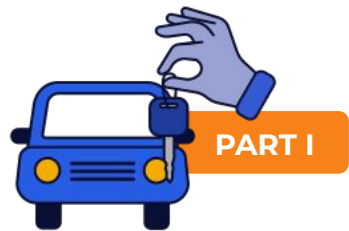




RESEARCH: Find Your Next Car

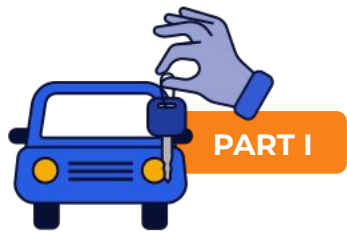
In this activity you will:

- Identify what your car needs and preferences are
- Conduct research to find a few cars that meet your needs
- Choose a car and compare how much it would cost you to get it new or used, and finance or lease it

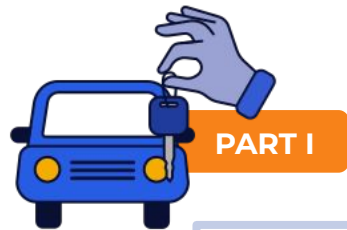


Part I: Needs Assessment

The first step in finding a car is to identify what your needs are.

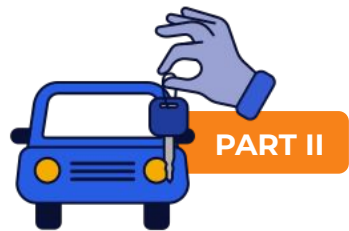


1. Answer the questions on the first page of this interactive from Driverbase.com by sliding the bars to meet your preferences.
2. At the bottom of the page, you will see a web that visually depicts how important different factors are to you in a car. Take a screenshot of the web and include it on the following slide.



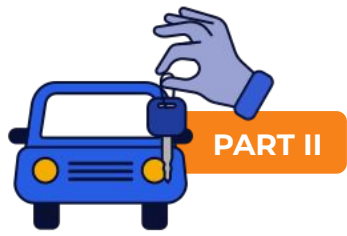
My Driving Preferences

- Truck
- <150K miles
- 4wd low
- Non rebuilt title
- >6ft bed
- Crew cab

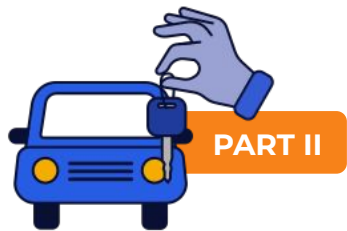


Part II: Explore Your Car Options

Now that you've identified your needs and preferences, it's time to start researching! You'll use Kelley Blue Book's Car Finder Tool to narrow your search and find 3 car make and models that meet your needs.



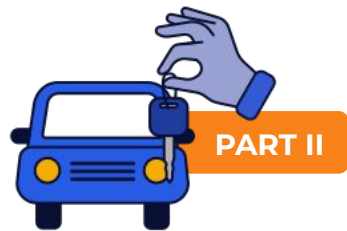
3. Open [Kelley Blue Book's Car Finder Tool](#).
4. Using the filters on the left-hand side, choose the options that align with your needs. Follow the directions for the specific filters below when conducting your search:
 - PRICE RANGE - Max should be no more than \$35k
 - CONDITION - SKIP
 - MODEL YEARS - Choose the latest year for Min & Max
 - VEHICLE SIZE - SKIP



5. **Once you've filtered your options, copy/paste the url at the top of your browser so that you can refer back to your search results if necessary.**

<https://www.kbb.com/car-finder/?categories=pickup&price=0-15000>

6. **getting from your search results and add them to the next slide. Be sure to include the make and model of each option.**



My Top 3 Cars

[Used 2017 Chevrolet Silverado 1500 Double Cab]

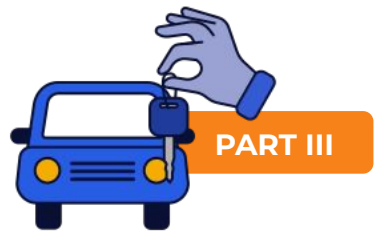
<https://www.kbb.com/chevrolet/silverado-1500-double-cab/2017/>

2016 Ford F150 Super Cab Review

<https://www.kbb.com/ford/f150-super-cab/2016/>

Used 2015 Ram 1500 Quad Cab

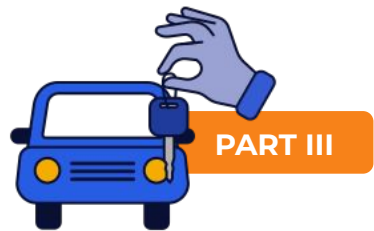
<https://www.kbb.com/ram/1500-quad-cab/2015/>



Part III: Choose a Car

Now that you've narrowed down your car options, let's pick a car!

