

*Concepts of Modern
Automotive Sales*

Figures and Images

Rob Hamilton





Vehicle History Report™

US \$39.99

2016 HONDA CIVIC LX

VIN: 19XFC2F51GE077557
SEDAN 4 DR
2.0L I4 F DOHC 16V
GASOLINE
FRONT WHEEL DRIVE



No accidents reported to CARFAX



No damage reported to CARFAX



CARFAX 1-Owner vehicle



8 Service history records



Personal lease vehicle



39,458 Last reported odometer reading





Vehicle History Report™

US \$39.99

2016 HONDA CIVIC LX

VIN: 19XFC2F51GE077557
SEDAN 4 DR
2.0L I4 F DOHC 16V
GASOLINE
FRONT WHEEL DRIVE

This CARFAX Report Provided by:

Napleton Autowerks Loves Park
6600 E Riverside Blvd
Loves Park, IL 61111
(815) 636-6600
<http://www.napleton.mercedesdealer.com/>

4.8

111 Verified Reviews



No accidents reported to CARFAX



No damage reported to CARFAX



CARFAX 1-Owner vehicle



8 Service history records



Personal lease vehicle



39,458 Last reported odometer reading



This CARFAX Vehicle History Report is based only on information supplied to CARFAX and available as of 9/25/19 at 6:42:46 PM (CDT). Other information about this vehicle, including problems, may not have been reported to CARFAX. Use this report as one important tool, along with a vehicle inspection and test drive, to make a better decision about your next used car.



Ownership History

The number of owners is estimated

Owner 1

Year purchased

2016

Type of owner

Personal lease

Estimated length of ownership

2 yrs. 11 mo.

Owned in the following states/provinces

Illinois

Estimated miles driven per year

13,164/yr

Last reported odometer reading

39,458



Title History

CARFAX guarantees the information in this section

Owner 1

Salvage | Junk | Rebuilt | Fire | Flood | Hail | Lemon




Guaranteed
No Problem

Not Actual Mileage | Exceeds Mechanical Limits



Guaranteed

Used 2016 Honda Civic LX Sedan 4D

near Loves Park, IL 61111 
Lowest Priced Style



Combined Fuel Economy

35 MPG

KBB.com Expert Rating

★★★★☆

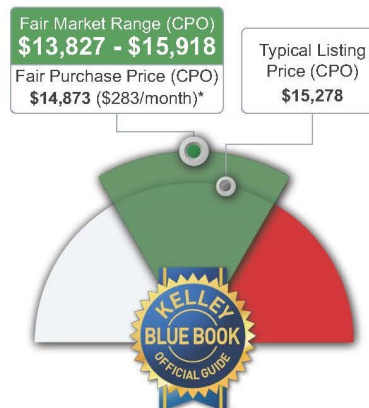
4.8 / 5

KBB.com Consumer Rating

★★★★☆

4.4 / 5

Buy Certified from a Dealer



Based on Very Good Condition or Better

Valid for ZIP Code 61111 through 09/25/2019

Your Configured Options

Engine

4-Cyl, i-VTEC, 2.0 Liter

Transmission

Automatic, CVT
Manual, 6-Spd

Drivetrain

FWD

Accessory Packages

Honda Sensing
Lane Departure Warning

Braking and Traction

Hill Start Assist
Traction Control
Stability Control
ABS (4-Wheel)

Comfort and Convenience

Alarm System

Keyless Entry

Keyless Start

Air Conditioning

Power Windows

Power Door Locks

Cruise Control

Adaptive Cruise Control

Steering

Power Steering

Tilt & Telescoping Wheel

Entertainment and Instrumentation

AM/FM Stereo

CD/MP3 (Single Disc)

Bluetooth Wireless

Safety and Security

Backup Camera

Dual Air Bags

Side Air Bags

F&R Head Curtain Air Bags

Lighting

Daytime Running Lights

Exterior

Fog Lights
Rear Spoiler

Wheels and Tires

Steel Wheels
Alloy Wheels
Premium Wheels
Premium Wheels 19"+

Exterior Color

Black
Blue
Burgundy
Gray
Red
Silver
White

Glossary of Terms

Suggested Retail Price - Suggested Retail Price is representative of dealers' asking prices. It assumes that the vehicle has been fully reconditioned and takes into account the dealers' profit and costs for advertising. The final sale price will likely be less, depending on the car's actual condition, popularity, warranty and local market factors.

