

THE BUYER'S PACKET · FREE TO KEEP AND SHARE

Our test. *Yours to keep.*

The same standard we hold every car to, written for you. Bring it to your Walkthrough with us, or to any car you're thinking of buying.

You don't need tools or a lift. You need to **look, listen and ask.**

PART 1 · HISTORY REPORT

What the report shows

Title	Clean
Odometer	Only goes up
Open recalls	Ask more

PART 2 · 25-POINT CHECKLIST

Look, listen, ask

☒ 05 Tires	Noted
☒ 10 Engine	Pass
☒ 25 Road test	Pass

PART 4 · BEFORE YOU SIGN

Every promise on paper

- ☒ The whole price, in writing
- ☒ Every fee on its own line

01

Reading a history report

02

The 25-Point checklist

03

Plain-words briefs

04

The Walkthrough checklist

Show me the proof, *or show me the door.*

4 parts

25 points

0 tools

BEFORE YOU START

Your second biggest purchase. *Make it informed.*

For most people, a car is the biggest thing they buy after a home. It's worth a little homework. This packet is a simple, practical checklist: the same standard we use on our own cars, written so you can use it on any car, from a dealership or a private seller. Each part takes a few minutes and ends with a short summary.

25	6	4	0
points to check on any car, with your eyes, ears and hands	lines on a history report, and what should make you ask more	coverage terms in plain words, so you know what you're signing	tools, lifts or mechanic training needed

WHAT'S INSIDE

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How to use it

1 • Read it before you shop

Ten minutes at home and you'll know what to look for and what to ask.

2 • Bring it to the car

Print Parts 2 and 4, bring a pen, and check each box as you go. Take the time you need.

3 • Use it on any car

Including ours. Compare what you find, ask your questions, and decide when you're ready.

01

Reading a *history report*

A history report (AutoCheck or CARFAX) lists what has been **reported** about a car, by its VIN: titles, accidents, odometer readings, owners. Ask for it before you visit; most sellers can share it ahead of time.

STEP ZERO

First, match the VIN

1HGCM82633A004352

The 17 characters on the report must match the car in two places: through the windshield at the base of the driver's side of the dash, and on the sticker in the driver's door jamb. **If they don't match, ask why before going any further.**

1 · Title

Shows whether the state ever branded the title.

Ask more if you see: salvage, rebuilt, flood, fire, hail, junk, or lemon (manufacturer buyback). A branded car can still be a good car. It's usually worth less and can be harder to insure and finance, so it's good to know up front.

2 · Accidents and damage

Shows reported accidents and how bad they were.

Ask more if you see: structural or frame damage, airbags that went off, or the car was towed. Ask what was repaired and by whom. A minor fender bender that was fixed well is common and usually no concern.

3 · Odometer

Shows each mileage reading over the years. The numbers should only go up, at a normal pace.

Ask more if you see: a reading that goes down, "not actual mileage," "exceeds mechanical limits," or a long gap with no readings. Compare the last reading with the dash.

4 · Owners and use

Shows how many owners and how it was used: personal, lease, rental, fleet, taxi.

Ask more if you see: several owners in a short time, or the car sold at auction again and again. Rental and fleet cars can be fine; ask how it was maintained.

5 · The score

AutoCheck gives a score and a range for similar cars (same year and type). It sums up the report in one number.

Ask more if: the score sits below the range. Then read the report line by line to see why.

6 · Open recalls

Type the VIN at nhtsa.gov/recalls. It is free and takes a minute.

Ask more if: a safety recall is open. Recall repairs are free at a dealer for that brand; ask whether it will be done before you buy.

What a history report *can't* tell you

It only shows what was reported. Repairs paid out of pocket, and everyday wear like brakes, tires or a transmission, don't appear on it. A clean report is a good start, not the whole picture.

2 things that fill the gap: **the car itself**, and **a mechanic you trust**.

Look at the car itself

Ask if there's a written inspection showing what was checked, found and fixed. Then go through the car with Part 2 of this packet.

A second opinion is normal

Many buyers have their own mechanic look at a car before buying. It's a reasonable thing to ask about.

Ask where the car came from

A trade-in, a lease return, an auction car or a one-owner car each tell a little about its past. There's no wrong answer; it's just useful to know.

Ask for the paper trail

Service records, the number of keys, and the owner's manual. Gaps are normal on an older car; ask what was done.

Good questions *to ask*

- 01 Can I see the history report before I visit?
- 02 Has the car been in an accident? What was fixed, and who fixed it?
- 03 Is the title clean, and is it in your name (or the dealership's) today?
- 04 Are there open recalls? Will they be done before I buy?
- 05 Can my mechanic look at it?

