

Your Carsala Report

SAMPLE

Summary

Search Results

Searched: Over 5,000,000 listings

Targeted Due to Preferences: ~ 75 listings

Targeted Due to Carsala Software: 18 Listings

Wrecked Cars Excluded: 5

Excessively Serviced Cars Excluded: 2

Negotiation Results

Lowest Price: \$14,800 (before TTL)

Best Value: 32% Off Kelley Blue Book

Market Overview: The market for these cars is borderline hot; some dealers were confident they could keep these cars moving without negotiating much. However we were still able to reduce some prices. **Many** cars listed online were already sold or wrecked.

Guarantee: We guarantee to find you the lowest price. If you find an ad of a similarly equipped car currently listed for sale at a dealership for a lower price, we'll give you a 100% refund.

Deal #1: First Option



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Year: 2006

Make/Model: Honda Accord EX Coupe

Color: Nighthawk Black

Mileage: Under 30,000

Transmission: Automatic

Features: ABS Brakes, AM/FM, Air Conditioning, Factory Premium Sound System, Heated Mirrors, Heated Seat, Leather Interior, Leather Steering Wheel, Moonroof, Power Door Locks, Power Drivers Seat, Power Steering, Premium Wheels, Side Airbags, Side Curtain Airbags, Tilt Steering Wheel, Traction Control, V6 Engine

Dealer Type: Franchise Dealer

Distance: <30 Miles

Highlights: V6 Engine, Leather Seats, Moonroof, 1 previous owner

Deal #1: First Option

Kelley Blue Book Value: \$21,005

Negotiated Price: \$15,895 (27% off Kelley Blue Book)

Carsala Fee: \$0 after \$149.99

Final Price: \$15,895

Discount after Carsala Fee: 27% Off Kelley Blue Book

Availability Confirmation: Online (11/30), Phone (12/01)

CARFAX Report: 1 owner, personal vehicle, no wrecks or title problems reported by
CARFAX

Original Sale Location: California (not a Katrina car)

Negotiator Comments: This accord was already very aggressively priced so we were not able to get any discount off of the price. This does mean though that customer can avoid additional Carsala Fees. The car has great features and mileage for a 3 year old car not to mention the fact that it has had only one previous owner.

Deal #2: Lowest Price



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Year: 2007

Make/Model: Honda Accord EX Coupe

Color: Cool Blue

Mileage: Under 20,000

Transmission: Automatic

Features: Air Conditioning, Power Steering, Power Windows, Power Door Locks, Tilt Wheel, Cruise Control, AM/FM Stereo, Multi Compact Disc, Dual Front Air Bags, Front Side Air Bags, ABS (4-Wheel), Moon Roof, Alloy Wheels, 4 Cyl Engine

Dealer Type: Franchise Dealer

Distance: <20 miles

Highlights: Low Miles, 1 Owner

Deal #2: Lowest Price

Kelley Blue Book Value: \$16,755

Negotiated Price: \$14,800 (12% off Kelley Blue Book)

Carsala Fee: \$150 after \$149.99

Final Price: \$15,100

Discount after Carsala Fee: 10% Off Kelley Blue Book

Availability Confirmation: Online (10/28), Phone (10/29)

CARFAX Report: 2 owners, both personal, no wrecks or title problems reported by
CARFAX

Original Sale Location: California (not a Katrina car)

Negotiator Comments: This is really a steal. It's the lowest price and best deal we negotiated, it's only had 1 owner, and it has low miles.

SAMPLE

Deal #3: Best Deal



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Year: 2007

Make/Model: Honda Accord EX Coupe

Color: Desert Mist Metallic (Gray)

Mileage: Under 35,000

Transmission: Automatic

Features: Air Conditioning, Power Steering, Power Windows, Power Door Locks, Tilt Wheel, Cruise Control, AM/FM Stereo, Multi Compact Disc, Dual Front Air Bags, Front Side Air Bags, ABS (4-Wheel), Moon Roof, Alloy Wheels

Dealer Type: Franchise Dealer

Distance: <20 miles

Highlights: Moonroof, Certified Pre-owned

Deal #3: Best Deal

Kelley Blue Book Value + CPO: \$21,985*

Negotiated Price: \$15,000 (32% off Kelley Blue Book)

Carsala Fee: \$400 after \$149.99

Final Price: \$15,350

Discount after Carsala Fee: 30% Off Kelley Blue Book

Availability Confirmation: Online (11/30), Phone (12/01)

CARFAX Report: 1 owners, personal vehicle, no wrecks, no title problems reported by CARFAX

Original Sale Location: Ohio (not a Katrina car)

Negotiator Comments: This is a very solid deal, with the highest discount off of KBB. The Carfax report reports 2 owners, but we believe the selling dealer is the second owner and there's only been one true owner previously. This should be confirmed before buying if important to the customer. It is a Honda Certified used (and thus comes with a warranty).

* Kelley Blue Book does not adjust values for CPO. According to JD Powers, CPO adds \$1,100 of value to the car, which Kelley Blue Book does not account for.

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We Negotiate. You Save.