

# Car Buyers' Worst Mistakes

Avoid these classic car-buying errors and save on your next vehicle.

- ***Showing enthusiasm.*** If you act excited, the sellers know they have a unique product you want, and the price goes up instantly. Keep that enthusiasm in check until you've driven home.
- ***Buying in a hurry.*** If you buy on your first visit to a dealership, you don't have time to compare. Take your time. Be willing to walk away.
- ***Giving deposits before the dealer approves your offer on a vehicle.*** Feel free to give a deposit, if you really want a vehicle, but don't give it until you are very sure. Some dealerships use deposits to keep you there while they try to convince you to pay more. And you can't leave if they have your deposit — money, a credit card, or a driver's license.
- ***Switching to leasing without doing your homework.*** The dealership may suggest you lease a vehicle instead of buying it. Most of the time, buying is the cheaper option, so do your research and don't choose leasing on the spur of the moment.
- ***Trading in your old car without knowing its value in advance.*** You can check a car's value with the [J.D. Power Vehicle Pricing Tool](#). Another option is to clean up your vehicle and try to sell it to several used car dealerships. The highest amount you're offered for it is your car's real value right now. Don't accept less than that in trade.
- ***Financing automatically at the dealership.*** Check with CEFCU® first before financing at the dealership. We'll work with you to find the best deal on a Vehicle Loan, then ask for the CEFCU loan when you're at the dealership.

Big mistakes, big bucks out the window. We like to help you preserve your money — that's what credit unions are all about. Avoid these mistakes and put that money to work rather than throwing it away.