IN SHORT

- Match the VIN first, on the car and on the report.
- Watch for a branded title, structural damage, odometer trouble and open recalls.
- A clean report is a good start. The car itself fills in the rest.

At Authentico

Every car comes with its AutoCheck report and a one-page Pre-Trusted History Brief that explains it in plain words. You read both before you visit.

02

The 25-Point checklist, buyer edition

The same 25 points we check on the lift and on the road, written for you in two levels: a quick check you can do yourself, and the proof to ask to see. No tools, and no need to get under the car.

INSPECTION REPORT · EVERY AUTHENTICO CAR

25-Point Inspection

05 Tires · 5/32 **Noted**10 Engine **Pass**23 Brakes **Addressed**25 Road test **Pass**

Every flaw written down, with before and after photos.

Check it

What you can do yourself at the car, in about a minute per point. No tools.

Ask to see

Proof the seller can show you from their inspection: a photo, a reading or a document.

CHECK IT

ASK TO SEE

STOP 1 · WALK AROUND THE OUTSIDE

☐ 01 Body and paint	A walk-around in daylight: even gaps, matching paint, no rust bubbles.	What body work was done, if any.
☐ 02 Glass and mirrors	No cracks in the driver's view. Mirrors adjust.	
☐ 03 Outside lights	Walk around with someone at the switches.	
☐ 04 Wipers and washer	Run them with the washer: no streaks.	
☐ 05 Tires	Penny test: if you can see all of Lincoln's head, the tread is low. Look for even wear.	The tread depth, and each tire's age: the last 4 digits after "DOT" are the week and year it was made.
☐ 06 Wheels and spare	No cracked or bent wheels. The spare and jack are in the trunk.	The wheel-lock key, if the wheels have locks.

STOP 2 · OPEN THE HOOD

☐ 07 Belts and hoses	Pop the hood: no cracked belts, nothing wet or dripping.	
☐ 08 Oil and fluids	Look for the oil change sticker on the windshield.	The last oil change record, with date and miles.
☐ 09 Battery and charging	It starts right away, with no slow cranking.	A battery test, and the date sticker on top of the battery.

	CHECK IT	ASK TO SEE
STOP 3 · GET INSIDE AND START IT		
☐ 10 Engine	Start it yourself. It should idle smoothly, and the check-engine light goes off after it starts.	The scan report: no trouble codes.
☐ 11 Dashboard warning lights	The lights come on with the key, then go off.	The scan report (same as 10).
☐ 12 Electronics	Try the screen, camera, Bluetooth, windows, locks and every key.	How many keys come with the car.
☐ 13 Air conditioning and heat	Cold air within a minute or two of driving, on every fan speed. Heat works too.	The temperature at the vent.
☐ 14 Interior condition	Seats, carpet, headliner and dash. No smoke smell.	
☐ 15 Seatbelts and airbags	Every belt latches and rolls back in. The airbag light goes off.	The history report: no airbags deployed.
STOP 4 · UNDERNEATH		
☐ 16 Frame and undercarriage	Look under the doors and bumpers: no rust holes or bent metal.	Underside photos: no rust holes, no bent frame, no fresh leaks.
☐ 17 Suspension and steering	Over bumps: no clunks. Driving straight: the wheel is centered and the car doesn't drift.	What the inspection found on the lift.
☐ 18 Exhaust	No loud rumble or rattle.	The smog certificate.
☐ 19 Leaks	Look at the ground where it was parked: no fresh drips.	
☐ 20 Axles, joints and driveshaft	Turn the wheel all the way and roll slowly in a parking lot: no clicking.	A look at the axle boots: no tears.

Tires, in plain numbers

Tread is measured in 32nds of an inch. New tires start around 10/32. Here is the line we use on our own cars, so you can use it on any car:

6/32 or more

Good, with even wear across the tire. Our standard to pass.

4 or 5/32

Wearing. Fine for now; plan on tires. We write the number down as Noted.

3/32 or less

Replace. So is a tire over 6 years old, dry-rotted, plugged in the sidewall or bulging.

	CHECK IT	ASK TO SEE
STOP 5 · THE ROAD TEST		
☐ 21 Transmission	Smooth shifts, no slipping, no long pause into Drive or Reverse.	
☐ 22 Differential and transfer case	No whine or hum at freeway speed. On 4WD or AWD, try it.	
☐ 23 Brakes	A firm pedal, a straight stop, no grinding.	The brake pad thickness, measured.
☐ 24 Hybrid or electric drive	No hybrid warning on the dash, and it switches between gas and electric smoothly. Skip if not a hybrid.	The battery health reading, as a percentage.
☐ 25 Road test	15 minutes or more, city and freeway: quiet, straight, no vibration.	What the seller's own road test found.