Kelley Blue Book® Fair Purchase Price (Used Car) - This is the price people are typically paying a dealer for a used car with typical mileage in good condition or better. This price is based on actual used-

Tip:


Kelley Blue Book pricing is based on actual transactions and adjusted regularly as market conditions change.



With new mileage calculated....

Advertisement

Used 2016 Honda Civic LX Sedan 4D

near Loves Park, IL 61111 
Lowest Priced Style



Combined Fuel Economy

35 MPG

KBB.com Expert Rating

★★★★☆

4.8 / 5

KBB.com Consumer Rating

★★★★☆

4.4 / 5

Buy Certified from a Dealer



Buyer	Co-Buyer	Vehicle
John Smith		2016 Honda Civic LX Mileage: 39,458 Color: Crystal Black Pearl

Customer Trade					
	Year Make Model	VIN	Engine	Mileage	Payoff
0	0				\$0.00

	Cash Down		
	1,000.00	2,000.00	4,000.00
Term	Payments		
48	\$369 to \$389	\$345 to \$365	\$298 to \$318
60	\$313 to \$333	\$293 to \$313	\$252 to \$272
72	\$271 to \$291	\$253 to \$273	\$218 to \$238

Selected Terms	
Loan Term:	72 Monthly
Payment:	\$253 to \$273

Purchase Details	
Retail Price:	\$15,950.00
Sales Price:	\$14,999.00
Savings:	\$951.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$276.00
Fees:	\$179.81
Estimated Taxes:	\$950.24
Total Sales Price:	\$16,405.05
Trade Allowance:	\$0.00
Trade Payoff:	\$0.00
Trade Equity:	\$0.00
Rebate:	\$0.00
Cash Down:	\$2,000.00
Amount Financed:	\$14,405.05

X

Customer Signature

X


Manager Signature

Date







Date


Disclaimer:

Payments are an estimate and may vary among lending institutions. Tax rules may vary per state. The final terms of your loan may differ depending on the actual terms of the financial institution's acceptance.


CARFAX® Vehicle History Report™
US \$39.00

Vehicle Information:
2016 HONDA ACCORD SPORT
 VIN: 1HGCR2F51GA038859
 SEDAN 4 DR
 2.4L I4 F DOHC 16V
 GASOLINE
 FRONT WHEEL DRIVE
Standard Equipment | Safety Options

-  No accidents reported to CARFAX
-  No damage reported to CARFAX
-  CARFAX 1-Owner vehicle
-  7 Service history records
-  Personal lease vehicle
-  **25,118** Last reported odometer reading



This CARFAX Vehicle History Report is based only on information supplied to CARFAX and available as of 1/8/19 at 1:22:47 PM (CST). Other information about this vehicle, including problems, may not have been reported to CARFAX. Use this report as one important tool, along with a vehicle inspection and test drive, to make a better decision about your next used car.

 Ownership History <small>The number of owners is indicated</small>	
Year purchased	2015
Type of owner	Personal lease
Estimated length of ownership	3 years

Used 2016 Honda Accord Sport Sedan 4D

near Loves Park, IL 61111



Buy Certified from a Dealer



Based on Very Good Condition or Better

CPO Price valid for your area through 1/10/2019

Your Configured Options

Engine

4-Cyl, I-VTEC, 2.4 Liter
4-Cyl, PZEV, 2.4 Liter

Transmission

Auto, CVT w/Sport Mode
Manual, 6-Spd

Drivetrain

FWD

Accessory Packages

Honda Sensing
Lane Departure Warning

Braking and Traction

Hill Start Assist Control
Traction Control

Air Conditioning

Power Windows
Power Door Locks
Cruise Control
Adaptive Cruise Control

Steering

Power Steering
Tilt & Telescoping Wheel

Entertainment and Instrumentation

AM/FM Stereo
CD/MP3 (Single Disc)
Premium Sound
Navigation System
DVD System
Bluetooth Wireless

