

Your Carsala Report

SAMPLE

Summary

Search Results

Searched: Over 5,000,000 listings

Targeted Due to Preferences: ~30 listings

Targeted Due to Carsala Software: 14 Listings

Wrecked Cars Excluded: 3

Excessively Serviced Cars Excluded: 4

SAMPLE

Negotiation Results

Lowest Price: \$14,000 (\$15,200 after TTL)

Best Value: 29% Off Kelley Blue Book

Deal #1



Year: 2008

Make/Model: Dodge Grand Caravan

Trim: SXT

Color: Silver

Mileage: Under 15,000

Transmission: Automatic

Features: 7 Passenger Seating, ABS (4-Wheel), Air Conditioning, Alloy Wheels, AM/FM Stereo, Cassette, Cruise Control, Dual Front Air Bags, Power Door Locks, Power Seat, Power Sliding Doors, Power Steering, Power Windows, Privacy Glass, Quality Seating, Rear Air, Roof Rack, Single Compact Disc, ABS, Cruise Control, Power Steering, factory warranty.

SAMPLE

Deal #1

Kelley Blue Book Value: \$19,000

Negotiated Price: \$14,000

Carsala Fee: \$600

Final Price: \$14,600

Discount after Carsala Fee: 23% Off Kelley Blue Book

Availability Confirmation: Online (3/18, 3/19) by phone (3/19 10 am)

CARFAX Report: 1-Owner, previous rental vehicle, no wrecks, no title problems reported by CARFAX

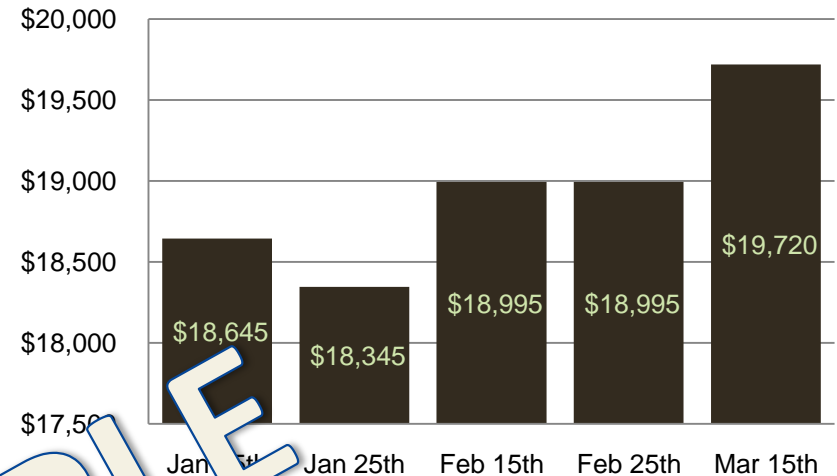
Original Sale Location: California (we check this to avoid Hurricane Katrina cars)

Dealer Reviews: No negative reviews found on 10 Dealer Review websites searched.

Negotiator Comments:

This car is special for two reasons. First, it's both the lowest price we found/negotiated and the best deal we found/negotiated. That rarely happens. Second, the dealer would negotiate price lower than the asking price. Normally, that means the price isn't as good as you'll find elsewhere. In this case, it's because it was already listed so aggressively (29% below KBB). Our negotiations with multiple other dealers confirm that this is the best possible price. Rarely do we see 1-owner cars for such large discounts.

Historical Kelley Blue Book Prices



Deal #2



Year: 2008

Make/Model: Dodge Grand Caravan

Trim: SXT

Color: Red

Mileage: Under 20,000

Transmission: Automatic

Features: 7 Passenger Seating, ABS (4-Wheel), Air Conditioning, Alloy Wheels, AM/FM Stereo, Cassette, Cruise Control, Dual Front Air Bags, Power Door Locks, Power Seat, Power Sliding Doors, Power Steering, Power Windows, Privacy Glass, Quality Seating, Rear Air, Roof Rack, Single Compact Disc, ABS, Cruise Control, Power Steering, factory warranty.