Write down what you find

At Authentico

Every car comes with its 25-Point inspection report, with before and after photos and every flaw written down as Pass, Noted or Addressed. At your Walkthrough, your Car Consultant shows you each point on the car and you check it off yourself.

IN SHORT

- Start it yourself and watch the dash: the warning lights go off once it's running.
- Drive it 15 minutes or more, on city streets and the freeway.
- No need to get under the car. Ask for lift photos or a mechanic's opinion.
- Every used car has some wear. What matters is knowing about it before you buy.

03

Plain-words *briefs*

Warranties, service contracts and GAP are the easiest parts of a car deal to skim past. Here is each one in plain words, with a few questions worth asking wherever you shop.

YOUR FIRST YEAR, AT AUTHENTICO

Covered from day one

Settle-In

15 days or 650 mi ·
powertrain

Year One

12 months · any
licensed shop

Both come with the car. Longer coverage and GAP are optional, and never required.

OUR WARRANTY

The Settle-In Promise

If the **engine, transmission or drive axle** fails in your first **15 days or 650 miles**, whichever comes first, we make it right. On a hybrid, the traction battery is covered too.

- **We choose the fix:** we repair it at our own shop at no cost to you for covered parts and labor, or we take the car back and refund what you paid us.
- **Repaired by the same hands that inspected it,** at our family's shop.
- **Not covered:** normal wear, noise, a leak on its own, or a part that has not actually failed. The exact list is in the written warranty you get with the car.

SERVICE CONTRACT · INCLUDED

Year One Peace of Mind

A **12-month service contract, included with your car.** If a covered part fails during your first year, the repair is covered. You pay only the deductible.

- **Any licensed repair shop in the US.** The provider approves the repair before the work starts.
- **Keep your oil change and service receipts.** They keep your coverage strong if you ever need to claim.
- **Your car's own Year One page** lists its plan, deductible and the systems it covers.
- Together with the Settle-In Promise, your first year on the road is covered.

Questions to ask about any warranty

Is it in writing? What parts does it cover, for how long, and where is it repaired? Who pays for the diagnosis? Read the Buyers Guide on the window: it must say whether the car has a warranty or is sold "as is."

OPTIONAL

Longer service contracts

A service contract pays for covered repairs after the factory warranty or your included coverage ends. It is **not insurance** and it is **never required** to buy or finance a car.

- **Ask:** what's covered (a list of parts, or everything except a list?), the deductible, the term in months and miles, where repairs can be done, and how to cancel for a refund.
- **Ask:** does it start on the day you buy, or after a waiting period?
- At Authentico, you can upgrade Year One to a longer plan, with Year One's value credited toward it. Ask your Car Consultant.

OPTIONAL · FOR BUYERS WHO FINANCE

GAP

A car loses value as it gets older and as you drive it. Every payment pays down what you owe. If the car loses value faster than you pay it down, a space opens up between what it's worth and what you owe. That space is the gap.

\$10,000

Insurance pays what it's worth

\$11,000

What you still owe

\$1,000

The gap. GAP pays it.

Example in round numbers: your car is totaled.

It usually makes sense if

- You put little or nothing down
- Your loan is 60 months or longer
- You drive more than most
- Tax and fees are rolled into the loan

You can usually skip it if

- You pay cash, or put about 20% or more down
- Your loan is 36 months or less
- Your insurance already has loan payoff coverage

Cost: usually about \$500, one time, added to the loan. It is not insurance: you still need full coverage. Cancel in the first 30 days for a full refund if there was no claim. **Completely up to you;** your approval never depends on it.

Questions to ask about add-ons

Is this optional? (Service contracts and GAP always are.) What does it cost on its own? Can I cancel it, and how? It helps to see each one on its own line, with its own price.

IN SHORT

- A warranty is the seller's promise. A service contract is a separate plan. Neither is insurance.
- Add-ons are optional. Look for each one on its own line, with its own price and cancellation terms.
- Get the important details in writing, so everyone is on the same page.

04

The Walkthrough *checklist*

Bring this to your visit, with us or anywhere else. The goal is simple: no surprises, nothing signed that you haven't read, and every promise on paper.

