

Audiobook Charts, Graphs, and Tables

Throughout the audiobook version of *Bill's Guide: Buying and Selling Used Cars*, the author refers to various charts, graphs, and tables. All these are included in this downloadable PDF.

Chapter 1: Learning the Business

- *Example 1*

\$3,500	Purchase Price	Sales Price	\$5,000
350	Tax/License/Insurance	Cost	<u>-4,000</u>
<u>+150</u>	Misc parts/supplies	Net Profit	\$1,000
\$4,000	Total Cost		

$$\text{Profit} \div \text{Cost} = \text{ROI \%} \qquad \$1,000 \div \$4,000 = 25\%$$

- *Example 2*

\$2,000	Purchase Price	Sales Price	\$3,400
250	Tax/License/Insurance	Cost	<u>-2,400</u>
<u>+150</u>	Misc parts/supplies	Net Profit	\$1,000
\$2,400	Total Cost		

$$\text{Profit} \div \text{Cost} = \text{ROI \%} \qquad \$1,000 \div \$2,400 = 42\%$$

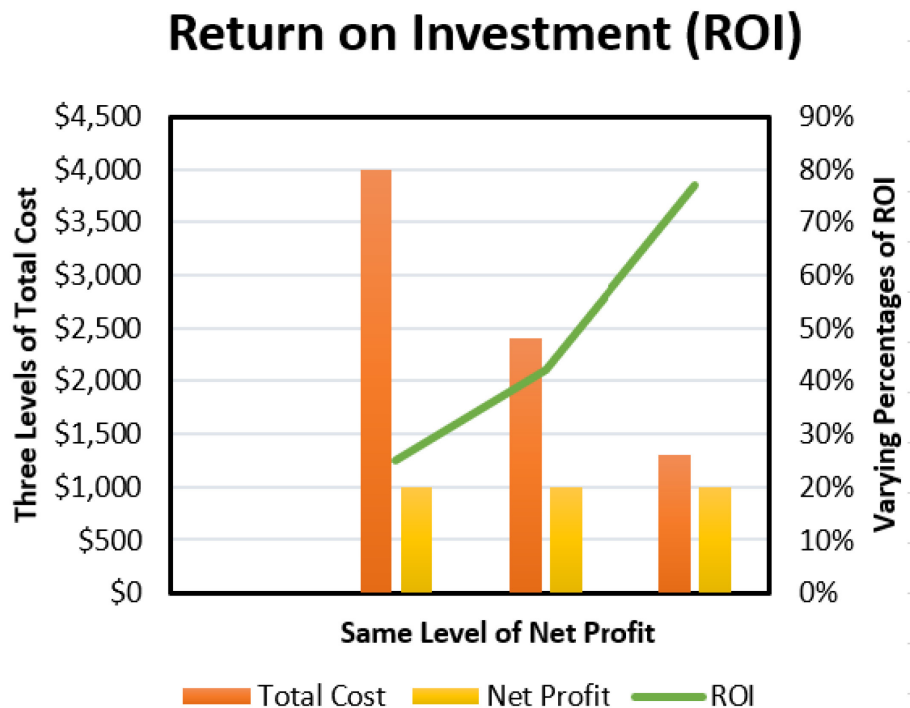
- *Example 3*

\$1,000	Purchase Price	Sales Price	\$2,300
150	Tax/License/Insurance	Cost	<u>-1,300</u>
<u>+150</u>	Misc parts/supplies	Net Profit	\$1,000
\$1,300	Total Cost		

