SECTION 9-3 Purchasing a Used Vehicle

Vehicle dealers usually advertise used vehicles for prices that are higher than what they expect you to pay. Used-vehicle guides, published monthly, give the average prices for vehicles that were purchased from dealers during the previous month. This information can help you decide how much to offer for a used vehicle.

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\text{Average Retail Price} = \text{Average Retail Value} + \text{Additional Options} - \text{Options Deductions} - \text{Mileage Deduction}
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1. George Garcia owns a 3-year-old station wagon that he wants to sell in order to buy a new luxury car. One used-vehicle guide shows the average retail value of his station wagon is $13,000. He adds $50 for having tinted windows, $100 for air-conditioning, and $35 for power windows. He deducts $200 for excessive mileage. What is the average retail price he can ask for his station wagon?

2. Yolanda Lovelace owns a sports car. She wants to sell it in order to buy a new sports car. One used-vehicle guide shows the average retail value of her car is $16,900. She adds $50 for cruise control, $200 for stereo AM/FM radio/CD player, and $175 for leather seat covers. She deducts $100 for no air-conditioning and $100 for excessive mileage. What is the average retail price she can ask for her sports car?

3. The Tookesons want to trade in their station wagon on the purchase of a new station wagon. A used-vehicle guide shows the average trade-in value is $9,480. They add $150 for air-conditioning, $75 for anti-lock brakes, and $150 for the CD player. They subtract $100 for a manual transmission and $300 for excessive mileage. What is the average trade-in value of their wagon?

4. Atsuko Murakami is going to trade in her 5-year-old car for a new car. A used-vehicle guide shows the average trade-in value is $4,350, plus $100 for air-conditioning, and $50 for an automatic transmission. She deducts $175 for excessive mileage. What is the average trade-in value of her car?

Use the used-vehicle guide at the right for Problems 5 and 6.

5. You purchase a used V8 Spt Cpe with an AM/FM stereo/CD player, rear window defroster, and a tilt steering wheel. The car does not have air-conditioning. What is the average loan value of the car?

6. You are going to trade in a Cpe 4D. Your car has a T-Top, power door locks, power windows, power seats, and cruise control. It has a 4-cylinder engine with manual transmission. What is the average trade-in value of your car?