

BUYING:

WHAT YOU NEED TO KNOW

THE ONLY AUTOMOTIVE BUYING GUIDE YOU'LL EVER NEED



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GETTING STARTED

DO I HAVE TO PAY FOR THE FULL VALUE OF THE VEHICLE UPFRONT?

No! Of course it's nice if you can but most drivers finance their new car. This means taking out a pre-approved loan from a dealership, bank, or credit union. You are responsible for making payments on this loan as well as the agreed upon interest rate.

WHAT KIND OF VEHICLE CAN I BUY?

You can buy and make payments on new, certified pre-owned, and pre-owned vehicles. Keep in mind that the vehicle manufacturer only runs special finance deals for new and certified pre-owned vehicles. Want a low APR rate? Consider a nicer, newer vehicle.



THE DETAILS:

Decided to buy a vehicle? Here are 4 things to keep in mind:

1

PRE-APPROVAL:

You may have seen this word come up in your research. What does it mean?

Getting pre-approved means that you have already found a lender who agreed to loan you the money needed for your purchase. **You**

have the power to shop around and decide who you want this to come from: the dealership, a bank, or a credit union. To help, dealerships work with a variety of banks in the area so they can provide options to their diverse customer base.

Once you're pre-approved, you can focus on the vehicle itself because you know you have the loan in place

Credit Checks: How is your credit score? Get a copy of your credit report before you start so you know your options. If you have less than stellar credit, there is still hope. Many dealers and banks specialize in helping credit-challenged drivers get into vehicles at an affordable price.

2

BUDGET:

What is the maximum amount you can afford to pay each month? The best way to find out, list out all your monthly expenses. (We hope you are monitoring your monthly budget already!)

On top of your monthly payment, **you need to plan for expenses at the beginning of your purchase.** Unless waived by the dealer or rolled into the purchase price, these can include: destination charge, title and registration fee, documentation fee, and state sales tax.

When purchasing your vehicle you agree on an annual percentage rate (APR). This is the interest on your car loan. You will need to account for this, either by expecting to pay it off once the principal is paid or paying extra each month early on so that your payment covers both the principal and the interest.

3

INSURANCE:

Insurance is a must to protect your investment.

The good news is that there are countless insurance companies to choose from. Find one that suits your budget and the type of vehicle you've chosen. You also have the option of adding on extra coverage if

needed (this is recommended for luxury vehicles.)

A good insurance agent will let you know about any discounts but do your own research too. Military, first responders, and recent grads may be eligible for discounts. If your new vehicle has excellent safety features this can lower costs.

Discounts: Talk to your dealer if you're in one of these groups. Most manufacturers offer military and recent graduate discounts. During patriotic holidays like Memorial Day and Veterans Day the manufacturer may choose to double their military incentive for a short time.

4

TRADE-INS:

Do you own your current vehicle? That is extra money you're leaving on the table if you don't use it during negotiations.

At the dealership, the team can inspect your vehicle and determine its worth. The better condition your vehicle is in, the more you can get in return towards the sale price of your new vehicle.

THE CONCLUSION:

Now that you have this guide, you're ready to buy a vehicle. Visit our dealership, get your best deal, and get ready to take on the road in a nicer, newer vehicle.

