Know Before You Go

Buying a Vehicle?

You Make Your Deal

Know Your Credit Score
When, Where and Why

Know Your Purchasing Limit

Know What You Want and Its Value

Have your Own Lender

Know How To Negotiate the Price and Sales Contract

Remember sales are negotiable

Know How To Negotiate the Price and Sales Contract

Negotiate the price of the vehicle
You want to begin negotiating below the invoice price of the vehicle. Stick to buying the vehicle you researched and decided to buy. Buy a vehicle closest to the invoice price. Leave if the negotiations do not go like you hoped. If you decide you want a different vehicle, leave, and research again before buying.

Negotiate the language in the Sales Contract
Before signing the contract, read it and have it explained to you in detail. Make the salesmen explain what the Cool Down Period is, what the document fees are, what the arbitration clause is and then negotiate each one. Anything else on your contract that has a fee - question it and negotiate it. If you speak Navajo, or prefer Navajo, ask for a Navajo speaker. Anything you don’t know can cost you.

Do not sign anything if you don’t like the negotiations.
If you arrange finances at the dealer: ask for a copy of the written information submitted by the salesman to the financer, as well as the written response by the financer. If they refuse this is a red flag, be prepared to walk out.

Negotiate the price of the vehicle
Research the cost of the vehicle. Find the invoice price of the make and model you want. www.edmunds.com is good for information on new vehicles, and www.kbb.com is a good source for used vehicle values. You want to begin negotiating below the invoice price of the vehicle.

Talk to your credit union or bank about financing. Having your own lender secured before going to a dealer gives you an edge in negotiations. If not, be prepared to interface with the lender at the dealer!

Negotiate the language in the Sales Contract
Know your personal debt-to-income ratio. Calculate a monthly payment you can comfortably afford. Remember: You’ll be the one paying for your vehicle, don’t let anyone tell you that you can afford more.

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