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HOW TO USE THIS GUIDE

UNDERSTAND THE TERMS USED IN CAR BUYING AND SELLING

Base Equipment Levels - VMI has based all prices for all vehicles on the same level of equipment: Automatic transmission, air conditioning, power steering, power brakes, and stereo are included in all pricing unless specifically indicated otherwise. If a vehicle is not listed or if there is no price listed, market data was not available at time of printing.

Wholesale - The price a seller should expect to receive from a dealer at a sale or trade-in. It assumes that the vehicle is in good mechanical condition, clean and well maintained.

Regional - The price a dealer should expect to receive from a customer in a particular area.

Condition - The condition of a vehicle is a factor in its price. A vehicle in good mechanical condition and is clean, showing only normal wear for its age. Any condition of a vehicle that is not in good mechanical condition or is not in good condition should be reflected in the price. A vehicle in poor condition should be reflected in the price. A vehicle in poor condition should be reflected in the price.

Availability - Refers to supply and demand. If a particular "hot" and in great demand with a limited supply you can expect to pay a premium for the vehicle. This variable can also be affected by seasonal and geographic factors. Local dealers can give you a feel of the availability of a particular model.

Regional - The price a dealer should expect to receive from a customer in a particular area. The price a dealer should expect to receive from a customer in a particular area. The price a dealer should expect to receive from a customer in a particular area.

Private Sale - A sale between two individuals. No dealer is involved in buying from a private party. You should try to pay close to wholesale price.

Demo Vehicles - A vehicle that has been driven by a dealer. These vehicles are used by dealers to demonstrate their products. They are used vehicles and should be priced as such.

Salvage Vehicles - Vehicles that have been damaged in an accident. These vehicles are sold at a discount to their original value. They are sold at a discount to their original value. They are sold at a discount to their original value.

Warranty - A guarantee that a vehicle is free from defects. A warranty is a guarantee that a vehicle is free from defects. A warranty is a guarantee that a vehicle is free from defects.

Other - Other information that may be relevant to the purchase of a vehicle. Other information that may be relevant to the purchase of a vehicle. Other information that may be relevant to the purchase of a vehicle.