



george nelson &lt;gnelson51475@gmail.com&gt;

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## Car Value Discussion

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**Jeff Lane** <jefflane@theautomaster.com>  
To: gnelson51475@gmail.com

Fri, Jan 4, 2019 at 12:56 PM

Mr Nelson,

Please find attached the 2 vehicles as discussed this morning. The 1995 E-Cab is a little tough as it's production numbers were low. The Sources are named at the top of each section.....happy motoring!.....j

Jeffrey Lane  
Mercedes-Benz General Manager  
The Automaster  
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Toll Free 800-639-8033  
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[Email: jefflane@theautomaster.com](mailto:jefflane@theautomaster.com)  
[www.theautomaster.com](http://www.theautomaster.com)

Nothing will make a driver more faithful to a car than a car that is faithful to its driver.  
Life is too short, and the road too long, to drive anything less than a Mercedes-Benz.

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# 1995 Mercedes-Benz E320

MENU

Zdr Convertible 6-cyl. 3199cc/217hp FI    EDIT

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**\$11,700**    Avg. Value\*

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Mercedes-Benz hit its stride with the mid-range E-Class in 1985, introducing a number of features which are taken for granted today. The 1986 300E featured a fuel-injected SOHC 3-liter six-cylinder engine developing 177 bhp. Although it was a big, heavy luxury car, it could outperform contemporary sports cars like the Porsche 944 and IROC Camaro, with a top speed of 140 mph and 0-60 mph in 7.8 seconds.

The E-Class was faster than the larger S-Class 380 and 500 models, but could also be driven carefully to manage 30 mpg on the highway. Most came with a four-speed automatic, while a five-speed manual gearbox was a rare option early on. ABS was standardized in 1985. The 4-Matic all-wheel drive system was offered from 1990-93 in the U.S., and was considered state-of-the-art.

Show All...

### 1995 Mercedes-Benz E320 Info

| Body Styles       |                        |
|-------------------|------------------------|
| 2dr Convertible   | 6-cyl. 3199cc/217hp FI |
| 2dr Coupe         |                        |
| 4dr Sedan         |                        |
| 4dr Station Wagon |                        |

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(Showing 2 of 37)

01

**1995 Mercedes-Benz E320**

Convertible 6-cyl. 3199cc/217hp FI

**Sale Price: \$6,050\****\*Includes buyer's premium*

Sale Date: 11/1

[MORE DETAILS](#)

02

**1995 Mercedes-Benz E320**

Convertible

**Sale Price: \$9,900\****\*Includes buyer's premium*

Sale Date: 6/9/

[MORE DETAILS](#)[CLOSE](#)

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## NADA Guides Price Report 1/4/2019

### 1958 Mercedes-Benz 220S

4 Door Sedan

#### Values

|               | Original<br>MSRP | Low<br>Retail | Average<br>Retail | High<br>Retail |
|---------------|------------------|---------------|-------------------|----------------|
| Base Price    | \$4,283          | \$7,625       | \$14,150          | \$21,000       |
| Options (Add) |                  |               |                   |                |
| Total Price   | \$4,283          | \$7,625       | \$14,150          | \$21,000       |

#### Value Type Definitions

##### Original MSRP

Manufacturer Suggested Retail Price

##### Low Retail Value

This vehicle would be in mechanically functional condition, needing only minor reconditioning. The exterior paint, trim and interior would show normal wear, needing only minor reconditioning. May also be a deteriorated restoration or a very poor amateur restoration. Most usable 'as-is'. This column does not represent a 'parts car' or a non-running vehicle.

**Note:** Some of the vehicles in this publication could be considered 'Daily Drivers' and are not valued as a classic vehicle. When determining a value for a daily driver, it is recommended that the subscriber use the low retail value.

##### Average Retail Value

This vehicle would be in good condition overall. It could be an older restoration or a well-maintained original vehicle. Completely operable. The exterior paint, trim and mechanics are presentable and serviceable inside and out. A "20-footer".

**High Retail Value**

This vehicle would be in excellent condition overall. It could be a completely restored or an extremely well-maintained original vehicle showing very minimal wear. The exterior paint, trim and mechanics are not in need of reconditioning. The interior would be in excellent condition. Some vehicles may be considered "matching numbers" vehicles.

**Note:** This column does not represent a "100 Point" or "# 1" vehicle\*.

\* A "100 Point" or "# 1" vehicle is not driven. It would generally be in a museum or transported in an enclosed trailer to concours judging and car shows. This type of car would be stored in a climate regulated facility.

