

## Black Book Used Car Guide

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"Black Book is an essential tool for our dealer. It is a vital part of our business. "I am a fairly new dealer in this used car business, and have faced numerous obstacles and difficulties getting my business off the ground.

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The Black Book Used Vehicle Retention Index is calculated using Black Book's published Wholesale Average value on two- to six-year-old used vehicles, as percent of original typically-equipped MSRP. Black Book's Wholesale Average is a benchmark value for used vehicles selling in the wholesale auctions with the vehicle quality in Average condition. The index is weighted based on used vehicle registration volume and adjusted for vehicle age, mileage, condition, and inflation (MSRP).

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Under the Used Car Lemon Law, a dealer is any person or business which sells or leases a used car after selling or leasing three or more used cars in the previous twelve month period. Banks or other financial institutions, except in the case of a lease, are not included. Others excluded are: a business selling a used car to its own

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*Black Book Used Car Guide*

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Black Book Values service offering differs from NADAguides in the fact that they do not offer direct to consumer services. Rather, their services are ready made for businesses such as auto lenders and dealers. New and Used Car Pricing National Appraisal Guides (NADAguides)

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Check Canadian Black Book and know what it's all about. ... The car has a fuel tank capacity of 85 L and takes regular, unleaded fuel. It can take a maximum payload of 453 kg. Rear legroom will provide you with 35 inches, and front leg room with 41 inches. It's a V6 that gives you 285 HP at 6,400 rpm.

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