

Vehicle Financing Decision Matrix

Personal Framework for Making Informed Financing Decisions

1 Your Priorities (Rank 1-5)

1 = Most Important, 5 = Least Important

Lowest monthly payment possible	1-5
Lowest total cost over time	1-5
Always driving a newer vehicle	1-5
Eventually having no car payments	1-5
Flexibility to change vehicles frequently	1-5

2 Your Circumstances

Annual Income

\$ _____

Current Savings

\$ _____

Expected Annual Mileage

_____ miles

Monthly Budget for Vehicle

\$ _____

Career/Income Stability

Stable Uncertain Changing Soon

Credit Score Range

Excellent (750+) Good (700-749) Fair (650-699) Building (<650)

3 {{STATE_NAME}} Factors

State-Specific Vehicle Costs

Sales Tax:	{{STATE_SALES_TAX}}%
Initial Registration:	\${{STATE_REGISTRATION_INITIAL}}
Annual Registration:	\${{STATE_REGISTRATION_ANNUAL}}
Teen Insurance Avg:	\${{STATE_INSURANCE_AVG_TEEN}}/mo
Gas Price:	\${{STATE_GAS_PRICE_CURRENT}}/gal

4 Analysis Results Summary

Enter the net costs from your Day 2 activities:

Buy New

\$ _____

6-Year Net Cost

Buy Used

\$ _____

6-Year Net Cost

Lease

\$ _____

6-Year Net Cost

5 My Decision Framework

Recommended Approach

- Buy New
- Buy Used
- Lease

Maximum Monthly Payment

\$ _____

Maximum Loan Term

_____ months

Target Vehicle Price (Min)

\$ _____

Target Vehicle Price (Max)

\$ _____

Plan After Loan Payoff

e.g., Drive 5+ more years without payments, save the payment amount for next vehicle...

6 My Personal Rules

I will NOT:

e.g., Finance for more than 60 months, spend more than 15% of income on car payments, buy without getting pre-approved...

I will PRIORITIZE:

e.g., Reliability over features, 20% down payment, research before visiting dealers...

My Timeline:

e.g., Save for 6 months, buy in spring when deals are better, get pre-approved before shopping...