

# Vehicle Buying Tips – To Help You Negotiate a Better Price for Your New Vehicle!



At the credit union, we believe vehicle shopping should be fun. If you're considering a new purchase, we have some tips and advice on how to get the best value out of your purchase. It's simply a better approach, and we're here to walk you through the process each step of the way.

## **Determining Affordability:**

- Get insurance quotes for the make and models you are interested in purchasing, to assess ongoing affordability.
- Consider how large the fuel tank is to estimate what it will cost to fill up. Depending on how you plan to use the vehicle, this could be a significant ongoing cost that you need to understand when considering ongoing affordability.
- Get a pre-approval for a vehicle loan so you know how much you can spend.

## **Do Your Research:**

- Become familiar with the manufacturer's suggested retail price (MSRP) for the make and models that interest you, and investigate whether there are any available rebates or incentives being offered.
- Visit multiple dealerships and obtain written quotes with only the added features you want.
- Ask about vehicle warranties, rust proofing, rebates, incentives, etc.

## **Understand the Added Costs of Purchasing a Vehicle:**

- ALWAYS review the invoice and be sure all charges are fully understood.

- Some charges can be removed or negotiated down, like: Additional Dealer Markup, Ad Fees (sometimes written as an acronym), and Dealer Prep (most times this is included in MSRP).
- If buying used, always take the vehicle for a full MVI check before purchasing.