

How to buy a Car with the End-of-Year Deals?

Posted by [Jeffery Reynolds](#) On 11/24/2017

Shopping for a car during Holidays is no joke. Many individuals quickly find themselves unprepared and confused for the task ahead. A few of them leave the pursuit of finding the best deal and head home to enjoy the festivities. But, remember that Christmas is one of the top 5 holidays for making a car purchase. According to Iseecars.com, dealers offer 35.6% more deals during Christmas than any other time of the year.

Buy a Car: Make the Most of End-Of-Year Deals

If you want to buy a car during the end of 2017, do not walk down to the dealership before making a detailed analysis. Here's how you can obtain the best deal and come home with a car.

The Search and Research begins: What does it involve?

Buying a cheap car that doesn't meet your requirements is not a good deal. You need to find aggressive discounts on the type of car that you want. To find a vehicle of your choice, check the list of car rankings. You may find that many car related websites in the market provide detailed review of car models, enabling you to make an informed decision. Understand each car model's performance against different cars and find your pick.

Also, one cannot stress the importance of having pre-approved financing during this time of the year. With a ready check in your hand, you will be able to grab the best end-of-year deals without letting them go to any other buyer. So, find your car and then make sure that you have money for buying it.

What's the Scene at the Lot?

Compare end-of-year car shopping to a clearance sale. You may not find a wide-range of inventory at the dealership lot. Color options may be few. Or, you may find that different versions of the model are unavailable. Also, there will be several other people vying for the same car as you. On the other hand, you can enjoy great monetary benefits. Auto makers offers huge discounts to push slow-selling models and dealers are ready to share their incentives with you in the hopes of clearing space for 2018 car models. It results in incredible savings for you.

The Kind of Deals that you can Expect

Auto makers and dealers are offering different types of deals across the nation. Kelley Blue Book and US News are a few websites that offer detailed analysis of different car deals available during the Holiday Season. For example, you can obtain \$6,250 cash back on the 2017 Chrysler 300. On, Hyundai Sonata, the cash back amount is even higher. 2017 Ford Mustang is offering 0% financing for 72 months along with \$1000 in cash back. On Honda Accord 2017, you can avail benefits up to \$2700 in the form of discounts. And, it is expected that the pricing will become more aggressive as the year ends.

This Christmas, Gift yourself the Comfort of Car

To truly enjoy the gift of car, you must be diligent in making the purchase. Do not say yes to the sticker price that the dealer offers you. Just because you will enjoy great financing deals and end-of-year offers, it doesn't mean you cannot negotiate the price. Discuss the price of the car, involve the down payment angle in the negotiation and make an informed decision. If you feel that the salesman will overwhelm you with all the numbers and pressurize you to the close the deal, it is best to bring your support. Ask your partner or friends to join you in making the decision.

Stay smart, find the best deal and get ready for the perfect Christmas gift!

This Christmas, work with a professional lender and enjoy the gift of pre-approved auto financing. Get quick approval on [no down payment auto loans](#) and get ready to grab the best end-of-year deals. Apply now.

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