

Unit 9 Lesson 3: Purchasing a Used Vehicle
Objective: Find the average retail price of a used vehicle.

Important Formula

$$\begin{aligned} & \text{Average Retail Value} \\ & + \text{Additional Options} \\ & - \text{Option Deductions} \\ & - \text{Mileage Deduction} \end{aligned}$$

Average Retail Price





Unit 9 Lesson 3: Purchasing a Used Vehicle



Objective: Find the average retail price of a used vehicle.



**Let's find out the value of my
used car at www.nadaguides.com**



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Example 1: Sedan. Average retail value is \$22,475. Add \$350 for aluminum ally wheels. Add \$700 for power sunroof. Add \$500 for leather seats. Deduct \$675 for manual transmission. What is the average retail price?

$$\$22,475 + 350 + 700 + 500 - 675 =$$

$$\underline{\$23,350}$$

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Example 2

P.321 #1

$$\begin{array}{r}
 \$13,050 \\
 125 \\
 340 \\
 225 \\
 125 \\
 + 525 \\
 \hline
 \$14,390
 \end{array}$$

Palmino Four-Year-Old Vehicles	Average Retail Value	Average Wholesale Value
V6 Four-Door	\$13,050	\$11,090
V8 Four-Door	14,675	11,740
V8 Sport	15,000	12,000
Deduct w/o Air-Conditioning	800	675
Add Power Seats	125	100
Add Premium Sound System	200	175
Add Leather Seats	340	300
Add Sunroof—Manual	225	200
Add Sunroof—Power	450	375
Add Aluminum Wheels	125	100

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Example 3
P.322 #2

Palomino Four-Year-Old Vehicles	Average Retail Value	Average Wholesale Value
V6 Four-Door	\$13,050	\$11,090
V8 Four-Door	14,675	11,740
V8 Sport	15,000	12,000
Deduct w/o Air-Conditioning	800	675
Add Power Seats	125	100
Add Premium Sound System	200	175
Add Leather Seats	340	300
Add Sunroof—Manual	225	200
Add Sunroof—Power	450	375
Add Aluminum Wheels	125	100

$$\$12,000 + 100 + 300 + 375 + 100 - 1400 = \boxed{\$11,475}$$