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[NADAguides](#) Price Report 12/27/2018

## 1995 Mercedes-Benz 320E

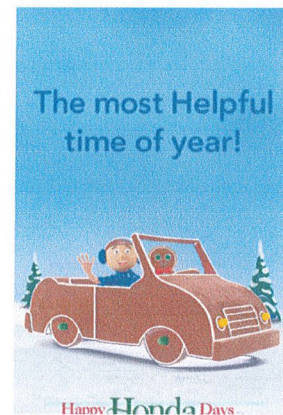
2 Door Convertible



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[www.acura.com/MDX](http://www.acura.com/MDX)

### Values

|                    | Original MSRP   | Low Retail     | Average Retail | High Retail     |
|--------------------|-----------------|----------------|----------------|-----------------|
| Base Price         | \$79,000        | \$6,800        | \$9,400        | \$14,850        |
| <b>Total Price</b> | <b>\$79,000</b> | <b>\$6,800</b> | <b>\$9,400</b> | <b>\$14,850</b> |







## NADAguides Price Report 12/27/2018

### 1958 Mercedes-Benz 220S

4 Door Sedan

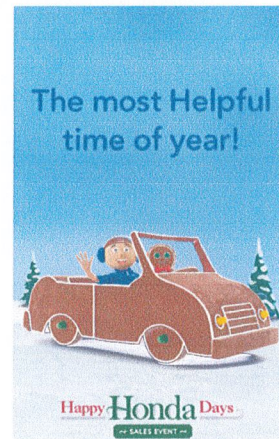


Consider the 2019 Acura MDX SUV

www.acura.com/MDX

#### Values

|                      | Original MSRP  | Low Retail     | Average Retail  | High Retail     |
|----------------------|----------------|----------------|-----------------|-----------------|
| Base Price           | \$4,283        | \$7,550        | \$14,000        | \$20,800        |
| <b>Options (Add)</b> |                |                |                 |                 |
| <b>Total Price</b>   | <b>\$4,283</b> | <b>\$7,550</b> | <b>\$14,000</b> | <b>\$20,800</b> |





Options [\(Add\)](#)

|             |         |         |          |          |
|-------------|---------|---------|----------|----------|
| Total Price | \$4,283 | \$7,550 | \$14,000 | \$20,800 |
|-------------|---------|---------|----------|----------|

Value Type Definitions

**Original MSRP**  
Manufacturer Suggested Retail Price

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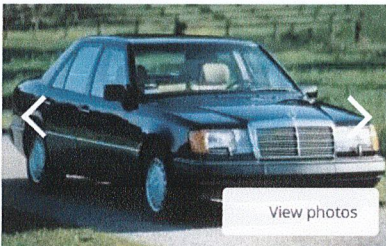


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### E320 Convertible

- 3.2L 6-cyl. engine
- RWD
- 4-speed Automatic transmission

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### Vehicle Mileage

### Vehicle Condition (select one)

- ☒ Outstanding - Exceptional mechanical, exterior and interior condition; requires no reconditioning.
- ☐ Clean - Some normal wear but no major mechanical or cosmetic problems; may require limited reconditioning.
- ☐ Average - May have a few mechanical and/or cosmetic problems and may require a considerable amount of reconditioning.
- ☐ Rough - Several mechanical and/or cosmetic problems requiring significant repairs.
- ☐ Damaged - Major mechanical and/or body damage that may render it in non-safe running condition.

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# 1995 Mercedes-Benz E-Class - What Your Car is Worth

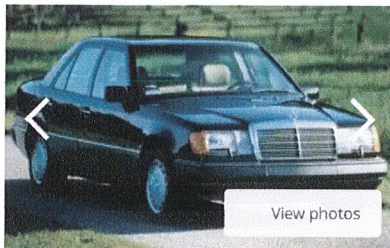
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Colors &amp; Options

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## Current Pricing

|               | Rough   | Average | Clean   | Outstanding    |
|---------------|---------|---------|---------|----------------|
| TRADE-IN      | \$1,645 | \$1,750 | \$1,943 | <b>\$1,943</b> |
| PRIVATE PARTY | \$2,046 | \$2,264 | \$2,672 | <b>\$2,672</b> |

See saved pricing details on your dashboard

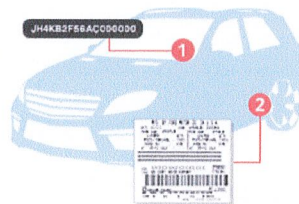
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## 1995 Mercedes-Benz E-Class E320 2dr Car

