

5 Facts You Must Know Right Now Before Buying, Leasing or Financing Any New Car!

1. Always compare the M.S.R.P. price when shopping dealers. Dealers are notorious for presenting lower prices than what you already have because they are basing it on a cheaper vehicle.
2. Ask how much is the Bank/Acquisition fee on any lease? Dealers have the ability to mark up this fee by \$300 for added profit and its commonly done.
3. Banks are very competitive with financing rates and leasing programs. Be sure to ask which bank the dealer is quoting you with. Many banks appear cheaper in the monthly payment but have higher lease end/close out fees.
4. Never assume you have a friend/family member in the business and it automatically guarantees the best deal. This is extremely rare. Unless their name is on the building and even then I would get multiple quotes. This fact is from years of experience.
5. Never buy on impulse or when pressured by a salesman. Even when it's the last day of the month, there are always deals to be gotten when you know what you're doing. Studies show dealers are most profitable when they are able to close a buyer on the first visit, leaving them no time to shop competitively.

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