SAMPLE

Deal #2

Kelley Blue Book Value: \$19,500

Negotiated Price: \$15,600

Carsala Fee: \$435

Final Price: \$14,750

Discount after Carsala Fee: 18% Off Kelley Blue Book

Availability Confirmation: Online (3/18, 3/19) by phone (3/19 11 am)

CARFAX Report: 1-Owner, previous rental vehicle, no wrecks, no title problems reported by CARFAX

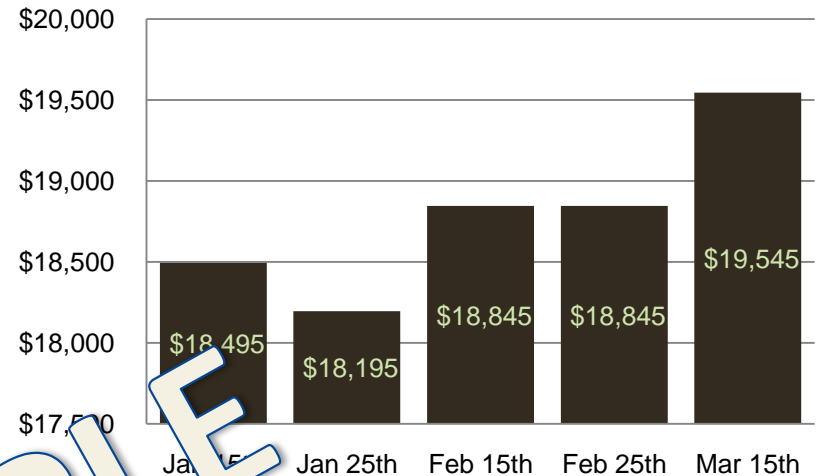
Original Sale Location: Washington (we check this to avoid Hurricane Katrina cars)

Dealer Reviews: No negative reviews found on 10 Dealer Review websites searched.

Negotiator Comments:

The dealer indicated that they had kept the car for over 90 days, which is why they were willing to sell it at such a discount. This one was listed at a much higher price (perhaps why they weren't selling). So even though the savings aren't quite as substantial off the Kelley Blue Book value, the discount off the dealer's asking price is overwhelming.

Historical Kelley Blue Book Prices



Deal #3



Year: 2008

Make/Model: Dodge Grand Caravan

Trim: SXT

Color: Silver

Mileage: Under 15,000

Transmission: Automatic

Features: Certified Pre-Owned, Passenger Seating, ABS (4-Wheel), Air Conditioning, Alloy Wheels, AM/FM Stereo, Cassette, Cruise Control, Dual Front Air Bags, Power Door Locks, Power Seat, Power Sliding Doors, Power Steering, Power Windows, Privacy Glass, Quad Seating, Rear Air, Roof Rack, Single Compartment, Security Control, Tilt Wheel, factory warranty.

SAMPLE

Deal #3

Kelley Blue Book Value + Certified: \$21,000

Negotiated Price: \$18,000

Carsala Fee: \$300

Final Price: \$18,300

Discount after Carsala Fee: 13% Off Kelley Blue Book

Availability Confirmation: Online (3/18, 3/19) by phone (3/19 11 am)

CARFAX Report: 1-Owner, previous rental vehicle, no wrecks, no title problems reported by CARFAX

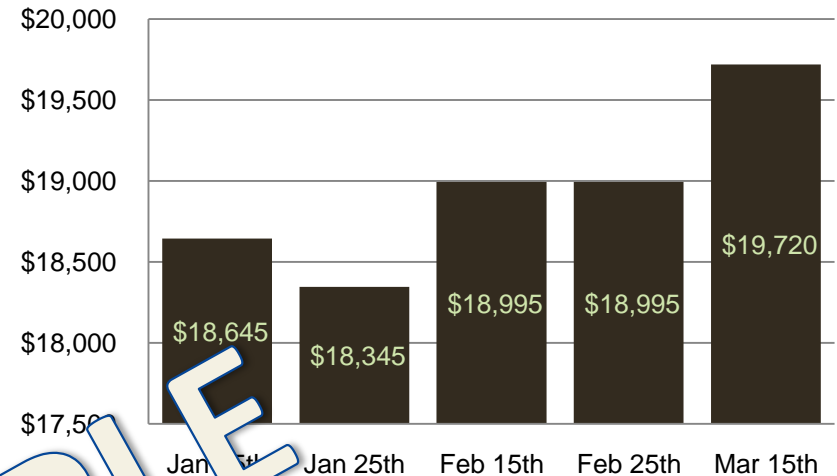
Original Sale Location: Oregon (we check this to avoid Hurricane Katrina cars)

Dealer Reviews: No negative reviews found on 10 Dealer Review websites searched.

Negotiator Comments:

This was one of the nicest car dealers I've negotiated with. The salesperson was able to negotiate more than a \$2,000 discount, the savings are still moderate because it wasn't listed at a discount initially. The best thing about this car is that it's a certified pre-owned car, meaning it comes with a manufacturer warranty. To an extent, the benefit of this is mitigated by an existing factory warranty. But the CPO warranty will last longer. It's a good opportunity to get in a CPO car of this quality for under \$20K.

Historical Kelley Blue Book Prices



SAMPLE

Next Steps

Tell Your Account Manager Which You Want.

Visit the Dealership Ready to Buy.

Buy With Confidence.

We Negotiate. You Save.