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After weeks of careful research, youâ€™re finally ready to buy your very first car in Edmonton. In a way, buying a car in Edmonton is like being part of its automotive history. Edmonton is the birthplace and home of Canadaâ€™s largest multi-location and first publicly-trading franchise dealership group, AutoCanada, and it also hosts the Edmonton Indy leg of the U.S. IndyCar series since 2005.

If youâ€™re negotiating a price with your dealer, youâ€™re in the next important phase of your car-buying experience. How you say things matter, but so does what you actually say. That being the case, here are some things you should avoid saying so that your dealer wonâ€™t necessarily take advantage of you â€“ and why:

â€œThis is how much Iâ€™ll spend.â€• Some experienced negotiators say the first person to give a price figuratively blinks, more so if youâ€™re unsure about how much youâ€™re actually willing to spend. While letting your dealer know youâ€™ll only spend this much is more straightforward, thereâ€™s a strong chanc he wonâ€™t offer anything lower than your stated amount. Discuss your options with the dealer and let him make the first offer, particularly since itâ€™s a buyerâ€™s market lately.

â€œWhat do you think?â€• If youâ€™re buying a car with your spouse, some dealers out there love couple who just canâ€™t decide together, particularly those who donâ€™t know what they truly want. Couples ou to know what their ideal car model will be, what options they can be interested in and â€“ again â€“ how much both of you are willing to spend, much more on a unified front.

â€œI really want this car now.â€• While itâ€™s understandable you want to buy a car you practically fell in with right on the spot, not showing any sense of urgency can cause the Edmonton used car dealerships youâ€™re negotiating with to become more flexible with you. Be ready to walk away if it doesnâ€™t work out.

â€œThese other fees are standard?â€• At the very least, you can expect to pay government-mandated fee like sales tax, registration, and title fees. Your Edmonton used cars dealer is likely going to charge certain fees on top of them unless you somehow reasonably agree with them, so it wonâ€™t hurt to politely ask about removing that fee or you can shop around until you find the right one.

While there are other things to watch out for like extended warranties and how well-kept the vehicle is, it pays to know what and how you say things to turn the tide in your favor. You can read more about Edmonton used car dealers at Msn.com and eHow.com.

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