When is the best time to buy a vehicle?

The best time to buy a vehicle depends on several factors, including the time of year, month, and even the day of the week. Here's a breakdown of when you're likely to get the best deals:

1. End of the Year (October - December)

Car dealerships want to clear out old inventory before new models arrive, making the last few months of the year an excellent time for discounts. The best deals often come in:

- **October & November** – When new models start arriving, dealerships discount last year's inventory.
- **December** – Dealers and manufacturers push to meet annual sales goals, often offering the biggest discounts and incentives.

2. End of the Month or Quarter

Salespeople and dealerships have monthly and quarterly sales quotas. If they're close to reaching their goal, they may be more willing to negotiate on price, especially toward:

- **End of the month** – Sales teams may be trying to meet monthly quotas.
- **End of the quarter (March, June, September, December)** – The last month of a quarter often comes with added incentives.

3. Holiday Sales Events

Many dealerships offer major discounts during holiday weekends, including:

- **Presidents' Day (February)** – Kicks off the year's first big sales event.
- **Memorial Day (May)** – A popular time for new model discounts.
- **Fourth of July & Labor Day** – Good for summer sales.
- **Black Friday** – Some dealerships offer significant year-end sales.

4. Best Days of the Week

- **Monday or Tuesday** – Dealerships are less busy, meaning salespeople have more time to negotiate.
- **Weekend shopping** – While convenient, dealerships are busier, and negotiations may be rushed.

5. When a New Model is Released

When a manufacturer releases a new model, dealerships often discount the previous year's version. If you don't need the latest features, this can be a great way to save.

6. When You're Financially Ready

While timing can help you save money, the best time to buy a car is when you are financially prepared. Consider getting preapproved for a loan to secure a competitive interest rate before you shop.

Remember, UBI Financial Credit Union is local and here for you! Please let us know how we can help with your banking and financial needs! 860-747-4152 or find us at www.UBIFCU.com