### TMV® Pricing Details

|  | Trade-In       | Private Party  | Dealer Retail  |
|--|----------------|----------------|----------------|
| National Base Price                      | <b>\$643</b>   | <b>\$1,384</b> | <b>\$2,620</b> |
| Optional Equipment                       | <b>\$5</b>     | <b>\$10</b>    | <b>\$19</b>    |
| AM/FM/CD Audio System                    | <b>\$5</b>     | <b>\$10</b>    | <b>\$19</b>    |
| Color Adjustment - Midnight Blue         | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     |
| Regional Adjustment - for Zip Code 05672 | <b>\$-15</b>   | <b>\$-32</b>   | <b>\$-60</b>   |
| Mileage Adjustment - 18,000 miles        | <b>\$1,310</b> | <b>\$1,310</b> | <b>\$1,310</b> |
| Condition Adjustment - Outstanding       | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     |
| <b>Total</b>                             | <b>\$1,943</b> | <b>\$2,672</b> | <b>\$3,889</b> |

### Buying a Certified Used Vehicle

Certified Used Price

### Dealer Retail

Vehicle not eligible for certification.

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# Are Kelley Blue Book Values Accurate and Reliable?

BY JIM PROBASCO | Updated Dec 12, 2018

When buying or selling a used car, many people rely on the [Kelley Blue Book](#) (KBB). One sign of its popularity: Roughly 20 million unique visitors per month log on to the Kelley Blue Book [website](#).

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Although automotive experts acknowledge that KBB is one of the most popular and trusted guides in automotive pricing, the question remains: Is it accurate and reliable? Here's an assessment.

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## How KBB Determines Used

Kelley Blue Book receives real-world independent and franchised dealers, transactions.

daily basis from wholesale auctions, manufacturers, lessors and private party

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Kelley's proprietary [algorithm](#) analyzes pricing data along with historical trends, current [economic conditions](#), industry developments, time of year, and location to determine Kelley Blue Book values.

That process results in the following values for used cars:

- **Private party value** – How much you will have to shell out for a specific used car from a private [seller](#).
- **Trade-in value** – The amount you are likely to get from a dealer for a trade-in.
- **Suggested retail value** – What dealers are typically asking for a specific used car.
- **Certified pre-owned (CPO) value** – How much cars covered by the [CPO](#) program are worth.

## Some Issues with KBB Pricing

Here are factors that could affect how accurate the KBB values are:

**Lag** – It takes time for data and analysis to make its way through KBB. Prices listed may not always reflect the very latest trends and economic conditions.

**Consumer bias** – Most people think the car they are selling or trading in is in better condition than it really is. If you misjudge the condition of a car for trade-in or purchase, your expectations may not match the reality of KBB's valuation structure.

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## Accomplishing Goals with Quickbooks

Kristen Howard, co-owner of a small skateboard shop, wants to streamline her business. See how she uses Quickbooks to do it.

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available to the public. More important, both tend to skew lower than KBB in wholesale pricing.



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## Solutions For Consumers

If you use KBB as a general guide and follow the suggestions below, Kelley Blue Book data can be very useful.

**Print out definitions.** If [negotiating](#) to buy a used car from a private seller, show KBB's car condition definitions to the seller, especially if you believe the car is priced too high.

**Negotiate.** KBB's pricing structure tends to favor dealers, meaning listed retail prices can be higher than with other guides. Start with the listed retail price and bargain down.

**Ask for sources.** Be aware that insider guides like Manheim or Black Book tend to show lower wholesale prices than KBB. Ask about the source of the trade-in offer or wholesale price.

**Consult other guides.** Consult one or more other websites or pricing guides to get an "average" for the vehicle you are trading in, selling or planning to buy.

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realistic you are about your car's condition. Many experts believe Edmunds values are more



and averaging still makes the most sense.

**[NADA Guides](#)** – One of the oldest guides, it was designed for dealer members of the National Automobile Dealers Association (NADA) trade group. NADA pricing is often higher than Kelley Blue Book since the algorithm has a standard that calls for all trade-ins to be in very clean condition. As a result, you may need to adjust NADA prices down.

**[J.D. Power](#)** – Although the ratings are only for new cars, the used car search provides dealer pricing based on ZIP code. This information could be valuable if you are planning to sell a car outright and want to know what typical pricing in your area looks like.

**[Consumer Reports](#)** – The well-respected, noncommercial (no advertising accepted) publication offers lots of information if you buy an online subscription (\$35/year or \$6.95/month), less if you don't. The website features general pricing on [used cars](#), information on reliability, cars to avoid and much more.

## The Bottom Line

Since the three main consumer guides – KBB, Edmunds.com and NADA – use different algorithms, your best bet is to check all three and calculate an [average price](#).

Kelley Blue Book is a very good resource, but it should not be the only one you consult. Although none of the top used [car buying](#) guides is perfect, when taken together – along with additional information gained from other websites – they can provide reasonably reliable and

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transaction.

, see: [Used Car Shopping: How to Avoid a Lemon, The Lete Guide to Buying a Used Car](#).

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