

# SAMPLE ONLY

# DIMINISHED VALUE OF OREGON

Independent Oregon Auto Appraiser Ken Nix - # V34-075

## Motor Vehicle Loss of Value Report

<b>OWNER</b>		<b>REPAIR FACILITY</b>	
<b>DATE OF LOSS</b>		<b>USED CAR MARKET</b>	Pacific Northwest
<b>VEHICLE</b>	2016 Volvo XC90 T6 - R- Design 4D SUV AWD	<b>VIN</b>	
<b>PRE-LOSS CONDITION</b>	Very Clean	<b>MILEAGE AT LOSS</b>	2,537

### DAMAGE ASSESSMENT

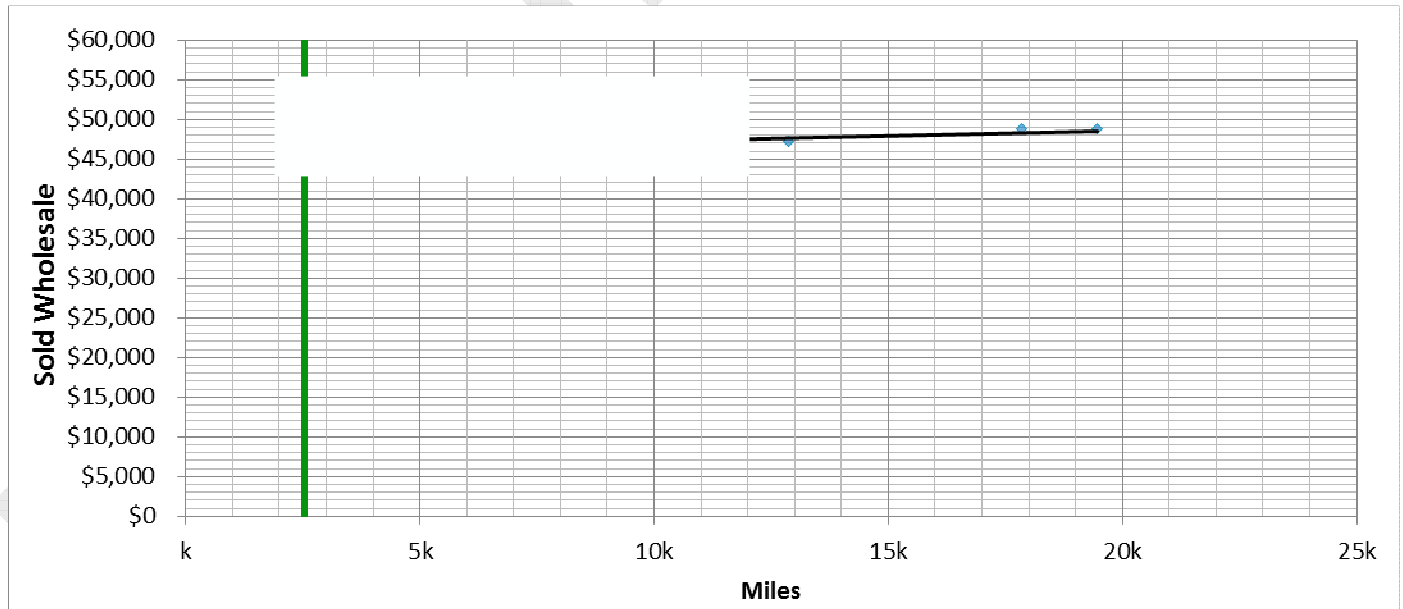
<b>AIR BAG DEPLOYMENT?</b>	<b>NO</b>	<b>COST OF REPAIRS</b>	<b>\$18,259.90</b>
<b>PREVIOUS ACCIDENT?</b>	<b>NO</b>	<b>FRAME/STRUCTURE LABOR?</b>	<b>YES</b>

Many Parts of this Sample Appraisal have been removed to protect the client and to protect proprietary information. Use of any part of this Sample to produce another methodology or appraisal is considered intellectual property theft. This valuation was originally over 50 pages long and some pages have been removed to allow it to be downloaded and viewed.

