

HOW TO BUY A NEW CAR IN UNDER AN HOUR



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Buying a new vehicle is exciting, especially when there are so many to choose from. Plus, working with a dealership will help make the buying process quite easy. However, did you know that you could buy a new car in under an hour?

With the right preparation, this dream can become a reality. See how it's done in just five easy steps, and then get ready to buy a new automobile today.

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Step 1: Know What Type of Car You Want to Buy.

Before you head to the dealership, you'll want to have a clear-cut idea of what automobile you want to buy.

Think about what you'll be using the vehicle for. If you mainly use it for work or solo errands, then a compact or midsize sedan would be sufficient. If you have a couple of kids, then a large sedan or compact-to-midsize SUV would be great. If you have a larger family or are the designated carpool driver, then a full-size SUV could be a good option. If you work a lot on the road, then a strong and capable truck may be ideal.

Plus, if you do a lot of driving, then fuel economy may be important to you. If that's the case, you might want to consider getting a hybrid or electric car.

What Car Do You Want: Questions to Ask Yourself

There are other factors you can think about when it comes to picking the right automobile. Some questions to consider are:

- How much cargo room do you need?
- Do you plan on doing any towing?
- Do you need all-wheel drive?
- What features, such as heated seats or a navigation system, are on your must-have list?
- Which safety options are most important to you? Do you need advanced safety systems, like Blind Spot Monitoring and Automatic Emergency Braking?

Once you've answered all these questions, you can start creating a wish list of specific models.

Step 2: See How Much You Can Afford.

Once you've thought about what type of car you want, you'll need to determine how much you can afford to spend on one.

Create a spreadsheet and list your monthly income in one column and expenses in another. Subtract the total in the second column from the first one. The remaining number would be the surplus, which is roughly how much you can spend on a vehicle. Still, keep in mind that you'll still need to factor in other expenses, including gas, maintenance, and auto insurance.

Another way to determine how much you can afford to spend is with a payment calculator. First, you'll want to see how much your current car is worth, if you have one to trade in.

Most dealerships have a trade-in tool right on their website. You fill out basic info about the car, such as the year, model, trim, and mileage. Then, describe the vehicle's current condition to get a fair and accurate assessment of its worth.

Once you get that value, you can enter it into the calculator. You can enter in an extra down payment amount, as well, if applicable.

Those numbers, along with things like monthly payments and the loan term, will be used to calculate a final purchasing number. This will help determine how much you can spend on a car. That way, you can get your ideal ride that fits within your budget.

Step 3: Check the Dealership's Inventory.

After completing steps 1 and 2, you'll need to see if your local dealership carries the automobiles you have in mind.

One of the best ways to determine this is to check out their inventory online. You can use the search filters to narrow down options. In fact, you could look for vehicles in categories like:

- Body style
- Color
- MPG
- Drivetrain
- Features

When you've found a few of interest, it'll help to learn more about them. Read through various car reviews to get a better sense of what they offer. You can even read through comparisons to see how they stack up against competing models.

You'll also want to take a couple test drives ahead of time. Reading about a vehicle is great but getting behind the wheel is important. You'll need to see how the features work and how the car performs on various roads. By doing so, you'll really know which automobile is right for you.



Step 4: Apply for Financing to Get Pre-Approved.

When you apply for pre-approval, you're getting approved from a bank or credit union to borrow a certain amount of money. This is done before you go to the dealership and can help streamline the entire buying process.

Filling out a secure form only takes a few minutes. You'll just need to provide proof of identity and residence. Along with your credit history, this information will help you get pre-approved in no time at all.

Plus, the dealership will have all your information by the time you stop by their finance center. Therefore, you can get started on buying the car right away and get everything done in under an hour.

Step 5: Bring All the Necessary Paperwork.

After you've decided on your new vehicle, it's time to meet with a finance expert. To help make your time with them more efficient, you'll want to make sure you have all the needed paperwork with you.

The first one is a method of payment, which could be a cashier's check, personal check, or credit card. However, you'll want to call the finance center ahead of time to see what forms of payment they accept.

You'll want to make sure you have your driver's license, as well. Since you're driving the new car off the lot, this proves to the dealer that you're a legally registered driver. Additionally, it's used as a form of identification for the car payment.

If you're trading in an automobile, you'll need to provide a title for the trade-in, which proves that you own the car. If there's a cosigner or lien against the title, you'll need to get the required signature ahead of time. You'll also need the registration for this car, and it needs to be current.

Furthermore, you need proof of insurance. You can call your insurance company ahead of time to set up a new policy on whatever vehicle you'll be buying. You also can call from the dealership and give the insurance company the vehicle identification number (VIN). Then, they can fax or email a new insurance card in a matter of minutes.



Start Shopping For a New Car Today!

After you completed the above steps, you're nearly all done. Just sign some paperwork and hand over the keys from your old ride. You'll then get a new set of keys, and you'll be all set to drive home in your brand-new automobile.

So, if you're needing a new vehicle, don't wait. Start the first step today, and you'll be all set to buy a new car in under an hour!

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