

What Makes Certified Pre-Owned Cars a Great Deal?



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When it comes to buying a car, most of us face the eternal debate: new or used? Sure, a brand-new car has that unmistakable "new car smell" and zero miles on the odometer..

Used cars, on the other hand, save you some serious cash upfront but come with their own set of uncertainties.

Enter the **Certified Pre-Owned (CPO)** car—an often overlooked middle ground that offers the best of both worlds.

But what makes these CPO cars such a great deal? Let's peel back the curtain and explore what many buyers overlook.

What Is a Certified Pre-Owned (CPO) Car?

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At first glance, a **Certified Pre-Owned** car might seem like just another used car with a shiny label. But there's a lot more to it.

CPO vehicles are used cars that have undergone a thorough inspection, by the manufacturer, and come with a certification to prove they meet specific standards.

Not every car can qualify for CPO status. Most manufacturers set strict requirements: the car has to be a few years old, have low mileage (usually under 80,000 miles), and pass a multi-point inspection.

The rigorous certification process ensures you're getting a car that's been well taken care of.



Top Reasons CPO Cars Are a Great Deal

Now that we know what a CPO car is, let's get into why they're such a steal. Here are the top reasons Certified Pre-Owned vehicles make for a fantastic deal:

1. Lower Depreciation—But Nearly New Quality

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A major reason why buyers are drawn to certified pre-owned (CPO) cars is **depreciation**.

When you buy a brand-new car, its value drops the moment you drive it off the dealership lot.

In fact, new vehicles can lose up to 20% of their value within just the first year.

CPO cars, on the other hand, have already experienced this initial depreciation.

Since they've had one previous owner, their price is much lower than a new car's—without compromising much on the quality. Essentially, you're getting an almost-new car without paying for that dreaded first-year value drop.

2. Manufacturer-Backed Warranties

One of the key advantages of purchasing a certified pre-owned (CPO) vehicle is the **warranty** coverage.

Unlike most traditional used cars, which either come with no warranty or a minimal one, CPO vehicles offer a warranty supported by the manufacturer.

This warranty is often comparable to that of a brand-new car, providing extensive coverage. As a result, if any issues arise, you're well protected.

Some programs even extend the original factory warranty, giving you more years or miles of coverage than you'd get with a new car.

And since it's a manufacturer-backed warranty, you won't have to deal with the third-party warranties.

3. Rigorous Inspection and Reconditioning

Not all used cars are created equal, and with a CPO car, you can have peace of mind knowing it's been put through its paces.

Manufacturers require that CPO vehicles undergo a **multi-point inspection** before they earn that certification.

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Depending on the manufacturer, this can include 150+ different checks covering everything from the engine to the tire tread.

Any problems found during the inspection? They get fixed. The car is then reconditioned—whether that's replacing worn parts, tuning the engine, or fixing minor cosmetic issues. So, unlike a typical used car, you're not inheriting someone else's problems.

4. Low-Interest Financing Options

Here's something many buyers don't realize—**Certified Pre-Owned vehicles** often qualify for the same low-interest financing rates as new cars.

Car manufacturers frequently offer promotional rates on CPO vehicles, sometimes even better than what you'd get on a brand-new model.

This can make financing a CPO car not only more affordable than a regular used car but sometimes even cheaper than a new one.

These low-interest offers can translate into significant savings over the life of your loan, making CPO cars an even better deal.

5. Special Perks You Don't Get With Used Cars

When you purchase a certified pre-owned (CPO) car, you often get more than just the vehicle itself—many programs come with additional perks.

For example, some manufacturers offer 24/7 roadside assistance, ensuring you're covered in case of a flat tire or a dead battery.

Other benefits may include complimentary vehicle history reports or even free loaner cars if your CPO vehicle requires extended repairs.

These added services provide extra peace of mind, something usually not available with standard used cars.

6. Longer Return or Exchange Periods

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Something that doesn't get talked about much is the **return or exchange period** some CPO programs offer. Depending on the dealership, you may get a week or more to return or exchange your Certified Pre-Owned car if you aren't satisfied. This is almost unheard of with new or regular used cars and gives you more flexibility if the car isn't a perfect fit.

What To Watch Out for When Buying CPO

Of course, like anything, buying a Certified Pre-Owned car isn't without its downsides. Here are a couple of things to keep in mind:

- **Higher Price Than Regular Used Cars:** CPO cars come with a premium. The certification process, inspections, and extended warranties mean CPO vehicles are often priced higher than their non-certified counterparts. However, for many, the extra cost is worth the peace of mind and added benefits.
- **Not All Dealerships Follow the Same Standards:** While most dealerships are trustworthy, not all CPO inspections are created equal. Make sure to ask for the inspection report and look at the vehicle's history to confirm it was properly vetted. A little diligence goes a long way in ensuring you're getting what you're paying for.

CPO vs. New vs. Used: Which Is Right for You?

So, how do you decide between a CPO, new, or traditional used car? Here's a quick breakdown:

- **New Car:** Ideal if you want the latest features and don't mind the depreciation hit.
- **CPO Car:** Perfect if you want a near-new car experience without the hefty price tag, plus the added security of a warranty.
- **Used Car:** Great if you're looking for the lowest possible price but are willing to take on more risk and responsibility for repairs.



Final Thoughts on Why CPO Cars Are a Great Deal

Certified Pre-Owned vehicles strike a fantastic balance between price and quality.

With lower depreciation, a manufacturer-backed warranty and thorough inspections, it's no wonder more buyers are gravitating toward CPO cars.

Add in perks like roadside assistance and special return policies, and it's clear why these vehicles offer some of the best value on the market.

At the end of the day, the decision comes down to what matters most to you: budget, peace of mind, or features. So, what do you think—are you ready to explore Certified Pre-Owned for your next car?