**Loss Of Value (LOV)**

**\$16,516.00**

Graph and Trend Line Of Comparable Vehicles Sold At Auction:



[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

4264 SW PLUMERIA WAY • BEAVERTON, OR. • 97078 Phone: (503)649-9993 • Fax: 888-343-3317

The contents of this document shall be treated as intellectual property and the report, part, verbiage and/or process cannot be copied, reproduced, erased, modified, cloned, duplicated and/or used in any legal proceedings without Ken Nix's written consent.

# Diminished Value Worksheet

CONDITION: **Extra Clean**

<b>Preloss</b>			<b>Appraiser's Adjusted Opinion</b>	
Black Book Wholesale Value	Extra Clean	\$51,500.00	Pre-loss AVG Sale To Auto Dealer	\$51,775.00
Black Book Wholesale Value	Average	\$47,850.00	Post Repaired AVG Sale to Auto De	\$35,259.00
AVG Sold Wholesale Value		\$49,000.00	<b>LOSS OF VALUE</b>	<b>\$16,516.00</b>
Adjusted SOLD Wholesale Value to Averaged Wholesale Value	Extra Clean	\$52,650.00	Reconditioning	\$ 0
		\$52,075.00	Incidentals	\$ 0
			<b>Total Recon Adjustments</b>	<b>\$ 0</b>
			Monthly Historic Adjustment	0
<b>Total Historic Adjustment</b>		<b>\$0.00</b>		
Averaged Dealer Actual Cash Value @ Time of Loss		\$51,775.00		

<b>Post Repaired</b>	
PRE-LOSS Average (AVG) sale to dealer	51,775.00
Base Damage Modifier	
Luxury Modifier	
Performance Vehicle Modifier	
Primary Family Vehicle (Family Vans, Wagons)	
Pickup or Utilitarian Vehicle Modifier	
Hybrid / Electric	
Collectible / Classic / Unique	
Super Car	
Convertible	
Prior Accident(s) (NO STRUCTURAL OR FRAME LABOR)	
Accident Reported To Carfax/ Autocheck In Addition To Base	
High Demand Modifier	
Low Demand Modifier	
Adjusted Post Repaired Trade-In ACV	34,994.97
Loss Percentage	
Diminution of Value	16,780.03

<b>Base Damage + Repairs Modifier</b>	
<input type="radio"/>	Less than \$500 in Repaired Cosmetic Damage (No Collision Claim Filed)
<input type="radio"/>	Repaired Cosmetic Damage > \$500 < \$1,500 cost of repairs (Minor)
<input type="radio"/>	Repaired Cosmetic Damage > \$1,500 cost and < \$2,500 (Moderate)
<input type="radio"/>	Cosmetic Damage in excess of \$2,500 (or 3 or more body panels affected)
<input type="radio"/>	Accident Reported To Carfax/ Autocheck
<input type="radio"/>	Setup and Measure (Laser only)
<input checked="" type="radio"/>	Structural / Frame labor or damage (includes setup and measure on frame machine)
<input type="radio"/>	Air Bag Deployment
<input type="radio"/>	Structural / Frame Repairs or damage + Air Bag Deployment
<b>Buyer Demand Modifier</b>	
<input checked="" type="checkbox"/>	Luxury Vehicle
<input type="checkbox"/>	Performance Vehicle
<input checked="" type="checkbox"/>	Primary Family Vehicle (Family Vans, Certain SUVs, Wagons)
<input type="checkbox"/>	Low Demand < 25% VDI (Vehicle Demand Index)

# CERTIFICATION

## Certification Terms and Conditions

- The methods and calculations used in this report are the unbiased opinion of an Oregon State Certified Appraiser License # V34-075.
- This report was provided at the request of predetermined reason.



The statements of fact contained in this report are true and correct. The reported analyses, opinions, and conclusions are

inspection necessary to produce credible assignment results. No one provided significant appraisal assistance to the person signing this certification.

I certify that, to the best of my knowledge and belief that, the information, opinions and conclusions

Diminution in value or due to a collision loss on  
after all repairs have been completed.

