

# AUTO TALK



Your Quarterly Automotive Newsletter

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## Should You Lease or Buy?

This is a question that lingers in most people's minds. For some people, it makes sense to lease rather than own a car. It especially makes sense for someone that likes to drive a new car for the reliability and newer technology that it offers.

Leasing can be more cost-effective in the short run. Your monthly payments are generally lower, and you can often avoid a down payment. The consumer has the option of lower costs in the short term enabling a possible switch to a nicer car.

Leasing results in other advantages over ownership: It enables you to trade up for a new car as soon as the lease expires. You also don't need to worry about selling or trading in a car when you want to get rid of it. Another nice feature is that the warranty will probably cover the length of the lease; thus, you don't have to worry about the cost of repairs.

Wait! It sounds like the lease is the no-brainer way to go, right? Not so fast!

For many, it still makes sense to buy instead of lease.

Leases carry mileage restrictions with expensive charges for excess miles traveled. For someone that drives a lot, a lease probably doesn't make sense. If you own the car, there is no restriction on mileage.

In addition, someone with less-than-stellar credit is less likely to qualify for a lease.

Finally, there is also the advantage of paying off the car and then eliminating that monthly expense.

**Bottom Line:** The better option depends on the situation. There are pros and cons of each. A consumer should carefully think about how a car will be used. The lease is a nice option, but for a high-mileage consumer that wants long-term savings, the purchase may still make more sense. Talk to one of our member service representatives for help in making the right choice.



## The Benefits of Trading in Your Car

### Convenience

Compared to selling your car by yourself, trading it in is a breeze! Selling a vehicle privately can require a lot of time, effort, and money. In addition, it can be a hassle to handle the advertising, the negotiation with prospective buyers, and the paperwork involved. Trading it in is a simpler process.

### Down Payment

If your car is paid off, or you have equity in it, you can apply the value to the down payment. This reduces the amount needed to finance, which will lower monthly payments, and the overall interest charges.

One possible downside is that the offer from the dealership may be less than if you sold it on your own. Trade-in offers are sometimes lower due to dealership expenses associated with resale.



## Fall Is a Great Time to Buy a Car!

Car manufacturers are beginning to showcase new-year models at this time of year. That incentivizes local dealers to offer better prices to get rid of the current year's inventory. It also gives buyers more negotiating power.

Early fall may be even better, since there is still a lot of the current year models in a dealer's inventory. You can get a better price while still having more choices for the model, color, and options you want.



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## New Features for Older Drivers

The demographics of the U.S. point to a bigger and bigger share of drivers aged 65 or older. Older drivers are typically experienced and safe, but they are also more likely to be impacted by health-related concerns, such as diminished vision, back pain, or other ailments.

Automakers have developed some great smart features that, while useful for any driver, are especially helpful for older drivers. Some of these features will allow older drivers to continue driving and retain their independence.

Features designed for comfort include keyless ignition and entry, adjustable foot pedals, assistive parking, and seats with multiple adjustment options. Some cars come with text displays that can reduce glare.

Even more important are features designed for safety, which include blind spot warning systems, smart headlights, reverse monitoring and lane departure, drowsy driver alerts, and crash mitigation.

According to AAA, 70% of drivers are aged 65 or older. With diminished visual performance, seniors are twice as likely to be involved in car crashes than drivers 55 to 64 are. For this segment of the population, autonomous features in vehicles are a welcome benefit.



## How to Get the Best Deal for a Car

It's important to do your homework and research before you go to a dealer. Our auto-shopping website is a great place to start your search.

Learn as much as you can about the vehicle, including specs, tech features, and gas mileage. More importantly, research the book value of a given car and what other dealers in your area are charging. This will give you an advantage when it is time to make a decision.

Once you are ready to start visiting dealerships, talk to us for an easy pre-approval. This way, you understand exactly what you can pay. A pre-approval can also grant you additional bargaining power when it's time to negotiate a fair price for the vehicle. You can do that online through our website or at one of our convenient branches.

Our auto resource is loaded with tools to help you understand the car-buying process, and how to get the best deal on a new or pre-owned vehicle.



## Tech and Trends

Over the past decade, cars and computers have become intertwined. Technology is embedded in everyday life, dictating how we function behind the wheel. So much is going on autonomously with our vehicles, we hardly take notice anymore. When it comes to purchasing a new vehicle, technology can influence your decision. Here are some of the biggest trends in 2019:

**Hands Free Driving.** It may feel a little weird at first, but it's an amazing feature for highway driving. This is found in more and more models.

**Electric on the Move.** New, fully electronic concept cars were introduced this year in advent of having a lot more choices by 2020.

**Connectivity.** Internet connectivity is becoming an important feature for buyers. Many vehicles feature Wi-Fi integration!



## Automotive Fashions

Clothing isn't the only place fashionistas are looking to convey their unique styles. Being in style also includes the distinctive look of a type of car that portrays that fashion-forward sense. Auto design studios are looking for the next big fashion trend to grab the consumer's attention. In past years, fashion for your auto included the "floating roof" on vehicles, those funky-shaped, daytime running lights that were above, below, or around headlights. Earlier fashion accessories of decades gone by included vinyl roofs, chrome trim, taillight wings, and two-tone paint jobs. The next wave of design features looked for the panoramic roof, high-efficiency headlights, and broader, lower-to-the-ground body types that are lighter and with more spacious interiors.

## Save That Car!

So many options! That's what you'll discover when you search for your car on our auto resource. Very convenient... Save searches, and compare makes and models. Simply click "SAVE CAR" from any vehicle detail page to begin the process of saving search results. Never lose a favorite again or waste time having to rebuild your dream car!

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