

Trade-In Calculation Worksheet

Customer Name:		
Machine Details:		Date:
Serial Number	Year	
Enter "Resale Cash Value" (_____ x % Factor _____)		\$
Add (Deduct) Hour Meter Adjustment (Guide Book Avg Hours - Actual Hours) x Adjust per Hour factor (_____ - _____) x \$		\$
Add (Deduct) Condition Adjustment*		\$
Add (Deduct) Options _____ \$ _____ _____ \$ _____ _____ \$ _____ _____ \$ _____ _____ \$ _____ _____ \$ _____		\$
1 = Total Expected "Cash Selling Price" (Appraised Value)		\$
Less % Gross Margin		\$
Less Reconditioning (*attach appraisal form or indicate appraisal method)		\$
Less Trucking/Delivery (distance _____ mi x rate/mi \$ _____)		\$
Less Warranty Support*		\$
2 = Net Trade-in Allowance Value (Acquisition Price)		\$

* Condition adjustment and Warranty support are not found in the *Official* Guide.

Floor Plan Calculation Worksheet

Enter <i>Official</i> Guide base floor plan value*	\$
Add (Deduct) Hour Adjustment	\$
Add (Deduct) Options	\$
3 = Max Floor Plan Value	\$

* Finance company specifies which value column to use for base floor plan value.

Other Market Indicators and Comparables

Machine Details	Source of Information	Comparable Value
_____	_____	\$
_____	_____	\$
_____	_____	\$

Prospects for this Trade

Prospect Name and Address	Potential Trade (if any)	Trade value or No trade
_____	_____	\$
_____	_____	\$
_____	_____	\$

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