



AUTHORITY AUTO

CAR BUYING AND LEASING SPECIALISTS

What Client's Say About Authority Auto

Car Purchase Reviews

When my previous car was totaled in a flash flood, I contacted Authority Auto and in two days there was a new car in my driveway!

When my previous car was totaled in a flash flood, I contacted Authority Auto and in two days there was a new car in my driveway! I could never have believed that buying a car was so easy and satisfying. Their knowledge, negotiating skills, personal attention and follow through made me feel so comfortable and confident in trusting them with such an important financial decision. I never had to worry about all the details and haggling that normally take place when buying a car. I have been recommending Authority Auto to all my friends and I will never sit in a car dealership with a headache again!

Tam of St. Louis, MO
BMW 328i

Car buying can't get any easier! All my buddies in Afghanistan who are planning on buying a car will be using Authority, too.

I've been in Afghanistan for a few years now and wanted to buy my wife a new car to show my appreciation for her support and sacrifice. Question was how to go about getting the best deal and be able to pick it up quickly during my next R&R. While searching for information on the new car of her choice I ran across an article about Authority. It sounded too good to be true, someone would work for me to find the car my wife wanted and negotiate everything to ensure I get the best deal. I gave Authority a call while still in Afghanistan and within minutes they were on the job. In a couple of days I called back and Authority had a range of choices and deals for me. We discussed them all, looked at the dealer's web sites together and chose the car my wife wanted.

Authority called the dealer and negotiated a price at just below invoice and got me \$1,000 more on my trade-in than anyone else was offering. A week later I returned to the U.S., went to the showroom and within an hour drove away in a great car at a great price. Authority was with me all along and followed-up with the dealer to make sure everything was taken care of to my satisfaction. I bought my last car from the dealership my brother worked at and got the car at \$200 over invoice. Sorry bro, I'm buying through Authority from now on! Car buying can't get any easier. All my buddies in Afghanistan who are planning on buying a car will be using Authority too. Thanks Authority from both my wife and me!

James A. of Illinois
Military
2008 BMW Convertible

..No fleshy, sweaty salesman trying to pry my last dime from my frightened, withering hands...

Here's a blatant plug for one of the best services to come my way in a loooooong time. It's an auto buying concierge service which means when you want to buy a car, you can finally pay someone to do the dirty work for you. Oren Weintraub's Authority Car Buying Specialists should be in your must-call list. Yes, this is an ad. Why? Because he's a guy, on his own, doing what he loves and he does it well. He earns his fees from you without any kickbacks from any dealership. There's even documentation to support that from the dealer. What could be better? Check his site for details but know that fees are stated up front and, from my deal, so very, very worth it. For me, what was equally valuable was that he was available when I called, answered every question without 'tude, and called several times during and after the sale to ensure all was going well. All I did was tell him what I wanted to buy and sign on the dotted lines when the car and contracts were brought to my door that same evening. No website comparison research. No trekking to dealership appointments. And no fleshy, sweaty salesman trying to pry my last dime from my frightened, withering hands. Brilliant.

Diane J. Wright, (on her blog)
2009 Toyota Prius

When you buy with Authority, you never have that fear that you could have gotten a better deal.

This is the second time I've used Authority Auto and my experience this time around was just as fantastic as the first. I was able to inquire about five or six different cars I was interested in, have Authority do all the legwork to find out the bottom line price on each one, and then make my decision based on the information they gave me. To have done all of that myself would have taken a trip to each dealership followed by a protracted, and likely frustrating, negotiation with pushy salesmen and, of course, their even-pushier managers. When you buy with Authority, you never have that fear that you could have gotten a better deal, nor do you leave the dealership with that bitter, post-negotiation taste in your mouth that tends to sour both your purchase, and how you feel about your new car going forward. Instead, Authority takes care of everything, from the financing paperwork to the final purchase or lease documents, they make sure there are never any surprises, ever. All you do is show up at the dealership, receive a warm reception from the sales staff, sign your documents, and drive off happy. Authority Auto is worth every penny and then some. I'll never buy a car without them again.

Jack A. of Tarzana, CA
2008 Honda Odyssey

... so that I might actually ENJOY the experience of getting a new car rather than feel like throwing up."

The best thing about Authority is the staff. From the first minute I felt completely comfortable dealing with them. They were 100% upfront and honest right off the bat about my situation and what we could do to remedy it. The convenience and efficiency in which the company operates is just the icing on the cake. After schlepping all up and down the dealership two weekends in a row, I handed over my problem (my old car) and within three days I was driving a new one, at a price a few thousand dollars less than what I had been initially hoping to pay. I would absolutely recommend this service to anyone and have already to everyone that has asked me about my new car. As a female, not having to deal with the dealerships was a huge relief. I also felt comfortable asking any and all questions no matter how "stupid" they would seem to a car expert. Every last detail was handled with speed and care. Nothing went unnoticed by Oren and everything was done to make my life as easy as possible; so that I might actually ENJOY the experience of getting a new car rather than feel like throwing up."