Seats

Power Seat

Lighting

Daytime Running Lights

Exterior

Fog Lights
Rear Spoiler

Wheels and Tires

Alloy Wheels
Premium Wheels
Premium Wheels 19"+

Exterior Color

Black
Blue



Kelley Blue Book®
The Trusted Resource

Advertisement

2013 Honda CR-V Pricing Report



Style: EX Sport Utility 4D
Mileage: 60,000

Vehicle Highlights

Fuel Economy:
City 22/Hwy 30/Comb 25 MPG

Max Seating: 5

Doors: 4

Engine: 4-Cyl, I-VTEC, 2.4 Liter

Drivetrain: AWD

Transmission: Automatic, 5-Spd

EPA Class: Small Sport Utility Vehicles

Body Style: Sport Utility

Country of Origin: Japan

Country of Assembly: United States

Trade In To a Dealer

Trade-In Range
\$11,151 - \$12,426
Trade-In Value
\$11,789



Valid for ZIP Code 61111 through 11/21/2017



NADA Guides Value Report

2013 Honda CR-V

Utility 4D EX 4WD I4

Values

	Rough Trade-In	Average Trade-In	Clean Trade-In	Clean Retail
Base Price	\$11,325	\$12,450	\$13,350	\$15,200
Mileage (60,000)	\$325	\$325	\$325	\$325
Total Base Price	\$11,650	\$12,775	\$13,675	\$15,525
Options (change)				
Price + Options	\$11,650	\$12,775	\$13,675	\$15,525
Certified Pre-Owned (CPO)				+\$1,000
Certified Price with Options				\$16,525

Rough Trade-In: Rough Trade-In values reflect a vehicle in rough condition. Heavily used vehicles with significant mechanical defects would qualify for

2013 Honda CR-V - What Your Car is Worth

Use Edmunds.com to accurately appraise your used car.

Zip Code & Style

Colors & Options

Condition & Mileage

True Market Value®



1 of 129

View larger

Current Pricing

	Rough	Average	Clean	Outstanding
TRADE-IN	\$9,172	\$10,142	\$12,695	\$13,693
PRIVATE PARTY	\$10,429	\$11,566	\$14,407	\$15,489

Where can I find my VIN?

edmunds | MyAppraise

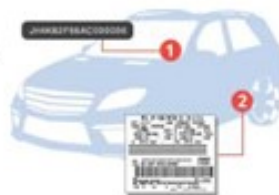
Skip the Hassle, Sell Smarter

- Dealers compete for your vehicle by sending offers by e-mail or text
- Easier and safer than selling your car to private buyers
- Absolutely no obligation to sell or buy

Enter Your VIN

e.g. 2FMDK3KCXBBB1147

Get Started



New Car Buying Guides

See which cars and trucks our editors recommend

SUV
Sedan
Truck
Convertible
Minivan
Hybrid

All Buying Guides

ADVERTISEMENT

2013 Honda CR-V
EX 4dr SUV

TMV® Pricing Details

	Trade-In	Private Party	Dealer Retail
National Base Price	\$12,666	\$14,374	\$15,951
Optional Equipment	\$0	\$0	\$0
Color Adjustment - White Diamond Pearl	\$-5	\$-5	\$-6
Regional Adjustment - for Zip Code 61111	\$44	\$50	\$56
Mileage Adjustment - 60,000 miles	\$0	\$0	\$0
Condition Adjustment - Average	\$-2,563	\$-2,853	\$-3,074
Total	\$10,142	\$11,566	\$12,927

Buying a Certified Used Vehicle

Dealer Retail

Certified Used Price

Vehicle not eligible for certification.

Buy this car on Edmunds

Shop deals, get appraisals, find resources

Start Shopping

Rate This
Page

Ad

Ad



NADA Guides Value Report

2010 Chevrolet Malibu

Sedan 4D LT

Values

	Rough Trade-In	Average Trade-In	Clean Trade-In	Clean Retail
Base Price	\$2,875	\$3,750	\$4,450	\$6,700
Mileage (80,000)	\$950	\$950	\$950	\$950
Total Base Price	\$3,825	\$4,700	\$5,400	\$7,650
Options <u>(add)</u>				
Price + Options	\$3,825	\$4,700	\$5,400	\$7,650

