

Car Dealers VS Import Brokers

Car Dealer	Import Broker	Notes
Adds margin on their cars and you never find out how much it is!	Charges a set fee for the work done	<p>When dealers are committing their own money to import their stock overseas, they can charge whatever their market is prepared to pay.</p> <p>The problem for the dealer is the market is getting smarter and savings of over \$10,000 are not uncommon when purchasing a \$30,000 car overseas through a broker.</p>
<p>Has the car in front of you – you can see it and drive it before you purchase</p> <p>Have cars “in stock”</p>	<p>Helps you purchase the car, in most cases sight unseen.</p> <p>Doesn't carry stock, but does have access to a range of available cars.</p>	<p>We'd love to say there is less risk when you purchase from a dealer, but as many of you know buying cars from dealers can be a crapshoot as well.</p> <p>There is increased risk when importing a vehicle which makes finding the right people crucial!</p> <p><i>If you think this risk will stress you out too much, we encourage you to purchase your car through a dealer but be prepared to pay premium money.</i></p>
Buys the car then sells it to you.	Helps you buy your car overseas	<p>Sounds simple and yet may be the biggest misunderstanding.</p> <p>Import Brokers provide a service . Your car is purchased through from an agent or dealer in Japan, not from your broker.</p>
Provides warranty and back up service	No warranty or back up service	<p>Import Brokers sell a service, not a car.</p> <p>Dealerships pay third parties to provide the warranty that is included when purchasing a car. An insurance policy of that protects against mechanical breakdown. The cost of this warranty is factored into the sale price of the vehicle.</p> <p>In terms parts or service most times brokers will point their customer in the right direction but in the end, the customers will need to do the legwork.</p> <p><i>*Drift&Drive assists its customers in locating parts</i></p>