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Nothing beats the feeling of buying your very first car. You canâ€™t help but feel excited the moment you see that new Mitsubishi car model in an Indianapolis dealer's window. You have worked hard for this moment for years, saved up what you can, and stepped into the dealer's office ready to buy the car on the spot!

Now, hold on there. It's understandable you're all dead-set to get that new fancy Mitsubishi toy and show it off to your girlfriend. But what you might not realize is that you might be missing out on a lot of good deals. If you don't want that to happen to you, then learn about the four common mistakes car buyers make:

Thinking the advertised price is the lowest price. Just because your car dealer's ad on TV, newspaper, or even on the Internet gives the lowest price doesn't necessarily mean it actually is, especially if you're unaware of the car dealer's true cost for a new car.

Putting little to no money down. Of course, you'd prefer not to put down so much money if it can be helped, especially if the car dealer you're dealing with advertises a zero-down rate. While the car dealer may take a potential risk by taking little to no down payment from you, they may compensate for this by charging higher interest rates. Either wait it out or go for a less expensive car.

Negotiating from the sticker price. Some Indianapolis Mitsubishi dealers put a sticker price on the model car supposedly as the manufacturer's suggested retail price or MSRP, and then say something like, "I'm sure I can help you save $700 off if you buy this today." For comparison, get free dealer price quotes from sites like Kelly Blue Book and use them when negotiating the sticker price.

Buying a car just on payments. It's convenient to purchase a new car using in-house or bank monthly payment plans: negotiate an agreeable price and terms, and then simply pay the outstanding amount on a monthly basis. You may occasionally come across an Indianapolis Mitsubishi dealer that offers a cheaper price for the same car, so keep your options open.

By avoiding those common mistakes, you can get a fair price and the Mitsubishi car you want. As the popular saying goes, knowledge is power. AutoCheatSheet.com can help you achieve that. So, be an informed consumer and learn how to look for the best Indianapolis Mitsubishi deals.

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Leisa Dreps - About Author:
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