SIGNED THIS DAY, **2017.**

This document is considered void without appraiser's signature

X

Nix - Certified Motor Vehicle Appraiser  
License # V34-075

[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

The contents of this document shall be treated as intellectual property and the report, part, verbiage and/or process cannot be copied, reproduced, erased, modified, cloned, duplicated and/or used in any legal proceedings without Ken Nix's written consent.

# Purpose, Scope and Use of this Report

The purpose of this report is to provide an answer to the problem of determining loss of fair market value sustained by the subject vehicle following the repair of collision damages

wear and tear, or safety related issues, but also that a vehicle's structural integrity and/or safety system may have been compromised due to the damage and/or subsequent related repairs.

## **Fair Market Value as Used in This Report**

Fair Market Value is a loosely used term in the automotive industry and legal profession to describe infinite variations of the value of a vehicle. In this report we have used The US Supreme Court definition of "Fair Market Value" as: "The price at which the **property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or sell and both having reasonable knowledge of relevant facts.** United States v. Cartwright, 411 U. S. 546, (1973) (quoting from U.S. Treasury

have applied these standards to my report.

## **Appraisal Standards**

Uniform Standards of Professional Appraisal Practice was used in preparation of this report. These standards have been endorsed and adopted by major appraisal organizations in the United States and the Great State of Oregon.

## **Scope**

The scope of this appraisal assignment is to establish a set of professional opinions and conclusions as to the Fair Market Value of the subject vehicle based on the appropriate market, immediately prior to the time of loss and the Fair Market value of the same vehicle immediately after the damage repairs are completed and to document and quantify the loss

observations and opinions.

## **Market**

According to the Uniform Standards of Professional Appraisal Practice (USPAP) Standard Rule 7-3 (b), an appraiser must define and analyze the appropriate market consistent with the type and definition of value. The appraiser must recognize that there are distinct levels of trade (measurable marketplaces) and each may generate its own data. A vehicle may have a different value at a wholesale level of trade, retail level of trade, trade in value, etc. The fair market value of an item of property is not to be determined by the sale price of that item in a market other than that in which such item is **commonly appropriate.** In this instance, we

[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

would be

commonly sold in.

I was able to identify several markets that consumer owners would normally sell their private vehicles comparable to the subject vehicle in. The markets are described as:

- **Private Party Sale to the General Public.** Although this would be the optimum way for an owner to sell their vehicle, it is also the most time consuming and selling a car privately can take weeks, even months if the vehicle isn't in demand. The owner will have to be available to take test drives with prospective buyers, which leads us into

than 100,000 miles account for no more than 30 percent of the private owner used car sales market overall.

- **Private party transactions between friends, family, and associates.** This is a market where true numbers are unknown. This is where the vehicle is either sold to a friend, family member, or business associate. Many of these vehicles are passed down

percent of the private owner used car sales market overall.

- **Consignment.** This is a very small market that normally accounts for less than 1 percent of the private owner used car sales market.
- **Retail Sale.** This market is not appropriate as it reflects sales by automotive dealers, not by private owners. Based on the responses from the vehicle's owner, I've determined they do not hold a Automotive Dealers License. Since the scope of this appraisal is to determine the loss of value the owner has suffered due to inherent

the **private owner** used car sales market overall.

- **Sale to Auto Dealer.**

trade-in situations are based on 2 separate transactions:

1. Sale of the private owner's vehicle to the dealer.
2. The Sale of a Dealer's Vehicle to a private owner.

After reviewing this data, I arrived at the conclusion that the **largest market** for a private owner used car is the **sale to an auto dealer**.

## References and Research Sources

In the course of preparation of this diminution of value report, we may consult with various other sources and associates, including but not limited to, Black Book, Kelley Blue Book (KBB), NADA, Manheim, NAAA Auto Actions, Carfax, Autocheck, New and Used Automotive

relied upon, and become a part of the opinion, conclusions and facts contained in this motor vehicle valuation report. When determining the loss of value, many factors are taken into

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

consideration. These may include, but are not limited to demand, supply, type of vehicle, vehicle equipment and color, market fluctuations, and equipment. Since many of the same

their individuality based on color, condition, engine, transmission, powertrain, equipment and any other unique traits they may have.

