



USED CARS

YES

USED TIRES

SAMPLE

DON'T GET SCAMMED BUYING USED CARS

A BUYER'S GUIDE TO THE USED CAR MARKET

BY BLACK TIRES

USED CARS YES, USED TIRES NO

A Buyer's Field Guide to the Used Car Market

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Repair costs, model year issues, and legal details in this book are general guidance, believed accurate at the time of writing. Prices vary by region and shop; laws vary by jurisdiction. Verify anything specific to your purchase against a primary source. Nothing here is legal or financial advice.

AI research is a starting point, not a verdict. Verify AI answers against primary sources. AI does not replace inspections, mechanics, or professional advice.

*This Deluxe Edition includes Appendices E, F, and G
and the companion AI Prompt Tool.*

About This Sample

This is a free preview of Used Cars YES, Used Tires NO, the complete field guide to buying a used car without getting scammed.

What follows is real, not a summary: the actual Introduction, the actual “How to Use This Book” section, and the opening pages of Chapter 1, word for word as they appear in the finished book.

In This Sample

- The Introduction
- How to Use This Book
- The complete table of contents for the full book
- Chapter 1, The Information Gap (opening pages)

The table of contents on the next few pages maps the whole book: six parts, thirteen chapters. It shows exactly where this sample ends and how much more is ahead.

The Deluxe Edition adds Appendices E, F, and G, the companion AI Prompt Tool, a negotiation script library, an auction condition code decoder, and a driveway quick-check card.

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Introduction

A used car is a collection of fixable parts. A used tire is a single, unfixable unit whose remaining life is already gone. That one distinction changes everything about how you should shop.

A car that sold for \$35,000 two years ago might cost \$22,000 today with 25,000 miles on it. The car hasn't lost much. What's gone is the new-car premium. Someone else paid it so you don't have to. That's the YES in this book's title.

And whatever a used car has genuinely lost, none of it is permanent. A car is a system of thousands of replaceable parts. Everything wrong with it has a name, a part number, and a price. Find the right used car and you're not stuck with a stranger's neglect. You're looking at a list of fixable items you can price and correct one at a time.

Now run the same thought on the tires bolted to that car.

A tire doesn't wait for you to drive it before it starts dying. It ages on two clocks: the miles you put on it,

and the years it's simply existed, baking in heat and sun, whether the car moved or not.

And here the parallel breaks completely. A tire isn't a system of parts. It's one molded piece of rubber and steel, finished the day it left the factory. You can plug a small puncture. That's it. Sidewall damage can't be fixed. Nothing restores lost tread. Nothing softens rubber that's gone hard with age. Whatever condition a tire is in when you find it is the condition it keeps for the rest of its life. And there's no odometer for a tire. Its age hides in a four-digit code on the sidewall that almost nobody knows to read. Sellers count on that.

That's the whole argument. A used car is a portfolio of fixable parts, so depreciation works in your favor. A used tire is a single unfixable unit whose remaining life is already spent and invisible. Terrible thing to inherit from a stranger.

Everything ahead follows from that distinction: how to research a car before you see it, how to read tires like a mechanic, and where to buy from sellers with no reason to lie.

Now, the tool. For the first time, you can carry a tireless research partner in your pocket. Any major

AI app can compress a weekend of forum digging into ten minutes, translate a mechanic's report into plain English, and draft the exact questions that expose a bad seller. No generation of buyers has ever had this. This book teaches you how to use it at every stage, with the exact prompts, because "is this car reliable?" gets you nothing and the right question gets you everything.

And it does a second job almost nobody talks about. The expensive mistakes in this market aren't information failures. They're emotional ones: the rushed Saturday, the crush on one specific listing, the auction paddle that wouldn't stay down, the tired yes at the signing table. So this book also teaches you to use AI as a gut check, a calm second opinion at the exact moments your own judgment is compromised. New tool, two jobs. You're about to learn both.

Here's what that's worth. The gap between a good used-car buy and a bad one runs into the thousands, sometimes tens of thousands over the life of a loan. Master everything in this book, the sourcing, the inspection, the valuation, the negotiation, and you'll hold the working toolkit of a small dealership. That's not a pep talk. It's literally the same skill set.

At minimum, you're about to become the person your friends and family call before anyone buys anything with wheels.

The sellers who win in this market are betting you won't do any of this.

This book exists to make that bet lose.

Before you browse a single listing, one number matters more than any other: the Month Two Test at the top of Chapter 3. Start there.

How to Use This Book

The book runs in the order you'll actually buy: Part 1 shows you the battlefield, Part 2 gets you ready, Part 3 finds the car, Part 4 inspects it, Part 5 closes the deal, and Part 6 covers the aftermath. Read it straight through once, then carry the pieces you need.

Three features do the heavy lifting along the way.

The flag system. Everything you find sorts into one of three stamps. **YES** (green): a genuine good sign, proceed. **CAUTION** (amber): investigate, or price it into the deal. Most findings live here. **NO** (red): walk away, or demand a fix first. The stamps appear on a few spreads, but the habit is the point. Sort every finding, from a rust spot to a seller's tone, into one of these buckets, and you've learned most of what this book teaches.

The AI Assist boxes. Every chapter ends with one, and each box does two jobs. The first is research: exact prompts that turn any major AI app into a specialist on your specific car. One formula powers all of them: model + year + trim + mileage + what you want to know. The second job is marked **The**

gut check inside the boxes: prompts that guard your judgment instead of feeding it, for the moments when you're attached, rushed, or tired. One rule keeps both jobs safe: verify anything specific against a primary source, and never let the AI replace the mechanic.

The appendices are your field gear. Appendix D is the inspection checklist you bring to the car. Appendix C collects every prompt in the book, organized by stage. Appendix A defines every scam term, and Appendix B tells you where to report problems. Deluxe copies add three more: word-for-word negotiation scripts (E), an auction condition-code decoder (F), and a five-point driveway card (G) you can read in ten seconds standing in front of the car.

The Companion AI Prompt Tool. Every prompt in this book is also available as a free web tool that fills in your car's details for you. It comes with the Deluxe Edition.

PART 1

Why This Market Eats Beginners Alive

CHAPTER 1

The Information Gap

The used car market is one of the last places where the seller almost always knows far more than the buyer. They lived with the car. You get twenty minutes and a handshake. Economists literally wrote the textbook on information asymmetry using used cars as the example. Nothing has changed since, except that online listings let sellers control every photo and every word you see. You're standing in front of an unfamiliar vehicle. This book will teach you how to quickly understand what you're actually looking at.



The five seller types you'll meet, ordered from least to most sales pressure.

Twelve Chapters to Go

You just saw how this market works against buyers by default, and the five seller types you will meet. The rest of the book flips that default: choosing a value strategy, sourcing the right listings, running a full inspection, and closing the deal without getting played on price or paperwork.

Deluxe Edition

- Launch price \$40 CAD (regular \$99 CAD)
- All 13 chapters, Appendices A to G
- The companion AI Prompt Tool
- Negotiation scripts, auction condition code decoder, driveway quick-check card

Get your copy at:

blacktires.ca/used-cars-yes-used-tires-no



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