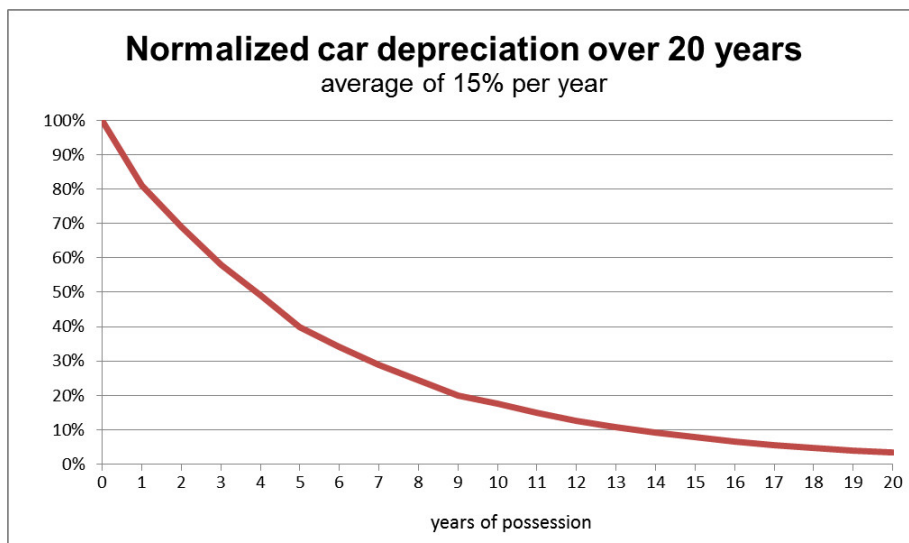
$$\text{Profit} \div \text{Cost} = \text{ROI \%} \qquad \$1,000 \div \$1,300 = 77\%$$

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- *Return on Investment (ROI)*



- *Normalized Depreciation*



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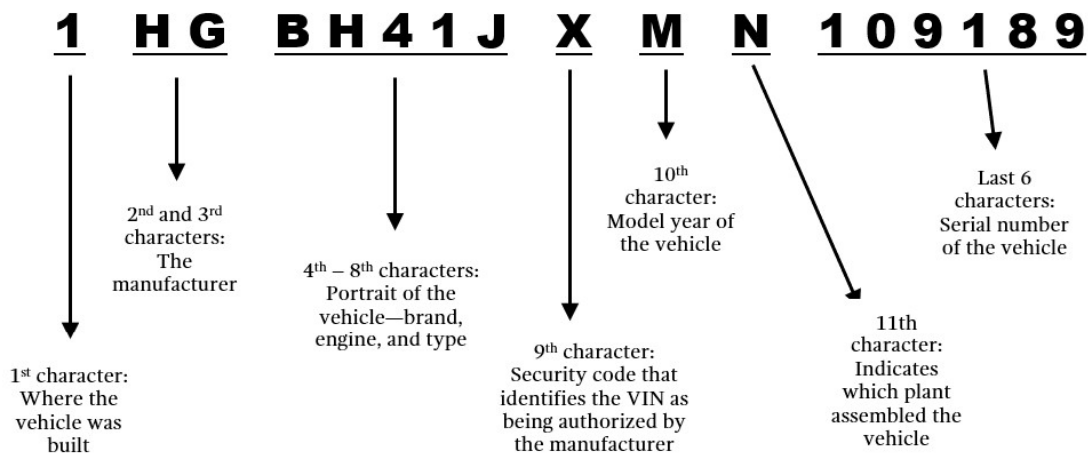
- *George Investment Strategy*

George's proposed selling price:	\$3750
Associated costs:	-350
Net profit:	-600
George's maximum purchase price:	<hr/> \$2800

George's ROI can be figured this way: \$600 (Profit) ÷ \$3,150 (Cost) = 19%.

Chapter 2: Finding the Good Deals

- *Vehicle Identification Number (VIN) Breakdown*



Adapted from Society of Automotive Engineers, Code of Federal Regulations

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Chapter 4: Negotiating the Purchase

- *Calculating a Bracketed Offer*

Calculating the Bracketed Offer

A) Seller's opening price	\$4300
B) Buyer's maximum price	- 3800
C) Difference	500
D) Difference between B and C	\$3300

Your opening offer is \$3300.

- *Calculating a Bracketed Offer*

Seller's asking price: \$4300 (400 more than you can pay)
Your maximum amount: \$3900 (halfway point; maximum you can pay)
Your bracketed offer: \$3500 (400 less than you are willing to pay)

Chapter 6: Marketing the Car

- *The Big Six*

2013	Ford	Focus Hatchback	SE	75,000	\$6,400
Year	Make	Model	Trim	Mileage	Price

