

# Jaguar Land Rover Newport Beach



Everyday Low Pricing Homework

Date: 09/16/2013

Grids :

20

30

40

50

60

70

80

90

100

110

Conditions :

A

B

C

| Comparator Vehicle |                                     |
|--------------------|-------------------------------------|
| Dealer             | JAGUARLOTUS- ASTON MARTIN SAN DIEGO |
| Price              | \$42,888                            |
| Year               | 2009                                |
| Make               | Land Rover                          |
| Model              | Range Rover Sport                   |
| Color              |                                     |
| Miles              | 33,184                              |
| Specification      |                                     |

| Own Vehicle   |                   |
|---------------|-------------------|
| Stock Number  | J1924             |
| Price         | \$35,707          |
| Year          | 2009              |
| Make          | Land Rover        |
| Model         | Range Rover Sport |
| Color         | Santrini Black    |
| Miles         | 70,935            |
| Specification |                   |

| Retail Price Adjustment |                   |
|-------------------------|-------------------|
| Comparator Vehicle      | \$42,888          |
|                         | Price Adjustment  |
| Year                    | 2009              |
| Make +/-                | Land Rover        |
| Model +/-               | Range Rover Sport |
| Color +/-               |                   |
| Miles +/-               | +37,751           |
| Price +/- (From KBB)    | (\$1,511)         |
| Specification +/-       |                   |
| UCM                     |                   |
| Retail Price            | \$41,377          |

| Notes  |
|--|
| <p>Less than 90 days compare to the price of an independent dealership.</p> <p>Additional Options: ABS (4-Wheel), Dual Air Bags, Privacy Glass, Dual Power Seats, Navigation System, Air Conditioning, Side Air Bags, Alloy Wheels, Parking Sensors, Sirius Satellite, AM/FM Stereo, Power Door Locks, Stability Control, Bi-HID Headlamps, Harman Kardon Sound, Power Steering, Tilt Wheel, CD (Multi Disc), Leather, Power Windows, Traction Control, Cruise Control</p> |

Sale Manager: .....

Date:.....

## List of Chartist Vehicles

| #  | Year | Make       | Model             | Trim | Distance Certified |    | Seller                                       | Miles  | Price    | Carscom Autotrader |     |
|----|------|------------|-------------------|------|--------------------|----|--|--------|----------|--------------------|-----|
| 1  | 2009 | Land Rover | Range Rover Sport | hse  | 57                 | No | Mercedes-Benz of Calabasas                   | 52,455 | \$32,493 | No                 | Yes |
| 2  | 2009 | Land Rover | Range Rover Sport | hse  | 38                 | No | Land Rover Pasadena                          | 50,457 | \$32,965 | No                 | Yes |
| 3  | 2009 | Land Rover | Range Rover Sport | hse  | 16                 | No | J Star Motors                                | 65,024 | \$33,000 | No                 | Yes |
| 4  | 2009 | Land Rover | Range Rover Sport | hse  | 26                 | No | Private Collection Motors Inc                | 62,110 | \$33,888 | No                 | Yes |
| 5  | 2009 | Land Rover | Range Rover Sport | hse  | 13                 | No | Orange Empire                                | 61,455 | \$33,900 | No                 | Yes |
| 6  | 2009 | Land Rover | Range Rover Sport | hse  | 0                  | No | Jaguar Land Rover Aston Martin Newport Beach | 46,708 | \$35,363 | No                 | Yes |
| 7  | 2009 | Land Rover | Range Rover Sport | SC   | 0                  | No | Jaguar Land Rover Newport Beach              | 70,935 | \$35,707 | No                 | Yes |
| 8  | 2009 | Land Rover | Range Rover Sport | hse  | 0                  | No | Jaguar Land Rover Aston Martin Newport Beach | 70,935 | \$35,966 | No                 | Yes |
| 9  | 2009 | Land Rover | Range Rover Sport | hse  | 85                 | No | Carmax Oxnard                                | 43,548 | \$35,998 | No                 | Yes |
| 10 | 2009 | Land Rover | Range Rover Sport | hse  | 0                  | No | Jaguar Land Rover Aston Martin Newport Beach | 64,932 | \$36,358 | No                 | Yes |
| 11 | 2009 | Land Rover | Range Rover Sport | hse  | 42                 | No | JEM Motor Corporation                        | 43,465 | \$37,828 | No                 | Yes |
| 12 | 2009 | Land Rover | Range Rover Sport | hse  | 32                 | No | St. George Auto Sales                        | 27,881 | \$37,888 | No                 | Yes |
| 13 | 2009 | Land Rover | Range Rover Sport | hse  | 70                 | No | JAGUAR-LOTUS- ASTON MARTIN SAN DIEGO         | 33,184 | \$42,888 | No                 | Yes |