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If it sounds too good to be true, probably is: RACQ

Drivers tempted by car bargains in the end of financial year sales (EOFYS) have been warned by RACQ to research carefully or risk being ripped off.

RACQ spokesperson Clare Hunter said buyers needed to have their wits about them.

“We often see rock bottom prices around June, but make sure you’re not being taken for a ride,” Ms Hunter said.

“In some cases, these are just everyday prices dressed up EOFYS deals to fool unsuspecting buyers.

“If the price seems too good to be true, there’s every chance new stock is about to come into the showroom and what you’re being offered will soon be outdated.

“If you want a 2018 model for example, double check the date of manufacture, and specify this in the sale contract if need be.”

Ms Hunter reminded drivers the cost of owning a car would continue once they left the dealership.

“Don’t forget there is registration, insurance, regular services, repayments and of course fuel,” she said.

“If your new car runs on premium unleaded fuel you’re looking at paying more every week at the bowser than you would for regular unleaded.”

Ms Hunter said while it was easy to fall for a cheap deal, motorists needed to look at how much the car would cost them four or five years down the track.

“Buying a car should be a considered, well-thought-out decision. Do your sums, know your budget and make sure you don’t get talked into buying something you’re not going to be able to afford in the long run.”

Media inquiries: RACQ spokesperson Clare Hunter 0427 261 932.

RACQ is Queensland’s largest club and peak independent motoring organisation. We were formed in 1905 to represent the interests of the State’s first motorists and today campaign for safer drivers, vehicles and roads on behalf of the 1.7 million members who own the Club. We offer those members a vast range of motoring, insurance, banking, entertainment and travel services and benefits, and each year respond to more than a million calls for roadside assistance.