

# AUTO TALK



Your Quarterly Automotive Newsletter

Spring 2022

## Financial Tips for Car Buying

Technology has made it easy for members to explore local inventory and find available vehicles before they ever walk into a dealership. While people do their homework when it comes to the make and model, they often neglect to do the math:

### Don't Just Start With the Car

Shopping for the car is usually the fun part, but it's important to start with a budget. One common mistake is thinking in terms of monthly payments, as opposed to the overall cost of the car.

### Be Flexible

Try to be realistic about the features you need versus extras that you might want, but can live without. Additionally, auto loan pre-approval will help you start your car negotiations from a place of control.

### Do Your Research

Your #1 tool is education, so be sure to use our auto center to research through millions of vehicles from the comfort of your home. Let us help you shop with confidence!



### WEBSITE HIGHLIGHT

## Your Auto Loan Refinance Calculator

Did you know that you can save money on your existing auto loan? Simply go to the "Get A Loan" tab on our auto shopping website and find your savings with our refinance calculator. It's super easy to use and will provide you with valuable information, including what lower interest rates are available and how much you could save.

Your remaining loan balance?			
18000			
Your current monthly payment?		Your desired new term (months)?	
500 /mo		60 months	
Your current APR?		New APR from your credit union	
5.99 %		3.24 %	
	CURRENT LOAN	NEW LOAN *	DIFFERENCE
Monthly Payment	\$500	\$325	\$175!
Months Remaining	40	60	20!
Interest Remaining	\$1,891	\$1,500	\$391!

## Top 5 Reasons to Shop For Your Next Car with Us

1. Research millions of vehicles on one site.
2. Build your vehicle with the latest features.
3. Save time and money with pre-approval.
4. Refinance your existing auto loan and save.
5. Free CarFax®, comparisons, and more!



Experience it now... [LMFCU Auto Buying Center](#)