



Tips to Get a Good Deal on Your Next Car

1. Make a plan

Decide what kind of car you want before you leave the house. Take into account the cost of gas, insurance, and future repairs.

2. Shop for a loan first

Find out from your bank or credit union how much you can borrow for a car loan and at what rates before you walk into a showroom.

3. Don't tell the dealer what you're willing to spend

Do not let the dealer or salesperson know what you've budgeted to spend on a car each month. If you disclose that information, you'll lose control of price negotiations before they begin.

4. Never buy a car on the spot

Never buy a car the first time you see it.

5. Get the car checked out

If you're buying a used car, find a knowledgeable, trustworthy mechanic or body shop to inspect the car, evaluate its condition, and let you know if it has been in an accident or been rebuilt.

6. Carefully evaluate the price of any add-ons

Insist that the dealer break down the price of each service or warranty added to the price of the car. Think carefully about whether those services are worth the cost before you agree to pay for them.

7. Do not sign a conditional sales agreement

Never sign an agreement that says that the dealer can cancel your contract if the financing is not approved. Don't take a car home until you have a final sales agreement.

8. Avoid mandatory arbitration clauses

Remember that if you sign an arbitration agreement you may be forever giving up your right to go to court to make the dealer address any problem you may have with the car or the deal. Try to find a dealer that will sell you a car without asking you to give up your legal rights.