Katie of Beverly Hills, CA
2007 Toyota Prius

Saved more money than I thought was humanly possible + First Class service = No Brainer.

"Authority saved me more money than I thought was humanly possible (let alone the emotional expense of having to hassle with car dealers). When combined with its first class service, such savings makes using Authority a total no-brainer."

Sterling L. of Pacific Palisades, CA
2006 BMW 320i

Thank you for making the testing and buying of my new car so much fun...

Thank you for making the testing and buying of my new car so much fun. I named the models you set up the test drives and when I got to the dealers, they were waiting for me with the keys. Then, your knowledge, contacts and negotiating skills insured that I got the price I wanted. Thank you also for checking each detail on the lease with me. As a financial services provider myself, I know that the devil is in the details of a good deal. Your sure hand through the process gave me a sense of comfort and a great result. I would not buy a car without your assistance again. I mean that. For what you charge, it's a no-brainer. The experience and dedication to personal service you bring to the table is an example to anyone in the sales and service arena. You can definitely count on me to refer you to everyone I know.

Ian of Sherman Oaks, CA
Mortgage Company
2007 BMW M6 Convertible

..Saved me \$3000 on the transaction... It was almost as easy as ordering a pizza! I will never shop for a car any other way.

The best \$600 I ever spent! Before I met Authority, I hated buying cars. No how matter much I educated myself prior to visiting a dealership, I always felt cheated... even after spending hours (literally) going back and forth with the salesmen. Not this time. Once I found the car I wanted, Authority used its expertise to negotiate with the dealer for me. Not only did the company save me the hassle and stress of haggling with the dealer, they saved me \$3,000 on the transaction.... and had the car delivered to my house! It was almost as easy as ordering a pizza! Now I love buying cars! I will never shop for a car any other way.

Frank S. of Newbury Park, California
2007 Audi

I felt like a VIP.

Authority made buying a car a fun experience. I felt like a VIP and we saved a substantial amount of money. Oren is a man of his word and a pleasure to work with. I highly recommend using Authority's service.

Lynn O. of Sherman Oaks, CA
Maserati Quattro Porte

You made a stressful situation effortless.

I want to thank you for the amazing service you have provided me in purchasing my new Prius. You made a stressful situation effortless. I never had to go to a dealership, never had to negotiate a price—you saved me so much time and money. I will recommend you to anyone I know who is buying a car. Your service was invaluable to me and everyone there was a pleasure to deal with."

N.D. of Los Angeles, CA
Toyota Prius

..No hidden surprises...

The greatest benefit from working with Authority is it took the emotional concern out of selling my car... I felt trust, support and ease that Authority would do what he told me with no hidden surprises... which I have found rare in the auto industry. Thanks, Oren, for being a man of your word. It is still the most powerful business skill I know.

Mark A. H. of Long Beach, CA
2003 Jaguar

...Big Peace of Mind for me!

Thanks so much for everything!!! This has truly been the easiest car buying experience so far, and I counted today, I have purchased (or leased) six cars to date! Working with Authority Auto is nothing but a WIN WIN and I will work with you from now on whenever trying to purchase a car. I saved money, I didn't have to haggle, and I actually got my car delivered to my door step! Most importantly, I know I got the absolute BEST deal I could have gotten on my new lease. That is Big Peace of Mind for me!"

Joy and Michael of Encino, CA
Lexus RX 350

...And they coordinated getting an integrated iPod into my new car before it was delivered to my house.

Working with Authority was simply the most hassle-free, pleasant car buying experience I've ever had. It took less than five days from the time I contacted Authority to complete my transaction. They delivered the exact car I wanted right to my driveway and drove away my used car at a fair trade-in price. And they coordinated getting an integrated iPod into my new car before it was delivered to my house. It doesn't get more convenient than that! Plus every time I had a question, the team at Authority was available to answer my questions. I would highly recommend Authority to anybody looking to get a great and trustworthy deal on their next car!"

MK of Sherman Oaks, CA
Lexus 400h

Huge kudos to you for simultaneously selling my two other cars that clogged our driveway.

Just a note to say thanks for being my 'car-knight in shining armor.' Working with you was a breeze. I know I would never have had the patience, nor tenacity to search pretty much all of America to find my dream car with the exact options I wanted. No compromises, no stones unturned, you really pulled off a coup. Thanks for negotiating the price with authority. You are the authority. It was well worth it. I love my white Range, and the door-to-door delivery was so welcomed during this busy Christmas time. Finally, huge kudos to you for simultaneously selling

my two other cars that clogged our driveway. That was the biggest no-hassle blessing you brought me. Call you again, in a few years!

