

FACTS

Many dealers are offering 0% financing. But before you choose an offer that seems too good to be true, consider the fine print. In some cases credit union auto loans can actually cost less than a 0% loan, so it's worth your time to read the fine print.

Here's a quick lesson:

- Many 0% offers are restricted to shorter-term loans typically one or two years. With a shorter loan term your payment could double what you normally budget (i.e. a \$765 monthly payment on an \$18,000 two year loan).
- Most dealerships will restrict the 0% offer to dealer stock. Plus, you may end up paying for options you never would have selected that could cost you more in the end.
- According to statistics released by the Consumer Task Force, fewer than 10% actually get 0% loan rates.
- Dealerships generally will not negotiate on the price of cars advertised with 0% financing.

A good option to consider is the dealer rebate. If you take the dealer rebate and apply it to the down payment the amount financed will be less and with a loan from Capstone FCU of even 4.50%, you'll still come out a head in the end.

So if you're in the market for a new car, don't hesitate to contact one of our loan specialists to find the best financing option that's best for your budget. You can speak with a loan specialist by calling our Loan Department at (800) 854-7125, before you shop for your new vehicle. You'll be glad you did!