

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 <input type="checkbox"/> Manual <input type="checkbox"/>
Air Conditioning	<input type="checkbox"/>
Engine	Size _____
Audio System	CD Changer <input type="checkbox"/> Auxiliary Audio Jack <input type="checkbox"/> Satellite <input type="checkbox"/> Bluetooth <input type="checkbox"/>
Brakes	Antilock <input type="checkbox"/> Power-assisted <input type="checkbox"/>
Seats	Power <input type="checkbox"/> Heated <input type="checkbox"/> Leather <input type="checkbox"/>
Rear Window	Wiper <input type="checkbox"/> Defroster <input type="checkbox"/>
Wheels and Tires	Alloy Wheels <input type="checkbox"/> All Season Tires <input type="checkbox"/>
Mirrors and Lights	Illuminated Dual Vanity Mirrors <input type="checkbox"/> Map Lights <input type="checkbox"/> Exterior Power Mirrors <input type="checkbox"/>
Alarm System	<input type="checkbox"/>
Remote Keyless Entry	<input type="checkbox"/>
Sunroof	<input type="checkbox"/>
Other:	
Totals	

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