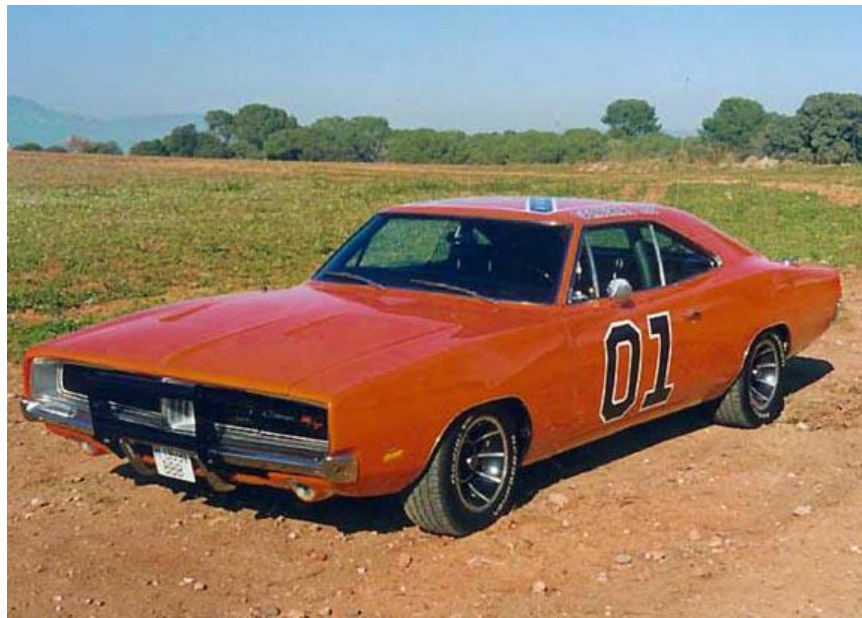
Carfax Reports: No Substitute for a Good Mechanic  
By: Jason Penland

Buying a used car is the simplest thing that you can do in your life. Once you settle on what car you want, even down to the color, all that is left is to pick the lowest cost one you can find, and bring it home, right? It is a relief that the 2<sup>nd</sup> biggest purchase you are going to make is so easy! Most people see something like the picture below when they go car shopping.



*"Ahh. We'll just draw a number out of a hat to decide which one to get honey. They're all the same!."*

In reality there is a world of difference from one car to the next. To illustrate this point, I want to use a real world example. Let's call the used car you're looking at the General Lee:



*They say she just drove it to church on Sunday and didn't go above 25 miles per hour. And it's \$1,000 cheaper than what the other guy was charging!*

You have done your homework. Everyone else is \$1,000 higher for the same car. You say, yeah we'll take it! Did you get your mechanic to look it over? Bah, who needs that! I mean, why would a mechanic need to inspect a car that looks like a lady drove it to

church on Sundays, and left it in her garage the rest of the week? Why, that would be a total waste of time! Well, if your mechanic had, he might have discovered something.



*Your Mechanic: "Where did she go to church again?"*

But it's not my fault, Jason! I did a Carfax, and that smiling fox told me everything was alright! Carfax does an excellent job when it comes to branded titles and odometer discrepancies, but it does not catch everything. I am sorry to tell you this, but although Car Fox is cute (I have one on my desk), the cute furry little bundle of fur does not report everything, so don't blame him for not doing your due diligence.



*Touch me and I'm calling PETA.*

Even [Carfax](#) says on their website to have your vehicle inspected by a qualified mechanic. Why is that? Well, for starters, most rental companies are Self-Insured, and previous rentals will make up the majority of used vehicles that you look at. This means that if a police report is not filed, and the person renting the car decides to, ohhh.... get cozy with the guardrails for a half mile, and then bring it back to the rental place, it's not getting reported. The fact is, even though it's advertised as a Clean

Carfax 1-Owner, or it's a non rental and the salesman tells you it was driven by a little old lady to church on Sundays, you don't know which route she took to get there.



*I love when we go off-roading on the way to church Mr. Colburn.*

Carfax reports what insurance companies and the Department of Transportation report, along with a host of about 34,000 other sources. Despite this crazy number of sources, previously repaired damage or other issues many times evade their wide radar.



*It's a safe bet Carfax caught this one.*

Even leased vehicles can avoid a bad Carfax report if the owner does not report the damage to their insurance company, and decides to fix it themselves. Car Fox does not go sniffing around, doing background checks on the people that have the vehicles, and record their every action in that vehicle. It would be kind of interesting to see that though.



*This qualifies as "interesting."*

So don't blame the Car Fox if he does not find every problem with your vehicle. Your mechanic is going to be the best source of history for that vehicle. If it was ridden hard and put away wet, he'll know better than the Car Fox. Or you can just buy off of us. We have been in the business for over 35 years, and know what we're doing. You want a Carfax Report, you got it! We provide one for your viewing with every late model vehicle. You want your mechanic to inspect a vehicle we have on the lot? No problem! Buy with confidence at Log Cabin Motors today!