## **PHYSICAL INSPECTION**

The subject vehicle's condition is normal for the year, miles and model. Under close inspection, the vehicle requires some reconditioning, but overall, the vehicle has a nice marketable color, with a high gloss paint finish. The body panels are in excellent condition with no door dings, chips or damage. The Windshield and other glass had no signs of pitting, scratches, chips or damage. The interior is marketable.

The interior is in excellent condition with no signs of wear. The equipment was in excellent showroom condition. The Headliner has no stains, wear or damage. The Front Seats are in like new condition and the leather is in excellent pliable condition. Second row seats are in

excellent condition with no dirt. The third row seats appeared to have never been used and were in excellent condition. The Mat covering the normally folded third row seats was a little scuffed from use, but overall the interior was in excellent condition except for minor cleaning.

In determining the possibility of prior damage, I check bolts and nuts for broken paint and/or tool marks, I look for paint overspray and check the overall vehicle for paint thickness using a paint meter. I also check the consistency of the tolerances between body panels

During the inspection, I run an 8.5mm x 5 meter borescope into the inner panels to look for any signs of prior damage and/or bad repairs. I found no signs of prior accidents to the vehicle.

including tool marks and broken paint on many of the bolts and nuts related to the repairs. It would be very easy to tell this vehicle had been in a severe accident which required the rear hatch to be removed.

The engine appears well kept except for normal accumulated dust in the engine

inspected the vehicle.

## **PRE-LOSS VALUATION**

In the determination of market value, the year, make, model, trim level, body style, base

||

miles at time of loss and the vehicle's normal garaged zip code, be expanded outwards until similar like, kind and quality comparables are found. In many

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

instances, wholesale comparables are used to determine trade or wholesale value, these are normally taken from overall comparable vehicles sold at auction in the month prior to this report. We use the largest sample possible per USPAP stipulations.

The car sustained collision damage on \_\_\_\_\_ with repair work totaling \$18,000. While researching this vehicle, I found no evidence that the vehicle has sustained a major damage, prior to \_\_\_\_\_, 2016.

In compliance with the Uniform Standards of Professional Appraisal Practice, the fair market value was determined by using market comparables of the subject vehicle and as a private

Due to the condition and demand of this type of vehicle, in my professional opinion, the pre-loss fair market value of \_\_\_\_\_ 2016 Volvo XC90 T6 - R-Design 4D SUV AWD based on the \_\_\_\_\_ USD (excluding tax, title and destination charges).

**PRE-LOSS Fair Market Value      \$51,775.00**

## **ESTIMATE OF RECORD REVIEW**

The review of the Estimate of Record provided by Precision Body & Paint Inc., indicates that all available corrective materials and processes were used in the attempt to restore this vehicle to pre-loss condition. Upon review of Precision Body & Paint Inc.'s Estimate of Recording, I came to these conclusions:

- **Structural / Frame Repairs:** Based on the Estimate of Record I have determined this vehicle suffered **structural damage** that was either defined by the MOTOR CRASH ESTIMATING GUIDE(**MCEG**), I-Car, and/or by the NAAA Structural Damage Disclosure Policy (See Diagram Below). Based on Dealers surveyed, \_\_\_\_\_ repair.
  - 12 hours \_\_\_\_\_ repair the frame.
- **Passive Restraints, Supplemental Restraint Systems and Seat Belts.** There was no deployment of the Supplemental Restraint System (SRS) during the loss.
- **Hardware and Trim:** Removal and/or replacement of required hardware and trim was needed during the repair. It is noted that most of these pieces were inspected for damage when removed.

