

# Indiana Dealers Ready to Offer More for Trade-In and Direct Vehicle Sales Amid Rising Car Prices and New Tariffs

*Indy Auto Man experts explain how to upgrade to a newer car advantageously in 2025 and get exceptional trade-in values amid the anticipated price rise.*

INDIANAPOLIS, IN, UNITED STATES, June 17, 2025 /EINPresswire.com/ -- As the Indiana auto market continues to evolve with rising vehicle prices and the anticipated shortage of new cars resulting from recent government-imposed tariffs, Indiana used auto dealers are now better equipped than ever to offer a great choice of affordable and reliable cars and competitive trade-in values. Indy Auto Man, experts in [auto sales](#), [Indianapolis](#), claim that this shift presents an excellent opportunity for car owners to trade in their vehicles.



**INDY AUTO MAN**

Indy Auto Man car dealership, Indianapolis

[According to Edmunds](#), the average price of a 3-year-old car reached \$30,000 in Q1 2025 and is projected to grow, reflecting a significant increase in the new car prices from previous years. This trend underscores the growing value of trade-ins, making it more advantageous for consumers compared to selling their vehicles privately.

Indy Auto Man, a reputed Indianapolis auto dealer, emphasizes that this evolving landscape presents a lucrative opportunity.

"The used car market is changing rapidly. With new tariffs affecting supply chains and pushing new car prices higher, consumers can expect to see increased trade-in values as dealerships compete for quality inventory," Victor Figlin, the GM at Indy Auto Man, IN, states. "Indy Auto Man is no exception, with one difference. Our team understands the market dynamics and is ready to pay good money for vehicles of any model and make, even if the customer doesn't buy from us."



Given the current shifts in the automotive market, trading in a vehicle is now more advantageous than a private sale."

*Victor Figlin, GM for Indy Auto Man*

Despite the positive trade-in value dynamics, it is always possible to get a better price. As a local expert in the Indiana market, the knowledgeable team at Indy Auto Man is committed to providing real market prices and support throughout the buying process. Experts offer those considering a trade-in deal to follow five simple steps to maximize the benefit:

1. Car value research: Car owners should utilize online

tools such as Kelley Blue Book valuation to get an estimate of their vehicle's cost. This will provide a solid baseline for negotiations.

2. Pre-sale preparation: The car should be clean and in good condition. A well-maintained vehicle can significantly increase its trade-in value. However, owners can save on minor repairs and detailing before visiting the dealership, as these procedures hardly influence the final offer.

3. Maintenance records: Having documentation of regular maintenance can reassure dealers about the vehicle's transparent history, potentially leading to a higher price.

4. Several offers from the nearest auto dealers: To ensure the best price, the car owner should collect and compare several appraisals from different sources.

5. Timing: With the projected shortage of new cars, selling the vehicle later may yield better offers. At the same time, to trade-in the vehicle now can lead to a great economy while the opportunity to gain a newer car at a low price is still open.

The current landscape presents an unparalleled opportunity for car owners to save on competitive trade-in values in Indiana, especially as projections indicate that the average price of used cars will continue to climb. Indy Auto Man stands ready to assist their customers in navigating this evolving market, ensuring that they receive fair offers.

#### About Indy Auto Man

Established in 2008, Indy Auto Man has earned a reputation as a top used car dealership in Indianapolis, IN, known for its exceptional service and commitment to a customer-first approach. With a diverse inventory of over 300 quality used vehicles, Indy Auto Man provides a wide selection of cars and commercial trucks to answer various needs and budgets. Each vehicle undergoes a thorough inspection to meet high standards of quality and reliability. Transparency is key at Indy Auto Man, with a focus on fair pricing, allowing Indiana customers to trust the process entirely.

Victor Figlin

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