

# AUTO TALK



Your Quarterly Automotive Newsletter

Winter 2023

## Is it a good time to buy a pre-owned car?

Trying to buy a pre-owned vehicle over the past couple of years proved to be a difficult endeavor. Higher costs and lower inventory due to new-vehicle production disruptions were among the reasons why used cars weren't representing as much of a value to the consumer as they had previously. However, experts believe that 2023 will mark a return to normalcy when it comes to the pre-owned market.

If you're planning on buying a pre-owned car, consider the following:

### Plan ahead

No matter what kind of car you buy, it's always important to determine what your monthly budget is and stick with it. You can filter local inventory by your ideal monthly payment on our website.

### Do your homework and cast a wide net

It's crucial to research your dream vehicle and browse multiple dealerships, which you can do on our website whether you're at home or on the go.

### Get pre-approved for an auto loan

You'll be at an advantage by talking to us for a pre-approved auto loan before visiting the dealer.

### WEBSITE HIGHLIGHT

## Save That Car

With so many vehicles available to you, don't forget to save your car searches on our car shopping website. Simply click SAVE CAR (1) or the little heart icon (2) on any vehicle detail page. Never lose a favorite again or waste time having to rebuild your dream car!



## Benefits of Credit Union Loans

Credit unions generally offer better auto loan rates than major banks do. Be sure to check first for pre-approval before visiting a dealership. We often provide better rates and a more personalized approach.

- Credit union rates are generally lower. This is because credit unions pass savings from their not-for-profit status throughout their product lines.
- While the loan approval process is similar, a credit union is much more approachable and willing to work with you. We strive to provide a personalized approach that values the member and the member's financial situation.
- Members report generally high satisfaction rates when conducting business with credit unions.



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