

Worksheet for buying a new car

Before you negotiate the price of your next new car, use this worksheet to establish the bargaining room.

Model _____ Base Price _____

Options:	Invoice Price*	Sticker Price
Transmission: Automatic___ Manual___		
Air Conditioning		
Engine: Size _____		
Audio System: AM-FM___with/cassette___with/CD___		
Brakes: Antilock___ Power-assisted___		
Power Locks		
Seats: Power___ Heated___ Leather___		
Rear Window: Wiper___ Defroster___		
Wheels and Tires: Alloy Wheels		
All Season Tires		
Mirrors and Lights: Illuminated Dual Vanity Mirrors		
Map Lights		
Exterior Power Mirrors		
Alarm System		
Cellular Telephone		
Remote Keyless Entry		
Sunroof		
Other: _____ _____ _____		
Totals:		

*The information on car buying is provided by the FTC, visit their consumer website for more information on many consumer issues at www.ftc.gov

**You can get the invoice price by looking at the dealer's invoice or reviewing car publications.