



Best Tips When Buying A Car Just in time for Labor Day shopping

As the summer inventory starts dwindling down and one of the largest auto-buying times approaches (Labor Day weekend), here are things to keep in mind if you are considering purchasing a vehicle.

Shop around but act fast

It is always good to shop around for a good deal. But since we are approaching the end of the summer, you may not have the options you had earlier this year. It's always a good idea to use our online site to narrow down your options and see what is available. With just a few quick clicks you can browse vehicles by type, make, model and more using our [Auto Buying Service](#).

Still negotiate but find out about fees

Usually, up to the point of signing the vehicle purchase contract, you've only been discussing and negotiating the price of the car. However, there are always additional fees to pay—some legitimate and unavoidable, others questionable or negotiable. Fees to expect include sales tax, registry and new license costs, tire recycling fees, and a documentation fee (sometimes can be \$200 to \$500).

Find out about dealer-installed options

Dealers often add options to new vehicles after they receive them from the factory. Options added by dealers are called "add-ons" and the markup can be steep to boost dealership revenue. Add-ons can include nitrogen-filled tires, car recovery systems, window tinting, wheel locks, all-weather floor mats, paint protection, and others.

Dealers will sometimes install an add-on to all new cars in their inventory to make it appear as if it's a standard feature. But, if you know it's not a standard feature, you won't be tricked into paying for an add-on you don't want. Because the mark-up for the feature is set by the dealer, its price can be negotiated.

Find out about tax credits

If you're considering buying a new fuel-efficient hybrid or electric vehicle, you may be eligible for a federal tax credit. But did you know there are other tax credits that may be available for other types of vehicles? Researching this question before you get to the dealership, as well as asking the sales associate, will give you more information when trying to calculate the final take-home price of a vehicle.

Can you deliver the car?

In the age of COVID, why put yourself more at risk by visiting the site when they can bring the vehicle to you. Delivery of your new car is a great perk to negotiate that saves you time and gas. Dealerships are now starting to offer virtual walkarounds and other long-distance services to woo customers. Save your time and money and take advantage of these new services.

Buy during holidays periods



Labor Day and other holidays are great times to consider purchasing a vehicle. Dealers are more likely to work with you on a final price

a vehicle. Dealers are more likely to work with you on a final price since there may be bonuses in play for total car sales during these time periods. Looks for specials on certain makes of cars too.

When you are more informed and educated before buying your car, the more likely you are to save money.



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