



THE AUTO BUYERS QUICK GUIDE

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KNOW WHAT YOU CAN AFFORD

Whether you are paying with cash or taking out a loan, decide the amount you're comfortable spending. Visit 3riversfcu.org to find several useful calculators to help you make your decision.

KNOW WHAT YOU WANT TO BUY

Make sure to pick out a vehicle that's appropriate for your needs. Have two kids? You may want to look at an SUV or a van.

SEARCH IN VARIOUS PLACES

Take the time to search for cars from as many different sources as possible to find what is available in your area and at what price.

DO YOUR HOMEWORK

- Check the history of the vehicle
- Take it for a test drive
- Have the vehicle checked out by a trusted mechanic
- **Be wary of a quick sale**

NEGOTIATE YOUR BEST PRICE

Visit 3riversfcu.truecar.com to compare vehicles to get the best price for the car you want.

CLOSE THE DEAL

Federal and state laws safeguard sales by dealers, but not by private individuals, so protect yourself. In either case, get everything you have been promised in writing, especially anything that relates to a money-back guarantee or a warranty. Also, be sure to verify there are no outstanding liens on the vehicle before you agree to purchase.

TIPS BEFORE YOU BUY

- Research the history of the car's make, model and year (*Has that specific model been known to have maintenance issues? How fast does that particular vehicle depreciate?*)
- Determine the cost of your insurance
- Understand the vehicle's fuel economy
- Budget for routine and unexpected maintenance
- Get pre-approved for your auto loan so you can shop with confidence

TERMS TO REMEMBER:

DEALER ADDENDUM STICKER: Shows any accessories installed after the vehicle arrived at the dealership.

DEALER PREP CHARGE: When a new vehicle arrives at the dealership from the factory, dealer personnel must prepare the vehicle for sale. Often, the dealership passes this cost on to the consumer through a Dealer Preparation Charge.

EXTENDED WARRANTY: An extended warranty gives the customer additional warranty protection after a vehicle's original factory warranty expires.

GAP INSURANCE: In the event that a car is stolen or damaged beyond repair, any gap between what is still owed on the vehicle and what the vehicle is valued at will be paid by the insurance company.

MSRP: Manufacturer's Suggested Retail Price, often referred to as the sticker price.

TRADE-IN VALUE: The amount of money a car dealer is willing to pay a consumer for the consumer's old car.