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How To Buy a Car The Right Way In 2022

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Car shoppers don't enjoy the process of searching for a vehicle at all. They typically feel like they're getting ripped off by higher prices and smaller inventory, but it doesn't have to be this way!

Before the pandemic hit, car buyers could look up a car's Manufacturer Suggested Retail Price (MSRP) and find a seller that was willing to negotiate. But these days, car dealers often have to mark up the prices because a struggling supply chain means they can't afford to cut any deals and fully sell out their small inventory.



There are a lot of hidden costs in many financial situations, so the Federal Trade Commission is proposing new rules to help consumers avoid them. For the time being, auto experts advise people to be patient and do plenty of research before deciding on their purchase.

A Guide To Auto Shopping in 2022

There are a few options that you can consider to avoid spending too much money and having to wait forever for the car you want.

First, to find the best cars for your budget, don't look for the most popular or the most expensive cars. They usually include pickups and SUVs. Instead, consider smaller compacts or sedans.

If you don't want to deal with haggling or upselling, you should look for dealerships that advertise "no markups".

Do your homework

One piece of advice for a successful car purchase is to do your research and don't go to the dealership until you're ready to buy.

Research different dealerships by sending them emails and looking at their inventories online. Then, determine which dealership has the best deals.

When you plan ahead for your purchase, you won't have to worry about hearing about added fees or prices from an agent focused on getting a commission. Instead, pick the package that fits your budget in advance and you'll know exactly what it costs.

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If you're willing to be flexible when buying a car - like not having your mind set on one specific color or one specific size - you'll be able to find a car that you like and at an affordable price.

Look for a second opinion

To make shopping easier, we recommend that you find a salesperson or resource you can trust. That way, you'll be able to get some valuable tips and learn how the process works without any risk of getting ripped off.

If you can find a dealership to work within your area, this will help out tremendously. You'll be better off this way than going through a random person online.

Also, buying a used is a lot cheaper than buying a new car. Right now, there are more than twice as many used cars on the market as there are new ones.