









Comparing auto loans

Directions: Bring this sheet with you to show you are serious about getting the best loan. The factors you can negotiate are indicated with an icon .

Determine your upfront costs

| | Example | Choice 1 | Choice 2 |
|---|------------|----------|----------|
| A. Price of the vehicle  | \$20,000 | | |
| B. Additional features, services or add-ons  These are optional and will increase the total cost of the loan. | + \$300 | + | + |
| C. Taxes, title and non-negotiable fees State and local taxes, and title fees. | + \$1,400 | + | + |
| D. Negotiable fees  You can negotiate fees such as delivery charges, origination fees, document fees, and preparation fees. | + \$100 | + | + |
| E. Cost of the vehicle before interest (add rows A, B, C & D) | = \$21,800 | = | = |



Calculate how much you will need to borrow

| | | | |
|---|------------|---|---|
| F. Down payment  A larger down payment will lower the total cost of your loan. | - \$3,000 | - | - |
| G. Trade-in value  (if you already have a vehicle) A higher trade-in value will lower the total cost of your loan. | - \$3,000 | - | - |
| H. Total amount to finance (subtract rows F & G from row E) | = \$15,800 | = | = |

Know how much money you'll pay over the life of the loan

Before deciding on loan length and payment options, calculate the total cost to see which choices work best for you. This will help you see how much you will pay in total for your auto loan.

Determine your upfront costs

| | Example | Choice 1 | Choice 2 |
|--|------------------------|----------|----------|
| I. Interest rate  Negotiating a lower interest rate will lower your total cost. | 3.5% | | |
| J. Length of loan in months  A longer loan term will increase the total cost. | 48 months (4 years) | months | months |
| K. Monthly payment Use a loan calculator or ask your lender or dealer. | x \$353.22 | x | x |
| L. Total of payments over life of the loan (multiply rows J x K) | = \$16,955 | = | = |

Find the total cost of your purchase

Compare the total cost of your offers and the amount of interest charged.

| | | | |
|--|------------|---|---|
| M. Add in down payment and trade-in (add rows F + G) | + \$6,000 | + | + |
| N. Total cost of your purchase (add rows L + M) This is how much you will pay to buy your vehicle, including all of the interest, over the life of the loan. | = \$22,955 | = | = |
| O. Cost of vehicle before interest (row E from page 1) | – \$21,800 | – | – |
| P. Total interest paid over life of the loan (subtract row O from N) | = \$1,155 | = | = |