

Sales manager: Administrator Admin
 Buyer name: JOHN SMITH

ABC Honda

Vehicle Acquisition Worksheet

Trade-in VIN: JNKC51E95M201285
 Trade-in mileage: 22,000
 Contract date: 2/12/2007 10:20:00 AM
 Payment start date: 3/29/2007

Vehicle Information	
M.S.R.P.:	\$35,999.00
---Optional Equipment:	\$4,521.00
---Dealer Discount:	(\$500.00)
---Manufacturer Discount:	(\$1,000.00)
---Customer Loyalty Discount:	\$500.00
Selling Price:	\$42,520.00
Trade-in Value:	\$23,025.00
Trade-in Payoff:	\$25,031.00
Rebate:	\$0.00
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Vehicle Price:	\$41,526.00

Disclaimer

All payment options displayed are estimates, and may vary based on lender credit approval. Please see retail or lease contract for final terms and conditions.

Trade-in Information	
Trade-In 'Book' Value:	\$24,525.00
---Market Adjustment	\$250.00
---Exterior Reconditioning Fee	(\$500.00)
---Interior Reconditioning Fee	(\$250.00)
---Mechanical Reconditioning Fee	(\$1,000.00)
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Trade-In Value:	\$23,025.00

Vehicle Finance Options			
Term/Rate:	\$2,000.00 Down Payment:	\$3,000.00 Down Payment:	\$4,000.00 Down Payment:
60 months @ 6.00% APR	\$862.10/mo.____	\$842.76/mo.____	\$823.43/mo.____
66 months @ 6.50% APR	\$805.40/mo.____	\$787.34/mo.____	\$769.28/mo.____
72 months @ 7.00% APR	\$760.26/mo.____	\$743.21/mo.____	\$726.16/mo.____

Residual Based Financing			
Term/Residual:	\$2,000.00 CCR:	\$3,000.00 CCR:	\$4,000.00 CCR:
24 months (38%Residual Value):	\$1,352.23/mo.____	\$1,306.18/mo.____	\$1,260.15/mo.____
36 months (36%Residual Value):	\$954.33/mo.____	\$923.05/mo.____	\$891.76/mo.____
39 months (34%Residual Value):	\$906.75/mo.____	\$877.73/mo.____	\$848.71/mo.____

For exact coverages, exclusions, and limitations of the above products that you have selected, please refer to the specific product contract. For specific payment information, please refer to the Retail Installment Contract or Lease Contract. All products are optional and can be purchased separately. All payments are estimates and do not include taxes, title, or license fees.