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

**2017 STRUCTURAL DAMAGE DISCLOSURE REQUIREMENT**

Structural Components	Structural Damage Disclosure Requirement	
	Unibody	Unibody on Conventional Frame / Conventional Frame
Frame Rails		
12 Quarter* or Cab* Panel	Replacement Only	N/A
13 Inner Quarter Panel Assembly (includes inner wheelhouse panel, rear strut tower, & wheelhouse extension lower)	Existing Permanent Damage, Removed, Modified, Repaired, or Replaced	N/A
<i>*Only applies to components deemed structural per the vehicle manufacturer.</i>		

**POST REPAIR VALUATION**

In order to determine the inherent diminished value, a Post Repaired valuation based on the 2016 Volvo XC90 T6 - R-Design 4D SUV AWD, Vehicle Identification Number \_\_\_\_\_ rds

market for privately owned vehicles that were of like, kind and quality to the subject vehicle, which is the Sale to an automotive dealer market.

In the determination of the Post Repair Fair Market Value, the stigma of the damage history

deficiencies or repair defects a vehicle with a history of prior damage will have. These shortcomings may include, but are not limited to:

- Substantial evidence to support that the safety system has been restored to pre-loss rigidity, and tolerances necessary to ensure the supplemental restraints and crumple zones react as they were intended from the factory.
- Evidence that repairs in areas that cannot be readily seen (such as behind a bumper with quality materials

in a future collision, ALR or ELR |

Air Bags not deploying ly)

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**



- Residual stresses. Welding, cutting, casting, grinding, and other repair processes involving heat and/or deformation. E.g. a repaired quarter panel may crumple faster than it was designed to after it has been repaired.

### **Factors that may impact a dealer's purchasing decision:**

- **Structural/Frame Repair or Labor.**
- **Vehicle reported to Carfax, WreckCheck, AutoCheck, or other accident reporting agencies.**
- **If sold through an NAAA auto auction a damage disclosure may be required.**

Dealerships train appraisers to look for signs of prior damage and will normally perform automotive history checks, such as Carfax, Autocheck, Wreckcheck and more. The majority

90 percent of the dealerships surveyed also stated that they would normally have a seller (customer) sign a document stating that the vehicle they are trading in has suffered no more

the trade in value may be readjusted.

The strongest factors weighing on the trade in value were structural damage/repairs, frame

New Car Dealer appraisers and Used Car Dealer appraisers surveyed stated loss of values on

for the trade in. The majority of New Car dealers surveyed stated that their normal formula for determining Actual Cash Value of a vehicle with prior frame or structural labor or repair was 50% of average wholesale value minus reconditioning, incidentals (such as auction fees,

to come to a *conservative* conclusion to the loss of value rather than a possible inflated value.

Due to the disclosure of the damage and repairs, this 2016 Volvo XC90 T6 - R-Design 4D **structural/frame repairs** and this knowledge will negatively affect the value perception of the buyer greatly.

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

Taking into account the condition, demand and factors that have affected the subject opinion, the post fair market value of this 2016 Volvo XC90 T6 - R-Design 4D SUV AWD is \$35,259.00 USD (excluding tax, title and destination charges).

**POST-REPAIRED REASONABLE FAIR MARKET VALUE**

**\$35,259.00**

## **INHERENT DIMINISHED VALUE SUMMARY**

Inherent Diminished Value is due to the stigma a vehicle assumes once it has been in a

automotive sales industry, and input from multiple dealers as to the stigma effect of the damage and/or repairs the vehicle has suffered related to the loss on

**Determination of the inherent diminution of value is based on the assumption that the vehicle was returned to as close to pre-loss condition as possible by the auto body repair shop.**

Potential buyers will expect a vehicle with a history of prior damage to be discounted, when compared to a vehicle of like, kind and quality with no prior collision damage. Although a

undiscovered kinetic energy damage, and the stigma of assuming ownership of a vehicle with a damaged history will weigh heavily on their buying decision, even if there is documentation provided to show repairs were completed by a reputable repair shop.

### Normal Disclosures

Over 90% of the Automotive Dealerships I have surveyed over the past 24 months, now

dealership disclosures ask that the total cost of repairs be disclosed and if the vehicle has sustained any previous damage or repairs to the structure or frame. Note: Any Damage or

**disclose prior damage and/or collision repairs due to legal and/or ethical reasons.**

PLEASE NOTE: There are many vehicle history reporting agencies including but not limited to, from different sources and even though a collision may not show up on one, it may show up on another.

