

Negotiating Your Best Deal: What To Know Before Buying Or Leasing Your Next Car

Negotiating a car deal can be a daunting task, but it's essential to get the best price possible. Here's everything you need to know before you buy or lease your next car.



Negotiating Your Best Deal What to Know Before Buying or Leasing Your Next Car by Mark Graph

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Before You Start

Before you even step foot on a car lot, there are a few things you should do to prepare yourself for the negotiation process.

1. **Research the car you want.** Know the invoice price, the MSRP, and the average selling price. This information will give you a good starting point for negotiations.
2. **Get pre-approved for financing.** This will show the dealer that you're serious about buying and it will give you leverage in the negotiation

process.

3. **Decide how you want to pay for the car.** Are you going to finance it, lease it, or pay cash? Knowing your options will help you make the best decision for your financial situation.

At The Dealership

When you arrive at the dealership, be prepared to spend some time negotiating. Here are some tips to help you get the best deal:

1. **Be polite and respectful.** The salesperson is just trying to do their job. Be nice to them and they'll be more likely to work with you.
2. **Don't be afraid to walk away.** If you're not happy with the deal, don't be afraid to walk away. There are plenty of other dealerships out there.
3. **Be prepared to compromise.** You're not going to get everything you want, so be prepared to compromise on some points.

Negotiating Tactics

There are a few different negotiating tactics that you can use to get the best deal on your car.

1. **The lowball offer.** This is where you offer a price that is significantly below the asking price. The dealer will likely reject your offer, but it will set the tone for the negotiation.
2. **The split the difference offer.** This is where you offer to pay the average of the asking price and the invoice price. This is a fair offer that the dealer is more likely to accept.

3. **The walk away offer.** This is where you tell the dealer that you're not interested in their offer and that you're going to leave. This is a risky tactic, but it can be effective if the dealer is desperate to make a sale.

Closing The Deal

Once you've reached an agreement with the dealer, it's time to close the deal. Here are a few things to keep in mind:

1. **Read the contract carefully before you sign it.** Make sure you understand all of the terms and conditions.
2. **Get a copy of the contract for your records.** This will protect you in case there are any disputes in the future.
3. **Be happy with your new car!** You've worked hard to get a great deal, so now it's time to enjoy your new ride.

Negotiating a car deal can be a daunting task, but it's important to remember that you're in control of the process. By following these tips, you can get the best deal possible on your next car.



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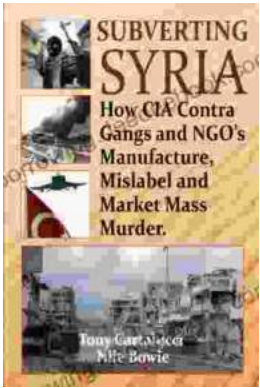
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