

FAQ sheet tailored for **Car Quotes** (purchase or lease). You can paste this into your site or send it to leads.

1. How much does a car cost? Final pricing depends on model/trim, options/packages, destination fee, taxes/registration, and any dealer-installed add-ons.
2. What's an "OTD" price? "Out-the-door" includes the vehicle price plus all taxes, title, registration, documentation, and mandatory fees—no surprises.
3. Can you itemize fees? Yes. Your quote will list MSRP/selling price, discounts/rebates, destination, doc fee, tax estimate, title/registration, and any optional products.
4. How long is my quote valid? Typically 3–7 days depending on inventory and incentives. We'll note the exact expiry on your quote.
5. Do quotes change with incentives? Yes—factory incentives and APR specials can change monthly. We'll lock yours if you sign before they expire.
6. Can you match another dealer's price? Share a written buyer's order; we'll do our best to match or beat it on comparable VIN/trim.
7. Do you charge add-ons I can't remove? Only required items (e.g., destination). Any optional protection or accessories are clearly marked and removable upon request.
8. Can I get a quote without visiting? Yes—share your ZIP (for tax/reg) and desired trim/options. We'll send an itemized digital quote.
9. What about a trade-in? We can include your trade in the quote. Provide VIN, miles, photos, and condition; or book a quick appraisal.
10. How is trade value determined? Based on market data, condition, mileage, options, vehicle history, and local demand.
11. Can I sell without buying? Yes. We can provide a cash offer independent of a purchase.
12. Do you do pre-approval or payment estimates? Yes—apply online and we'll include estimated monthly payments with approved APR/term.
13. Will checking my rate hurt my credit? We can start with a soft pull; final approval requires a hard inquiry by lenders.
14. Can I use my own bank/credit union? Absolutely. Bring your approval letter; we'll coordinate payoff and paperwork.

15. Is the price different for cash vs financing? Vehicle price is the same unless a specific rebate requires financing. We'll disclose any such programs.
16. What down payment do I need? Depends on lender, credit, and vehicle. We'll show scenarios (0–20% down) on your quote.
17. Can I get a lease quote? Yes—tell us miles/year (e.g., 10k/12k/15k), term (24–48 mo), and upfront drive-offs; we'll itemize residual/MF.
18. Are there first-time buyer programs? Often—bring ID, proof of income, and (if applicable) graduation docs to see eligible programs.
19. Can I reserve/order a car? Yes. Many models can be factory-ordered. We'll quote ETA windows and deposit terms (refundable/non-refundable).
20. How long does a factory order take? Typically 6–12 weeks, model-dependent. We'll update if allocation or logistics change.
21. Do you offer home delivery? In many areas—fees vary by distance. We'll include delivery in the OTD on request.
22. Can I test drive before deciding? Of course—schedule a time and we'll hold the vehicle during your appointment.
23. Is the Carfax/vehicle history included (used cars)? Yes—request it with the VIN, and we'll share inspection and reconditioning details.
24. Are reconditioning or “market adjustment” fees added? If applicable, they'll be plainly listed. We do not add undisclosed fees.
25. What if the car I want isn't in stock? We can trade with partner dealers or place an order. We'll quote both options if available.
26. Can I hold a vehicle? We can place a short hold with a refundable deposit while you finalize paperwork.
27. What if my credit isn't perfect? We work with multiple lenders and can tailor terms. Down payment may affect approval.
28. Do you take manufacturer coupons or loyalty offers? Yes—bring documentation; we'll apply any stackable programs to your quote.

29. Can you include extended warranty/maintenance? Yes—optional products can be added or removed; we'll show their individual cost.
30. Will my taxes change if I register in another state/city? Possibly. Provide your registration address for accurate tax/fee calculation.
31. Do you sell at MSRP or below? Depends on model demand and incentives. Your quote will show current market pricing.
32. Can I negotiate? We price transparently and competitively; if you have a target backed by a comparable vehicle/VIN, share it and we'll review.
33. How fast can I get a quote? Usually within 2–4 hours during business hours once we have your basics (ZIP, trim, options).
34. What do you need from me to start? Your full name, email/phone, ZIP, preferred model/trim/options, purchase vs lease, and any trade-in info.
35. What payment methods do you accept? Wire/ACH, bank draft, certified check, and most major credit cards (limits may apply for CC).
36. Do you charge for document processing? A standard doc fee may apply and will be itemized on your quote.
37. Can I add accessories (tint, mats, tow hitch) before delivery? Yes— we'll quote parts and labor and include them in the OTD if you'd like.
38. Do you buy out my current lease? Often yes—share payoff and mileage; we'll include the numbers in your proposal.
39. What happens if incentives improve after I sign? If permitted, we'll apply any better programs available at delivery; we'll explain your options.
40. How do I proceed once I like the quote? Approve it by reply or e-signature, choose pickup or delivery, and we'll schedule paperwork and handover.