

Paramonos News



How much can a person usually negotiate off of a brand new car?

Once you know exactly what kind of car you want, simply go to the dealer, a salesmen will greet you. Tell him you'd like to go inside and talk about the car you're interested in. Go inside, tell him you're comparing with two other brands but you like this one the best. Tell him, I'd like to buy this car now if you can match the other dealers' offers which is \$100 over invoice. Tell him kindly, "Please let your manager know my offer is \$100 over invoice, which is what the other dealers offered me, and if he accepts, I'd like to see a copy of the invoice (which they must do legally – you're welcome), and then we can wrap this up now and I'll buy you lunch for your great service."

That's it. Unless it's a specialty car, it will go down just like that. If you're paying cash, it's a done deal 99.9%. If that doesn't work, call the next town over, tell them you were offered \$100 over invoice but you don't like how they do business so want to go to the competitor. If they agree (which they will because the car biz is super-competitive) ask them to e-mail a copy of the invoice. Once they do, call them and tell them you're on your way.

Side note- best time to buy a car is New Years Eve, two hours before closing using this method...just tell them "Come on guys, let's wrap this up quickly so we can all go spend time with our families." It's not as hard as people think. Believe me, the salesman just wants to sell a car, he cares more about closing the deals than anything else because if he doesn't, he doesn't get paid.

Another note, the faster the deal, the better. And be POLITE, good salesman ARE expert salespeople and they'll rip your head off without you knowing if you're an ass. Oh, and all your friends who think they're experts...are not! Even if you buy the car for 50 cents they'll tell you that you've been screwed, lol. Buy a decent car for \$100 over invoice and go home happy. And don't over spend on cars, they all have four wheels...just get a good running car. The more you spend, the more they depreciate and they're all worth \$2500 in 10–15 years.

This is advice for new cars. Used cars...offer 3k less than the asking price OR 500 over wholesale book whichever is less (use blue book online between trade-in & private party value)(pay cash)...also 5 minutes. But only do these if you're ready to buy in that moment. Test drive all first. If you don't have cash, get pre-approved at a credit union and take the letter to the dealer to solidify your seriousness. If you have bad credit...it's the bank that will screw you, not the dealer. Also with bad credit, the dealer had to pay bank fees so they can't come down as much on the price. Bank fees range from \$500-\$3000! depending on *how* bad your credit is. My thumb is tired now... good luck!

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