# Article information:

5 Ways Car Dealerships Are Ripping You Off (And What You Can Do About It)  
<https://moneydoneright.com/personal-finance/saving-and-budgeting/how-car-dealers-rip-you-off/>

# Article summary:

1. Car dealerships may charge too much for a car, provide unfavorable financing, lowball on trade-ins, upselling expensive extended warranties, and charge additional fees.

2. To avoid being ripped off, it's important to do your homework before going to the dealership, separate browsing and test driving from actual negotiation, shop around upfront or get pre-approved for an auto loan before going to the dealership, and compare options instead of accepting the first offer.

3. Common fees to be aware of include advertising fees, documentation fees, market adjustment fees, and destination fees. It's important to research regulations in your area and factor in these fees when comparing costs.

# Article rating:

Appears moderately imbalanced: The article provides some useful information, but is missing several important points or pieces of evidence that would be required to present the discussed topics in a balanced and reliable way. You are encouraged to seek a more balanced perspective on the presented issues by exploring the provided research topics and looking at different information sources.

# Article analysis:

The article "5 Ways Car Dealerships Are Ripping You Off (And What You Can Do About It)" provides some useful tips for consumers who are looking to purchase a new car. However, the article also has some potential biases and limitations that readers should be aware of.

One potential bias in the article is that it assumes that all car dealerships are trying to rip off their customers. While it is true that some dealerships may engage in unethical practices, not all dealerships are the same. The article acknowledges this fact but still presents a somewhat negative view of dealerships overall.

Another limitation of the article is that it focuses primarily on new cars and does not provide much information about buying used cars. While the author notes that the old car vs. new car debate is beyond the scope of the discussion, it would have been helpful to at least mention some of the potential pitfalls of buying a used car from a dealership.

The article also makes some unsupported claims, such as when it suggests that extended warranties are generally not worth the cost. While this may be true in some cases, there are certainly situations where an extended warranty can save a consumer money in the long run. The article could have provided more evidence to support its claim or at least acknowledged that there are differing opinions on this issue.

Additionally, while the article provides some good advice for consumers on how to avoid being ripped off by dealerships, it does not explore any counterarguments or alternative perspectives. For example, while it suggests that consumers should shop around for financing before going to a dealership, it does not consider whether there might be advantages to using dealership financing in certain situations.

Overall, while "5 Ways Car Dealerships Are Ripping You Off (And What You Can Do About It)" provides some useful information for consumers, readers should approach it with a critical eye and consider other sources of information as well.

# Topics for further research:

* Tips for buying a used car from a dealership
* Pros and cons of extended warranties for cars
* Advantages and disadvantages of dealership financing
* Negotiating tactics for car purchases
* How to research and compare car prices
* Common scams and unethical practices in the car dealership industry

# Report location:

<https://www.fullpicture.app/item/def8b7fb1ce5d1612ccdce64b26f782d>