

# AUTO TALK



Your Quarterly Automotive Newsletter

Winter 2021

## Should You Buy a New or Pre-owned Car?

Pre-owned, new or new to you? Whether you are planning to buy a new or pre-owned car, it is important to understand the differences of each option. While a pre-owned vehicle can provide you with a more budget-friendly option, it might not be equipped with the latest and greatest features and technology. Check the pro and cons for each type of vehicle below:

### Pre-owned pros and cons:

**Pro:** Provides savings in the initial cost of the vehicle, such as depreciation value.

**Pro:** Get into a luxury pre-owned vehicle for up to 30% less than it would be to purchase the new version.

**Con:** Warranty is usually expired (or close to), but the good news is you can often purchase extended coverage from your dealership or insurance company.

### New vehicle pros and cons:

**Pro:** You are the first owner.

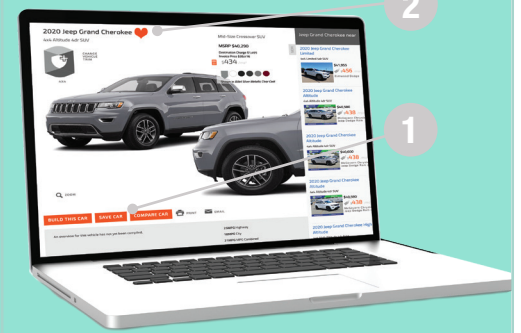
**Pro:** Everything is in working order, and you have the newest technology.

**Con:** You are paying top dollar to be in that new vehicle.

### WEBSITE HIGHLIGHT

## Save That Car

With so many vehicles available to you, don't forget to save your car searches on our car shopping website. Simply click SAVE CAR (1) or the little heart icon (2) on any vehicle detail page. Never lose a favorite again or waste time having to rebuild your dream car!



## How Do You Negotiate With a Car Dealer?

There are four negotiating tips to follow:



Know your numbers to get a fair deal



Be careful with your words



Start low because it's easier to negotiate up than down



Stand firm on negotiating just the price of the car



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