



CAR BUYING GUIDE



**Buying a car?
We're here
to help!**



“

I would recommend TTCU to anyone who wants a bank that cares about the individual. We have purchased all of our vehicles and had several loans and 90-day loans that helped when we needed it.” — Norma R.

WELCOME!

Car shopping is so exciting – deciding what make/model is best for you, picking the perfect color to fit your personality... but when it comes to the actual buying part, you might have some questions.

**DON'T WORRY – QUESTIONS ARE GOOD!
THAT'S WHERE WE COME IN.**

Read on!

These facts and tips from our TTCU Federal Credit Union lending experts will help you stay on the exciting side of car buying and give you the confidence needed to make the right purchasing decisions.

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TTCU approved my auto loan quickly and the process was by far the easiest I have encountered.” — Ginevra K.

BEFORE YOU BUY

Are you
ready to
buy a car?

HERE'S WHAT YOU NEED TO KNOW BEFORE YOU BUY:



Determine your budget — know what you can truly (and comfortably) afford.

Keep costs like down payment, tag, tax and title fees, insurance costs and estimated payments in mind. We have helpful calculators at www.ttcu.com/auto-loans



Research vehicles that are in your price range — this will help you avoid

falling in love with a car that's out of budget and experiencing "sticker shock" at the dealership



Know your insurance costs — both collision and comprehensive insurance are required to finance a car

Do your research

Once you've determined your budget, it's time to start shopping!

[ttcu.com/autosmart](https://www.ttcu.com/autosmart)

Our AutoSMART website has valuable information to help you through your car-buying experience. You'll find helpful articles, trade-in values, vehicle research tools and financing resources.

[carfax.com](https://www.carfax.com)

Another way to make an informed decision about your next vehicle is to run a CARFAX Vehicle History Report. A detailed VIN search will provide information like salvage or flood history, total loss accidents, frame damage, registration and title, odometer readings, recalls and much more.

Dealership shopping tips

Shopping at the dealership can quickly turn from an exciting experience to an overwhelming one.

HERE ARE SOME TIPS TO HELP YOU STAY ON TRACK:

- Bring a trusted relative or friend to help you stay focused
- Ask the salesperson for the best price on the vehicle – without telling them your maximum payment amount
- Offer any trade and down payment only after the best price has been agreed upon
- Be prepared to come back another day if you cannot come to an agreement. This will help you avoid spending more than you planned



I was actually shopping for a car at the dealership and TCU gave me the best interest rate and no down payment. Being a single mom, I didn't think I would ever be able to get a nice new car but TCU made that possible." — Nicole M.

FINANCING OPTIONS



So, you've determined your budget, shopped and found the car of your dreams - now it's time to buy!

TTCU OFFERS TWO DIFFERENT AVENUES FOR FINANCING YOUR CAR – DIRECT AND INDIRECT LENDING.

DIRECT — You can apply for a TTCU auto loan online, in a branch location or by phone

INDIRECT — Preferred/participating dealers can process your new loan directly with TTCU, right at the dealership

Which financing option is best for you?

KNOW YOUR CAR-BUYING LINGO

GAP, MBP, VIN – oh my!
Let's get acquainted with these common car-buying terms.

Collision insurance: A coverage that helps pay to repair your car if it's damaged in a collision with another vehicle or object, such as a fence or guardrail. Generally, collision insurance comes into play because a driver gets into a car accident.

Comprehensive insurance: A coverage that helps pay to replace or repair your vehicle if it's stolen or damaged in an incident that's not a collision.

Down payment: Money paid upfront for a vehicle you buy.

Guaranteed Asset Protection (GAP): Vehicles today depreciate at an alarming rate. In the event of a total loss (stolen, wreck or storm), Guaranteed Asset Protection protects you from owing more on your vehicle than it's worth. GAP pays the difference between what your insurance company pays (market value) and the payoff on your loan (subject to certain restrictions).

Should you go DIRECT or INDIRECT lending?



Mechanical Breakdown Protection (MBP): Provides protection against mechanical breakdowns beyond your existing manufacturer's warranty. No limit on your claims.

Preferred dealer: A dealership TCU has partnered with to help you through the car-buying process. These dealers can process your new loan directly with TCU.

Tag, Tax and Title fees: In addition to the price of the car, you typically have to pay the following fees:

- State and local sales tax
- Department of Motor Vehicles title and registration fees
- A documentation fee
- Interest charges on a car loan

Vehicle Identification Number (VIN): The unique identification code for a specific automobile. No two cars share the same VIN.

“We have financed several cars with TCU over the years and have always found them to be friendly and helpful.” — Georgia D.



Some restrictions apply. With approved credit.