Linda S. of Pacific Palisades, CA
2006 Range Rover

..Streamlined the documentation process to ensure an entirely painless process...

My wife and I recently utilized Authority to purchase two new automobiles. Authority handled the purchases, as well as our trade-ins, in a most professional and efficient manner. We were very pleased with the prices we paid and received and especially with the ease of the transactions. Authority responded very quickly to all of our questions and provided valuable input as we zeroed in on the perfect product for us. They arranged delivery of the new cars and pickup of our trade-ins and streamlined the documentation process to ensure an entirely painless process. We're both happy to recommend Authority to our friends and know that several have already acted on our recommendation.

Greg O. of Santa Monica, CA
Lexus LS 430 and Mercedes GX 470

Authority found me a far better deal than I could find for myself!

Authority helped me purchase a new 2007 Lexus IS350. There were many things that I liked about working with Authority; here are just a few:

1. Alignment of Interests - Authority's only interest was in getting me the best deal. Other auto brokers get paid either from the dealer or under contracts that would have forced me to purchase a car at a defined price. With Authority, my interests and theirs were the same interest.
2. No pressure - Brokers (be they stock brokers, real estate brokers, or auto brokers) arguably have the incentive to close any deal as fast as possible. Despite this incentive, however, Authority understood that this is a referral business, and that happy customers will bring them future business. They were happy to work at my pace, and wasn't happy until I was happy.
3. Resourcefulness - Ironically, Authority found the best deal at my local dealer, not one hundreds of miles away, though he researched many other dealers as well.
4. Negotiating Skill - Authority found the car I wanted at a fantastic price, and set up an appointment for me to go in and view the vehicle. Unfortunately, when I arrived, they made me wait for 20 minutes before they told me that the car I was waiting to see had just been sold. For this 20 minute inconvenience, Authority was able to squeeze the dealer for an additional \$1000 on the trade in. Add that to what he saved me off the sticker price (about 11%), and it's obvious that they added a huge amount of value to the transaction.

Authority found me a far better deal than I could find for myself, and he saved me a lot of both time and money. They are professional, courteous, diligent, and responsible. I would use them again without hesitation.

Jason of San Francisco, CA
2007 Lexus IS350

"...Not only did he save me an additional \$1,500 from the dealer's "absolute" lowest price, but my car came fully loaded!"

I wanted to get a new car and had visited several dealers. I decided on an Audi and the salesman was telling me that I got a great deal and that he really "crunched the numbers" and got the price as low as he could go. Before I made a decision to buy, I knew of Authority. The president had years of experience as a top salesman, manager and general sales manager and knew all the inner workings of auto sales. Authority works independently from the dealership. I called them and they were like my personal auto consultants. Needless to say, not only did they save me an additional \$1,500 from the dealer's "absolute" lowest price, my car came fully loaded! This takes all the guess work out of knowing if you are getting the best deal or not. It is a service that is simple, efficient and cost effective. I highly recommend them.

D.L. of Sherman Oaks, CA.
Apparel Designer
Audi A4

Why should we have to pay more money when a better deal is just a phone call away?

We were just a few hours away from purchasing our 2006 Toyota Sienna, when we contacted Authority just to make sure we were getting the best deal. I had spent months researching the subject and contacting dealerships through the internet. I had a thick file folder of information and a list of prices from at least ten dealerships. Based on pricing information I got from some independent internet sources, I knew I was getting a great deal. I was even happy with the price I had negotiated on my own. And after talking with Authority, they told me what I already knew which was that we were getting a great deal...However, maybe they could do better. Well, within an hour they called me back to report that they had negotiated a better deal that saved us \$600 [savings after Authority's fee]. Furthermore, I had been told by other sales people that the color we wanted was not available in all of Southern California and that we would have to wait 2-3 weeks for the car. Authority not only beat that great price, but they got us the exact car we wanted that day. We were so happy we contacted Authority because why should we have to pay more money when a better deal is just a phone call away. With two small kids, the money we saved will be put to good use.

Broitman Family of Los Angeles, CA
2006 Toyota Sienna

In the past I had taken whatever deal was presented to me. Without Authority, I would have gone without the car I really wanted.

When I went to purchase my newest vehicle, I was hesitant to buy. In the past I had taken whatever deal was presented to me, never knowledgeable enough to negotiate my "best" deal. When making my most recent purchase of a 2007 Tahoe, I was quoted three prices that ranged from \$52,000-\$55,000. These quotes seemed extremely overpriced, perhaps putting this car out of my league. I discussed my experience with a friend who then referred me to Authority. Authority spoke with both the sales and finance managers and negotiated a price that was within my budget. Without Authority, I would have gone without the car I really wanted and a deal that I could not refuse. It will be my pleasure to work with Authority again!

