

BUYING YOUR NEXT CAR FROM A DEALER

Looking at websites or magazines where private parties sell their used vehicles may seem attractive, but you don't know what you are truly getting unless you buy from an officially licensed dealer.

Knowing and trusting a private party when you are planning to purchase a used vehicle is one thing, but buying from an unknown seller can prove disastrous. It is easy to acquire the history of a vehicle using the vehicle identification number (VIN), but this will only show you major events in the life of the automobile, not nuances that may become major problems later.

The only way to get a good grasp on the condition of a used vehicle is to spend quality time behind the wheel. Sometimes these issues arise once it is too late to back out of the deal. It is in your best interest to head to your local dealership when considering a used vehicle purchase.

LESS PAPERWORK AND FINANCIAL BACKING

Purchasing a vehicle from a dealership gives you freedom from the sometimes-confusing paperwork that goes into transferring a title or registering a new vehicle. A major benefit you gain from buying from a dealer is this paperwork is prepared for you.

You also will have the advantage of acquiring a loan on location at the dealership. Dealers have extensive networks of financial institutions and might be able to offer better interest rates than you might find when applying for a loan on your own.

BUY CERTIFIED PRE-OWNED

When you buy a used vehicle from a private party, you are taking the risk of buying something unreliable or even unsafe. Many dealerships offer certified pre-owned vehicles. These models are put through extensive inspections and repairs and often carry impressive warranties.

These thorough inspections are crucial to those who live in areas that require emissions and other types of testing on vehicles.

CONVENIENCE

Arranging a meeting with a private party to look at the vehicle you are considering can be difficult.

Buying from a dealership allows you to visit the lot on your own schedule and gives you the ability to look at numerous models at the same time. You also will feel more comfortable performing the test drive with a salesperson than a seller with whom you are unfamiliar.



AVOID COMMON MISTAKES



DON'T FOCUS ON ONE MODEL

Going into a dealership with one vehicle in mind might make you settle for paying more when a similar model is available for less. Go into the dealership with an open mind and tell your salesperson exactly what you are looking for. They will give you several options; you might find one that better suits your needs.

KNOW THE VALUE OF YOUR TRADE-IN

If you are planning to trade in your current vehicle, it is crucial to know its value. You should know the used-car retail and wholesale prices.

You could make a larger profit if you sell the vehicle yourself. This extra effort can be worth it, and the vehicle may take a long time to sell. Trading it in is more convenient.

ALWAYS TAKE A TEST DRIVE

Be sure to take a few different vehicles out for test drives. This is your chance to see how well the vehicle performs and fits your needs. A test drive should last at least 30 minutes. That is enough time to get a good feel for your new investment.

LOOK AT THE MONTHLY PAYMENT

If you are planning to finance, it is crucial to know how much you can afford per month. That shouldn't be the first priority, however. Instead, insist on negotiating the final price, trade-in price and leasing terms separately.

Most dealerships have handy website tools to give you an average monthly payment for specific vehicles. You can use these to find the price point at which you are comfortable.

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AUTO LOANS

Model years 2007 or newer. 100% financing available.

2.24 % APR*	48 months	2.99 % APR*	72 months
2.74 % APR*	60 months	3.49 % APR*	84 months

*Annual Percentage Rate as of 6/1/17 and subject to change.



85 W. Marine Dr. Astoria
2315 N. Roosevelt Dr. Seaside
www.tlcfcu.org
503.842.7523