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

**Any insurance claim made to a vehicle in the United States is required by law to be reported to the Insurance Services Office (ISO) Database, which is only available to insurance companies and law enforcement. This record will follow the vehicle for its usable life and may affect the loss payout or insurability of this vehicle in the future. Automotive dealers are aware that a vehicle associated with an insurance claim will be reported to the Insurance Services Office (ISO) which may affect a vehicle's value in future claims.**

This 2016 Volvo XC90 T6 - R-Design 4D SUV AWD will carry a stigma of prior **damage** and negative effect on the value to retail consumers, , and future loss values associated with an insurance claim.

## CONCLUSION

This type and amount of damage, once disclosed, will deter a normal consumer or automotive dealer from considering this vehicle when compared to a like, kind, quality and equipped vehicle unless a substantial discount is allowed. It is my opinion this vehicle has

to a like equipped 2016 Volvo XC90 T6 - R-Design 4D SUV AWD, free of a damage history on trade-in.

**LOSS OF FAIR MARKET VALUE**

**\$16,516.00**

## METHODOLOGY OF WORK

### Methodology:

Based on experience and research, I have come to a conclusion that the majority of privately

According to the Uniform Standards of Professional Appraisal Practice (USPAP) stipulations, an appraiser must follow certain guidelines when producing an appraisal. These guidelines include:

- **Determine how the appraisal will be used.** In this case, the appraisal will be used to demonstrate the loss of value the subject vehicle has suffered due to the collision

back to pre-loss condition.

- **Determination of who will use the appraisal and how.** In this case, the owner of the subject vehicle will use the appraisal demonstrate an inherent loss of value to the

loss of value, an assumption was used that the vehicle would be in the same condition as it was prior to the loss.

- **The largest market should be used to determine the valuation.** In this case, sale as to a dealer is the largest fair market for the subject vehicle in determining loss of

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

- Hybrid or Electric Vehicle
- Pickup or Utility Vehicle
  
- Accident Reported to Carfax/ Autocheck or other Reporting agency

The algorithm is complex and proprietary in nature and not fully detailed in this report. Once I have determined the probable loss of value based on probable trade in value, I then review the information supplied by the algorithm, differences in highs and lows of automotive guide

of experience in automotive sales, to come to a conclusive opinion as to the final loss of value, also known as diminished value, the subject vehicle has suffered.

In order to determine if any types of diminished value exist, certain expertise and training is

the most credible report possible, hypothetical sales models are sometimes used due to a lack of sufficient market or sales data.

All opinions, conclusions, calculations, and analysis are based on over 20 years of automotive of Professional Appraisal source (USPAP). When complete, this report can be used to

over the use and sale of the vehicle and such value has been assessed as free and clear of encumbrances at the time of loss.

In all instances sales and market data have been evaluated from the perspective of the

which this report was generated.

Kenny Nix, also known as Ken Nix in this report, is an internationally known automotive

been a licensed Oregon appraiser since April 19, 2010 and is in good standing with the Oregon Department of Transportation. Ken is a judicial expert, who by virtue of training,

**[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)**

# PHYSICAL INSPECTION IMAGES



[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

The contents of this document shall be treated as intellectual property and the report, part, verbiage and/or process cannot be copied, reproduced, erased, modified, cloned, duplicated and/or used in any legal proceedings without Ken Nix's written consent.



[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

The contents of this document shall be treated as intellectual property and the report, part, verbiage and/or process cannot be copied, reproduced, erased, modified, cloned, duplicated and/or used in any legal proceedings without Ken Nix's written consent.



[www.DiminishedValueOfOregon.com](http://www.DiminishedValueOfOregon.com)

The contents of this document shall be treated as intellectual property and the report, part, verbiage and/or process cannot be copied, reproduced, erased, modified, cloned, duplicated and/or used in any legal proceedings without Ken Nix's written consent.

