



February 22nd, 2019

Quotes

Please find detailed below our quotation as requested. We hope that these figures meet with your approval.

MY18 PATROL WAG 5.6 PET AUTO TI
MODEL: PATROLVAT14

Vehicle Price	64,258.25
IVORY PEARL Paint	384.61
Discount	4,845.38 -
Dealer Delivery	795.00

Subtotal	60,592.48
On Roads Non Taxable	1,138.05

Stamp Duty	2,904.00
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Vehicle Total	64,634.53
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Less Settlement	
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Subtotal	64,634.53
Total GST	6,059.25
Luxury Car Tax	96.22

Total Amount Payable	70,790.00
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Yours sincerely,

Maree Villegas
Corporate Fleet Noosa

Assessment of Trade in

Research has shown that the Trade In Valuation is often seen as the most negative or stressful aspect of the sales process. And it's easy to see why. The vehicle you are looking to trade generally holds great significance. Not only due to it's value as an asset but for many in terms of sentimental value. Either way, agreeing on a fair value for a trade in can be a challenge, but certainly not one we shy away from.

When it comes to trade in value we believe that Transparency is the way to go. Although we tell you what we are happy to pay for your vehicle we do not value it, we let the market do that. You shouldn't be disadvantaged if you are trading a brand of vehicle we don't know very well. If we don't ask the market what the value is then we will be miles away and miss out on the opportunity to gain your business.

Our commitment is simple, we have a full time licenced valuer who spends his life finding the best market value for your car. It is his job to ring as many people as he knows to find the highest bidder. He works for you, which works for us.

Transparency also works because of the internet. If you want to know what your car is worth log on to redbook.com.au. Although they don't buy cars they use thousands of bits of information that generally gives a fairly accurate figure. Put us to the test, you'll find that we are as much if not more most of the time.

OK so how did we arrive at your figure? Lets be transparent and show you....

Top End Market Value

Less Expenditure required to re-sell

Registration

Tyres

Windscreen

Paint/Panel Repair

Interior Repair

Identified Mechanical Faults

Service Required

Full Detail

Cut & Polish

Total Expenditure

Appraised Value