Kelley Blue Book®
The Trusted Resource

Advertisement

2010 Chevrolet Malibu Pricing Report



Style: LT Sedan 4D
Mileage: 80,000

Vehicle Highlights

Fuel Economy:
City 22/Hwy 33/Comb 26 MPG

Doors: 4

Drivetrain: FWD

EPA Class: Midsize Cars

Country of Origin: United States

Max Seating: 5

Engine: 4-Cyl, 2.4 Liter

Transmissions: Auto, 6-Spd Overdrive & TAPshft

Body Style: Sedan

Country of Assembly: United States

Trade In To a Dealer

Trade-In Range
\$3,569 - \$4,624

Trade-In Value
\$4,097

Kelley Blue Book®
The Trusted Resource

Advertisement

Used 2010 Chevrolet Malibu Pricing Report



Style: LT Sedan 4D
Mileage: 80,000

Vehicle Highlights

Fuel Economy:
City 22/Hwy 33/Comb 26 MPG

Doors: 4

Drivetrain: FWD

EPA Class: Midsize Cars

Country of Origin: United States

Max Seating: 5

Engine: 4-Cyl, 2.4 Liter

Transmission: Auto, 6-Spd Overdrive & TAPshft

Body Style: Sedan

Country of Assembly: United States

Buy from a Dealer

Fair Market Range
\$7,203 - \$8,848

Fair Purchase Price
\$8,026 (\$160/month)*

Typical Listing Price
\$8,477



Based on Good Condition or Better

Fair Purchase Price valid for your area through 11/21/2017

Your 2020 Chevrolet Malibu

[Edit Your Vehicle](#) | [View 2019](#)



LT

Gas 1.5L Inline 4 Turbocharged, Front Wheel Drive

Color, Options and Packages

Black Cherry Metallic, Dark Atmosphere/ Light Wheat, +\$1,095

[View Full Summary](#) >

MSRP ⓘ

Window sticker price

\$28,590

Market Average ⓘ

Avg. savings of \$3,307 Off MSRP

\$25,283

TruePrice

Discounted price you'll pay

[See TruePrice](#)

[See TruePrice on Local Inventory](#)

There are **12 incentives** you may qualify for [View and Edit](#)

This is what 18 other consumers paid statewide for a similar 2020 Chevrolet Malibu LT

[Learn More](#)

MSRP
\$28,590

Market Average
\$25,283

Avg Savings off MSRP
11.6% off

[Get Your TruePrice Offers](#)

1
sale

Excellent Price

9
sales

Great Price

7
sales

Fair Price

1
sale

High Price

How to use this graph

Purchase Agreement

Why Buy from Us?

Express service with complimentary shuttle and loaner vehicles. While fleet is owned and operated for over 50 years. Lowest rates for INL at 6.99%. Multi-visit with appointment scheduling available. One free car wash/pressure per visit for lifetime.

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		0 VIN: Stock #: Mileage: Color:

Customer Trade					
	Year Make Model	VIN	Engine	Mileage	Payoff
1	0				\$8,000.00

Term	Cash Down		
	0.00	3,000.00	6,000.00
Payments			
36	\$1,149 to \$1,169	\$1,056 to \$1,076	\$964 to \$984
48	\$891 to \$911	\$819 to \$839	\$747 to \$767
60	\$755 to \$775	\$694 to \$714	\$633 to \$653

Selected Terms	
Loan Term:	60 Monthly
Payment:	\$755 to \$775

Purchase Details	
Retail Price:	\$34,000.00
Sales Price:	\$32,500.00
Savings:	\$1,500.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$175.94
Total Taxes:	\$1,800.41
Total Sales Price:	\$34,697.35
Trade Allowance:	\$5,500.00
Trade Payoff:	\$8,000.00
Trade Equity:	(\$2,500.00)
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$37,197.35

X

Customer Signature

Date

Disclaimer:

Payments are an estimate and may vary among lending institutions. Tax rules may vary per state. The final terms of your loan may differ depending on the actual terms of the financial institution's acceptance.

X

Manager Signature

Date

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		0 VIN: Stock #: Mileage: Color:

Customer Trade							
	Year	Make	Model	VIN	Engine	Mileage	Payoff
1	0						\$0.00

	Cash Down		
	0.00	3,000.00	6,000.00
Term	Payments		
36	\$902 to \$922	\$809 to \$829	\$717 to \$737
48	\$700 to \$720	\$628 to \$648	\$556 to \$576
60	\$592 to \$612	\$532 to \$552	\$471 to \$491

Selected Terms	
Loan Term:	60 Monthly
Payment:	\$592 to \$612

Purchase Details	
Sales Price:	\$32,500.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$175.94
Total Taxes:	\$1,800.41
Total Sales Price:	\$34,697.35
Trade Allowance:	\$5,500.00
Trade Payoff:	\$0.00
Trade Equity:	\$5,500.00
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$29,197.35

Purchase Agreement

Why Buy from Us?