BEFORE YOU SIGN

No surprises

- ☒ Out-the-door total matches
- ☒ Every fee on its own line
- ☒ Warranty in writing
- ☒ A copy of everything

Before you go

- ☐ Read the history report and the seller's inspection
- ☐ Get the price in writing: the whole price, with every fee named
- ☐ If financing, get pre-qualified so you know your payment
- ☐ Book a time, so you get someone's full attention

What to bring

- ☐ Driver's license
- ☐ Proof of car insurance (you'll need it to drive away)
- ☐ If financing: the papers the lender asked for (we tell you exactly which when you pre-qualify)
- ☐ If trading in: its title or loan payoff, registration and every key
- ☐ This packet and a pen

At the car

- ☐ Match the VIN on the car to the report and the paperwork
- ☐ Go through the 25-Point checklist (Part 2)
- ☐ Test drive on city streets and the freeway
- ☐ Read the Buyers Guide on the window

Before you sign

- ☐ The out-the-door total matches the price you were given
- ☐ Every fee and add-on has its own line and its own price
- ☐ The warranty is in writing, with what, how long and where
- ☐ Every page explained, and you get a copy of everything

Take your time. *It's your decision.*

There's no need to decide on the spot. If something isn't clear yet, it's fine to pause, ask, or come back another day.

It's fine to pause if

- The total isn't clear yet, or a fee you didn't expect shows up
- You haven't seen the history report or the inspection yet
- You feel rushed or need to talk it over at home
- Something you discussed isn't in writing yet

What a smooth purchase looks like

- You've read the history report before you sign
- You've seen the inspection, flaws included
- The whole price is in writing, every fee named
- Your questions are answered
- You decide when you're ready

THE WHOLE PACKET, IN SHORT

01 · Read the report

Match the VIN, then read the title, accidents, odometer, owners, score and recalls. A clean report is a good start.

03 · Know what you're signing

Warranty, service contract and GAP: what each covers, what it costs, and that add-ons are optional.

02 · Check the car

Look, listen, feel and ask through 25 points, so you know the car's condition before you buy.

04 · Sign when you're ready

Whole price in writing, every fee on its own line, the important details on paper, and your questions answered.

At Authentico

Your Walkthrough is by appointment, about an hour with your Car Consultant. You check the car against its 25-Point yourself, and you sign only when it passes. Every page is explained on a screen before anything is printed.

AT AUTHENTICO

Every car we sell *already passes.*

This packet is our own standard, so hold us to it first. We're small on purpose and few cars make the cut. The ones that do come with all four of these. Not add-ons. That's what makes a car Pre-Trusted.

\$150 value

25-Point Pre-Trusted Inspection

Inspected on the lift and on the road. Every flaw written down as Pass, Noted or Addressed, with before and after photos, and shared with you before you visit.

The checklist in Part 2, done for you.

Our guarantee

The Settle-In Promise

A 15-day or 650-mile powertrain warranty. If the engine, transmission or drive axle fails, we fix it at our own shop or refund what you paid us.

Explained in full in Part 3.

\$1,000+ value

Year One Peace of Mind

A 12-month service contract, included with your car. Covered repairs at any licensed shop in the US. You pay only the deductible.

Explained in full in Part 3.

\$0 surprises

The All-In Price

Our price is our whole price, with the doc fee already in it. No dealer fees appear at the table.

The first box in Part 4, already checked.

The little things. *They add up.*

The History Brief

Every car's AutoCheck report, explained in plain words on one page.

The Clarity Walkthrough

Your visit, by appointment. A full hour with a Car Consultant, no crowd and no rush.

Kept in the Same Hands

Inspected and repaired at our family's own shop, in business for over 10 years.

Pre-qualify in 2 minutes

See your payment and whether you qualify, with no hit to your credit.

Plain-words briefs

Warranty, service contract and GAP, each explained before you visit.

THE RECALIBRATION

Not a sale. *A short course in buying right.*

01 Enroll

Pick your car, book your Walkthrough and get pre-qualified.

02 Prepare

A 3-minute video, the car's inspection and a short how-to on what to check.

03 Inspect

Your Car Consultant shows you what was done. You check each point off yourself.

04 Sign

Once the car passes your inspection, we explain every page.

05 Graduate

You drive home in a car you checked yourself. Recalibrated.

THE VOW

*Show me the proof,
or show me the door.*

Take this packet with you wherever you shop. And if you'd like to see a car that already meets it, we'd love to show you.

I, _____, will buy on proof, not pressure.
I'll read before I sign, and ask before I trust.
I'll give my business to the ones who earn it,
and hold every promise to its proof.

The Buyer's Packet, version 2026-10-07. General information to help you shop; it is not legal or financial advice. The Settle-In Promise is described in full in the written Limited Powertrain Warranty; Year One and any service contract or GAP are governed by their own contracts. Examples use round numbers and are not quotes. Your own contract's terms always govern.

Visit by appointment

Call **702.789.6933**
3188 E Fremont St, Las Vegas, NV 89104

See the cars

Every one Pre-Trusted, at
authenticautosales.com