

Used Car Dealerships Phoenix AZ

Choosing from Used Car Dealerships, Phoenix AZ

When it comes to used car dealerships Phoenix AZ is a great place to be. If you drive up the Camelback corridor, down the Glendale auto row, or up and down the various East Valley auto mall areas, you'll have lots of choices to pick from. But with all of this seeming bounty of options, your choices are far fewer if your credit is not great. In fact, if you're one of the millions of Americans who have credit that's considerably below "prime," you may have trouble finding any financing at all.

There was a time when someone with bad credit had zero chance of ever getting any financing, ever. Then lending companies realized that they could find ways to provide loans for credit-challenged consumers, though at less favorable terms than the "prime" borrowers. When an industry-wide failure to mitigate the risk involved with this type of borrowing led to a collapse of an entire category of lenders, many of the remaining financial services companies stopped making loans to bad credit customers altogether.

As one of the premiere used car dealership Phoenix AZ has known for years, DriveTime has been through it all. We've weathered more than one storm by sticking with our customers, and they've stuck with us as well. We understand that good people sometimes have bad credit, and we work with our customers to help them get through their own "credit crunch."

Lots of Used Car Dealerships, Phoenix, AZ

When it comes to used car shopping, consumers understand that the car is not the biggest challenge. For customers without a great credit history, it's the financing that gets the deal done. Because of this, many first shop for a loan, and THEN shop for a car. This can be time-consuming and tedious.

Unlike other dealers, DriveTime lets you shop for a car and a loan—at the same time! People with great credit will never understand the feeling of uncertainty and panic that some car shoppers have when they find a car they like, and then have to figure out how to pay for it.

When you come to DriveTime, we accept as a given that if you're at least 18 years old, live in the area, have a certain income level, you can get financing at our dealerships. This takes the pressure off, and lets you focus on what you really want: the car (or truck, or van, or SUV). When it's pretty certain you'll be approved, you can put your energy into getting the vehicle that's best for you at terms you can afford, and also begin the process of getting your credit back on track as you pay off your loan. What more could you expect from the used car dealerships Phoenix AZ has trusted for years?