Express service with non-assembly advice and loaner vehicles
 All vehicles are used and operated for over 80 years
 Lowest sales tax in N.J. at 6.25%
 No extra fees or costs per week for vehicle

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		2015 Toyota Camry LE (4dr Sedan) VIN: Stock #: Mileage: 30,000 Color:

Customer Trade					
	Year Make Model	VIN	Engine	Mileage	Payoff
1	2007 Honda Accord			124,000	\$0.00

Term	Cash Down		
	0.00	1,000.00	2,000.00
Payments			
36	\$442 to \$462	\$411 to \$431	\$380 to \$400
48	\$343 to \$363	\$319 to \$339	\$295 to \$315
60	\$284 to \$304	\$264 to \$284	\$244 to \$264

Selected Terms	
Loan Term:	36 Monthly
Payment:	\$442 to \$462

Purchase Details	
Sales Price:	\$15,998.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$172.15
Total Taxes	\$905.45
Total Sales Price:	\$17,296.60
Trade Allowance:	\$3,000.00
Trade Payoff:	\$0.00
Trade Equity:	\$3,000.00
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$14,296.60

X

Customer Signature

Date

X

Manager Signature

Date

Disclaimer:

Payments are an estimate and may vary among lending institutions. Tax rules may vary per state. The final terms of your loan may differ depending on the actual terms of the financial institution's acceptance.

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		2015 Toyota Camry LE (4dr Sedan) VIN: Stock #: Mileage: 30,000 Color:

Customer Trade					
	Year Make Model	VIN	Engine	Mileage	Payoff
1	2007 Honda Accord			124,000	\$0.00

	Cash Down		
	0.00	1,000.00	2,000.00
Term	Payments		
36	\$442 to \$462	\$411 to \$431	\$380 to \$400
48	\$343 to \$363	\$319 to \$339	\$295 to \$315
60	\$284 to \$304	\$264 to \$284	\$244 to \$264

Selected Terms	
Loan Term:	36 Monthly
Payment:	\$442 to \$462

Purchase Details	
Sales Price:	\$15,998.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$172.15
Total Taxes	\$905.45
Total Sales Price:	\$17,296.60
Trade Allowance:	\$3,000.00
Trade Payoff:	\$0.00
Trade Equity:	\$3,000.00
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$14,296.60

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		0 VIN: Stock #: Mileage: Color:

Customer Trade							
	Year	Make	Model	VIN	Engine	Mileage	Payoff
1	0						\$0.00

	Cash Down		
	0.00	3,000.00	6,000.00
Term	Payments		
36	\$902 to \$922	\$809 to \$829	\$717 to \$737
48	\$700 to \$720	\$628 to \$648	\$556 to \$576
60	\$592 to \$612	\$532 to \$552	\$471 to \$491

Selected Terms	
Loan Term:	60 Monthly
Payment:	\$592 to \$612

Purchase Details	
Sales Price:	\$32,500.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$175.94
Total Taxes	\$1,800.41
Total Sales Price:	\$34,697.35
Trade Allowance:	\$5,500.00
Trade Payoff:	\$0.00
Trade Equity:	\$5,500.00
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$29,197.35

Buyer	Co-Buyer	Vehicle
Albert Einstein Princeton University 123 Universe Way Princeton, NJ 61108 C: (815) 999-1111 relativelyspeaking@princeton.net		2015 Toyota Camry LE (4dr Sedan) VIN: Stock #: Mileage: 30,000 Color:

Customer Trade					
	Year Make Model	VIN	Engine	Mileage	Payoff
1	2007 Honda Accord			124,000	\$0.00

	Cash Down		
	0.00	1,000.00	2,000.00
Term	Payments		
36	\$442 to \$462	\$411 to \$431	\$380 to \$400
48	\$343 to \$363	\$319 to \$339	\$295 to \$315
60	\$284 to \$304	\$264 to \$284	\$244 to \$264

Selected Terms	
Loan Term:	36 Monthly
Payment:	\$442 to \$462

Purchase Details	
Sales Price:	\$15,998.00
Accessories:	\$0.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$221.00
Fees:	\$172.15
Total Taxes	\$905.45
Total Sales Price:	\$17,296.60
Trade Allowance:	\$3,000.00
Trade Payoff:	\$0.00
Trade Equity:	\$3,000.00
Rebate:	\$0.00
Cash Down:	\$0.00
Amount Financed:	\$14,296.60