

Trade-In Calculation Worksheet

Customer Name: Junior Samples		Anytown, USA	
Machine Details: 2001 Case MX220 tractor		07/30/2005	
Serial Number	JJA019900	Year	2001
Enter "Resale Cash Value" (<u> \$70,409 </u> x % Factor <u> 100% </u>)			\$ 70,409.00
Add (Deduct) Hour Meter Adjustment (Guide Book Avg Hours - Actual Hours) x Adjust per Hour factor (<u> 1900 </u> - <u> 2250 </u>) x \$ <u> 3.10 </u>			\$ (1,085.00) ^a
Add (Deduct) Condition Adjustment*			\$ -
Add (Deduct) Options			
18 Frt Wts		\$ <u> 900 </u>	
540/1000 PTO		\$ <u> 450 </u>	
MFD		\$ <u> 9,300 </u>	
		\$ <u> - </u>	
		\$ <u> - </u>	
		\$ <u> - </u>	
		\$ <u> - </u>	
			\$ 10,650.00 ^b
1 = Total Expected "Cash Selling Price" (Appraised Value)			\$ 79,974.00
Less 15 % Gross Margin			\$ (11,996.10)
Less \$ 1,350 Reconditioning (attach appraisal/inspection form)			\$ (1,350.00)
Less Trucking/Delivery (distance <u> 50 mi </u> x rate/mi \$ <u> 3.00 </u>)			\$ (150.00)
Less \$ - Warranty Support*			\$ -
2 = Net Trade-in Allowance Value (Acquisition Price)			\$ 66,477.90

* 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*	\$ 62,018.00
Add (Deduct) Hour Adjustment	\$ (1,085.00) ^a
Add (Deduct) Options	\$ 10,650.00 ^b
3 = Max Floor Plan Value	\$ 71,583.00

* 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
2001 Case MX220 MFD	IRON Search - KS	\$ 76,500.00
2001 Case MX220 MFD	IRON Search - NE	\$ 82,500.00
		\$

Prospects for this Trade

Prospect Name and Address	Potential Trade (if any)	Trade value or No trade
Joe Smith	7130	\$
Brad Jones		no trade
		\$

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