Jason of Sherman Oaks, CA
Construction/Concrete
Chevy Tahoe

Reviewing all of the contracts prior to the signing was the icing on the cake...

I wanted to take this opportunity to thank you for your hard work and excellent service. I did my research and got what I thought was a good deal on my 2009 Nissan Murano. I was amazed at

the deal you were able to negotiate for me. You were able find the vehicle I really wanted after being told it wasn't out there, saved my well over \$1,000, got the dealership to kick in an additional \$1,000 on top of the rebate and --if that wasn't enough-- they delivered the vehicle to my house over 23 miles from the dealership and picked up my old car. You saved me thousands in time and money, not to mention reviewing all of the contracts prior to the signing was the icing on the cake. This is by far the best way to buy a vehicle. I only wish I knew about it earlier. I would recommend your service to anyone and I plan to use you again on my next purchase.

AJ L. of Pembroke Pines, FL
2009 Nissan Murano

Car Leasing Reviews

Fantastic from Start to Finish...

...Fantastic from start to finish. I didn't want to spend any time haggling with dealers, trying to hunt down cars and get offers from several places, so I put my feet up and let Oren do all the work. That was the smartest decision about cars that I've made in a long time. He found me the perfect car - the sticker price was \$5,000 more expensive than my previous car, but remarkably, the lease I got was only \$20 more per month - plus that included 15K miles per year instead of 12K! The car was delivered to me at my office, and it took less than 10 minutes to handle the paperwork. The salesman who delivered the car made a special point of telling me how much he enjoyed working with Oren, as compared to the other brokers he'd dealt with in the past. It's great to do business with a solid, ethical company that not only makes a good deal for me, but treats everyone they interact with in the same manner.

Aaron P. of Sherman Oaks, CA
2008 BMW 328i

You...found the car I wanted that was almost impossible to find

I want to express my satisfaction regarding the car buying experience. You not only found the car I wanted that was almost impossible to find, but you also made the buying process almost painless. Your advice regarding buying versus leasing was enlightening and, after considering the good and the bad, I decided to lease. Your overseeing the lease agreement with the dealer was valuable as it gave me an outside expert opinion on the lease. Your arranging for the resale of my Mercedes eliminated one annoying step that I would have needed to do. In short: you made car buying a pleasure instead of one where I would have needed to haggle with car dealers and waste my time. I will be pleased to recommend you to my friends that may desire to purchase a new car.

Hubert (Hugh) A. T. of Pacific Palisades, CA
Lexus 600HL

And got the factory navigation system for free.

Thank you so much for the great deal! You found me the exact car I wanted when my dealership told me that it wasn't available. You got me so much more for my trade-in than my dealership offered me and your deal was so good that I basically got the factory navigation system for free (a \$2100 option). I will never lease a car without calling Authority Auto first.

Hiroshi T. of Woodland Hills, CA

Sushi Chef
Lexus IS-250

I think of you each month when I have to pay my lease payment.

I wanted to thank you for helping me, yet once again. I was very proud of myself when I called you to tell you the deal that I had worked out with the salesperson. Well, my enthusiasm was short lived..... 30 minutes later and several conversations with the manager of the Mercedes dealership, you had saved me almost \$100/month on my new lease...and you had the manager also include in the price my beautiful burl walnut steering wheel. Thank you very much. I think of you each month when I have to pay my lease payment. By the end of the year, your savings will equal to half of my yearly car insurance payment.

Magali B. of Beverly Hills, CA
Real Estate
Mercedes E-350

Over the past 5 years you have saved me thousands of dollars in the leasing as well as purchase of my cars.

Once again you have done more than was asked. During the past five years you have saved me thousands of dollars in the leasing, as well as purchase of my cars. Starting with my BMW 5 series, my two Lexus GS series and now my wife's Range Rover. You are always professional, courteous and, more importantly, trustworthy. You truly make the experience of purchasing a new car very pleasant. Thanks for all your help.

Manuel B. Beverly Hills, CA
Building Management
BMW 5 series, Lexus, Range-Rover

I was treated better than I had ever been in ANY retail environment.

I am very skeptical of car dealerships. I have never felt comfortable with the service and deals I have received when I have negotiated on my own. Authority made the process easy and I got a great deal on my BMW. I went to the dealer and I was totally amazed! Not only did I find and get the exact car I have been wanting and needing, I was treated better than I had ever been in ANY retail environment. I saved a lot.

Lemor G. of Sherman Oaks, CA
Teacher
BMW 325i

Selling Trade-In

My car was literally sold within 12 hours.

My experience with Authority was exceptional. They were competent, efficient, and quick. My car was literally sold within 12 hours and I had it picked up the next day with no hassle. Best car selling experience I have ever had and is a "must-use" service provider for anyone looking to buy or sell a car.

A.G. of Los Angeles, CA
Mitsubishi Eclipse

