

CAR BUYING 101: HOW TO NEGOTIATE YOUR Total Car Payment



“What do you want your monthly payment to be?”



- ➔ A common question in negotiations
- ➔ Important to consider
- ✗ Doesn't work in your favor

In fact, experts suggest avoiding this question altogether.

Why?

Answering gives the salesperson the upper hand – and could end up costing you.

Hot Tip:

Search online to see what others paid. Don't forget to get preapproved, if possible!

Instead, negotiate with all of your ideal numbers in mind:

1. “My total cost will not exceed \$_____.”
2. “I will put \$_____ into a down payment.”
3. “The remaining \$_____ will be financed for no more than ____ months.”



By focusing on those numbers – instead of just your monthly payment – you can get the best total deal.

Need help budgeting in your monthly payment?
Reach out to a [personal financial manager](#) or counselor at your nearest Family Center.



For more tips, follow the Office of Financial Readiness at <https://finred.usalearning.gov>

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