

## QUESTIONS TO CONSIDER:

Does my current vehicle suit my needs and fit my lifestyle?

Am I going to buy a new or pre-owned vehicle?

What is my current vehicle actually worth?

What is it worth to me?

Am I making an informed decision? Or, am I buying someone else's headache?

Am I throwing \$30,000 at a \$3,000 problem?

# WE HAVE YOUR ANSWERS!

## NEW OR USED?

Whatever you decide, come to us for quality care of your current, pre-owned, or new vehicle!

ABS	Oil Change Service
Alignment Service	Routine Maintenance
Alarm Systems	Free Shuttle Service
Alternator	Speedometer
Battery	Starters
Brakes	Tire Sales and Service
Charging System	Tire Rotation and Balance
Check Engine Light	Towing Service
Clutch	Transmission Service
Computer Diagnostics	Tune-Up
Cooling System	Used Car Inspections
Door Locks	Warranty
Drivability	Windshield Treatment
Electrical Repairs	Windshield Washer
Emission	Wipers
Engine Overhaul	Wiring
Exhaust	...and much more!
Factory Recommended Services	
Fleet Management Experts	
Head Gaskets	



[signalgarage.com](http://signalgarage.com)

Family Owned, Community Involved,  
Quality Driven

# IS IT TIME TO REPLACE MY CAR?

## A Comparison Guide to Help You Decide the Right Choice for Your Vehicle Needs



## SCENARIO

1

### REPAIR MY CURRENT VEHICLE

The chart below assumes that my current vehicle needs approximately \$3,000 in repairs today. It is still an older vehicle and may need up to \$1,000 in repairs next year and the year after. I sell it after 36 months and **my cost per month comes out to only \$111.11 per month!**

I have added no sales tax or additional insurance or license costs because I am repairing my current vehicle. There is also no purchase price because I own my vehicle.



Current repair	\$3,000.00
Sales tax @ 7%	\$0.00
Repairs: Year 2	\$1,000.00
Repairs: Year 3	\$1,000.00
Added insurance	\$0.00
Added license fees	\$0.00
<b>TOTAL SPENT</b>	<b>\$5,000.00</b>
Sell after 36 months	\$1,000.00
Cost over 36 months	\$4,000.00
<b>Cost per month</b>	<b>\$111.11</b>

Table data based on general nationwide automotive maintenance and repair information.

Updated: November 2020

## SCENARIO

2

### BUY A USED VEHICLE\*

What if I purchase a newer vehicle that is about 4 years old? When I purchase a newer vehicle, I have to consider all costs involved. I will pay sales tax when I purchase the vehicle. Insurance and license fees will cost more and it will still need some general maintenance (brakes, tires, fluid flushes, etc.).

When I add it all up, the cost to drive a newer used vehicle will likely cost me in **excess of \$180 per month. That's an added \$2,500 over 3 years!**



Purchase price*	\$12,425.00
Sales tax @ 7%	\$870.00
Repairs: Year 2	\$300.00
Repairs: Year 3	\$300.00
Added insurance @ \$100/yr	\$300.00
Added license fees @ \$100/yr	\$300.00
<b>TOTAL</b>	<b>\$14,495.00</b>
Sell after 36 months*	\$8,000.00
Cost over 36 months	\$6,495.00
<b>Cost per month</b>	<b>\$180.41</b>

\*Purchase price and 36-month selling price based on Chevrolet Impala – prices from AutoTrader.com.

## SCENARIO

3

### BUY A BRAND NEW VEHICLE\*\*

The car companies seem to make it look very affordable with low monthly payments spread out over enough years that the car has lost most of its value. Let's look at the cost of purchasing a brand new car and selling after 36 months.

A brand new vehicle is the most expensive to drive each month. At about **\$672 per month**, a brand new vehicle will have an added cost (over repairing your current vehicle) of **over \$20,000!**



Purchase price**	\$34,000.00
Sales tax @ 7%	\$2,380.00
Repairs: Year 2	\$0.00
Repairs: Year 3	\$0.00
Added insurance @ \$200/yr	\$600.00
Added license fees @ \$200/yr	\$600.00
<b>TOTAL</b>	<b>\$37,500.00</b>
Sell after 36 months*	\$15,000.00
Cost over 36 months	\$22,580.00
<b>Cost per month</b>	<b>\$672.22</b>

\*\*Purchase price and selling price after 36 months based on Chevrolet Impala – prices found on AutoTrader.com.