In this section, you'll be choosing one car and looking up the price for a new, used, and leased version of that car.



Narrow your 3 options down to one specific car. To do this, compare the features of your top 3 and determine which one best meets the categories you identified in your needs assessment in Part I. You may also want to read reviews that can be found on Kelley Blue Book.

7. Which car are you choosing?

[Used 2017 Chevrolet Silverado 1500 Double Cab]

8. Find a picture of your car and paste it into the following slide.

(Hint: If you want a specific color, Google Image Search the name of the car and the color)



PART III

My Car



Buying New

Visit [Edmunds](#) and search for your car. Adjust the Year Min to be one year less than Year Max and set the Condition to be NEW. Click on a version of the car that you like including color, features, and price.

9. What is the price for your car? (this will sometimes be listed as MSRP or Dealer Price)

44695

Below the price, click Est. Loan and set the Term (Months) to **60** and a **Good** credit score on the calculator.

10. The suggested down payment for a car is 20% of its value (which includes any trade in value from your current car). What is the suggested down payment amount for your car?

$44695 \times 0.2 = 8939$

Buying New

If you don't think you can afford 20%, enter a down payment amount that you think you can afford.

11. What is the estimated monthly loan payment for your car at the bottom of the calculator (which includes estimated taxes & fees)?

If the car does not have taxes and fees, you will need to pick a different car.

1063

12. What are the pros and cons of buying this car new?

Pros

- Available powertrains cover a range of towing and hauling needs
- Long cabin provides excellent rear legroom
- Lots of in-bed tie-down points and massive bed capacity
- Touchscreen display is attractive and easy to use

Cons

- Most versions ride a little rougher than primary rivals
- ZR2 off-road trim doesn't measure up to competitors

Leasing

Now click the Lease Tab at the top of the Payment Calculator.

13. How many months are you leasing the car for?

(36 months is the most common)

36

14. How many annual miles are you going to purchase with your lease?

12,000 miles per year

15. How much did you put for a down payment? Remember that leases often don't require a down payment but a lower down payment will result in a higher monthly payment.

671

Leasing

- 16. What is the estimated monthly lease payment for your car at the bottom of the calculator (which includes estimated taxes and fees)?**

490

- 17. What are the pros and cons of leasing this car?**

Pros

- Lower monthly payments
- Minimal down payment
- No long term commitment

Cons

- No ownership
- Mileage limits
- Higher long term cost

Buying Used

Go back to the search box at the top of the Edmunds website and search for the three year old version of your car and click “in Used Inventory”. Find a car that you like taking into consideration how many miles the car has been driven, any accidents, number of owners and any features that are important to you.

18. What is the listed price for the car you chose?

15,500

19. How many miles has the car been driven?

137.5k

Buying Used

Click on the car, then on the Est. Loan link below the price. Enter the same information that you used for the new car.

20. What is the estimated monthly loan payment for your car at the bottom of the calculator (which includes estimated taxes & fees)?

351

21. What are the pros and cons of buying this car used?

Pros

- Lower miles for used trucks
- Within a fair price range
- Full cab medium bed
- V8
-

Cons

- Long truck
- Little expensive for my age
- Work truck
-
-

Reflection

- 22. Now that you've had a chance to research your buying options, are you going to buy new, buy used, or lease your car? Explain why you made your decision.**

I would buy used as it saves money upfront and minimizes depreciation. Its a budget friendly way to own a reliable vehicle.

- 23. What have you learned about the process of researching the options available when buying a car?**

Its important to weight all pros and cons of each method of buying a car. Often,, one way will be better than the other.