# Invoice

## Customer Information

## Vehicle Information

## Insurance Information

Vehicle: 2016 BLUE VOLVO XC90 T6R  
Style: 4D UT

Ins Co: Liberty

Mileage: 2537  
Mileage Out:

29	Refinish	Extn,Rear Side Rail	LT				R	0.4
30		Extn,Rear Side Rail	RT			4.1	B	
31	Refinish	Extn,Rear Side Rail	RT				R	0.4
32	Refinish	Extn,Floor Pan Rear	LT				R	0.3
33	Refinish	Extn,Floor Pan Rear	RT				R	0.3
34	Remove/Install	Pnl,RR Floor Trim					B	
35	Remove/Install	Pnl,RR Floor Trim					B	
36	Remove/Install	Tray,Battery					B	
37	Remove/Replace	Seal,Catalytic Conv	NW	\$10.69		0.2	M	
38	Remove/Replace	Seal,Catalytic Conv	NW	\$10.71			M	
39	Remove/Install	Battery R & I					B	
40	Remove/Install	Shield,Engine Lower				0.6	M	
41	Remove/Install	Shield,Engine Lower					M	
42	1 Remove/Replace	Clamp,Exhaust	NW	\$15.69	\$15.69	0.2	M	
43	Remove/Replace	Clamp,Exhaust	NW	\$65.21			M	
44	Remove/Install	Front Wheel R & I	LT			0.1	B	
45	Remove/Install	Front Wheel R & I	RT			0.1	B	
46	Remove/Install	Rear Wheel R & I	LT				B	
47	Remove/Install	Rear Wheel R & I	RT				B	
48	Remove/Install	Spare Wheel R & I				0.2	B	
49	Blend	Pillar,Windshield	LT				R	0.3
50	Blend	Pillar,Windshield	RT				R	0.3
51	Remove/Install	Seat Assembly,Rear	LT			0.2	B	
52	Remove/Install	Seat Assembly,Rear	RT			0.2	B	
53	Remove/Install	Mldg,Rocker Panel	LT			0.5	B	
54	Remove/Install	Mldg,Rocker Panel	RT			0.5	B	
55	Remove/Install	W/Strip,Front Door	LT			0.2	B	
56	Remove/Install	W/Strip,Front Door	RT			0.2	B	
57	Blend	Door Shell,Rear	LT				R	2.1
58	Remove/Install	W/Strip,Rear Door	LT			0.2	B	



143		Corrosion Protection				R	0.3
144	Repair	Frame Sag,Rear			2.0	F	
145	Repair	Frame Mash,Rear			2.0	F	
146		Disable Air Bag			0.3	B	
147		Color Sand And Buff	PM	\$15.00		R	1.5
148		Cover Car Interior	PM	\$5.00		R	
149		Clean Up Old Adhesive			0.5	B	
150		Weld Thru Primer	SS	\$8.00		B	
151		Euro cavity wax	SS	\$35.00	1.0	B	
152		4 whl alignment	SS	\$10.95	0.6	M	
153		Clear fault codes	SS	\$2.40	1.2	M	
154		Mask for primer	PM	\$5.00		R	0.3
155		Mask trunk opening	PM	\$5.00		R	0.3
156		Mask door opening	PM	\$5.00		R	0.3
157		Mask for overspray	PM	\$5.00		R	
157		Block and fill				R	2.0
158		Blend rt rf side panel				R	0.8
159		Blend lt rf side panel				R	0.8
160		Raise rope w/shield				R	0.5
161		Hazard wste disposa;	HW	\$5.00		R	
162		TINT INNER STRUCTURE C				R	0.5
163	Remove/Replace	TRAILER HITCH ASSY	NW	\$417.57	0.1	B	
164		REAR BMPR PROTECTOR PLATE				B	
165	Repair	BLEED BRAKES			0.5	M	
166		REAR BUMPER VINN LABEL A/M	AM	\$29.95	0.1	B	
167		PRESCAN CHECK ENGINE LITE	SS	\$9.45	0.7	M	
168	Remove/Install	RT QTR PRESSURE VENT			0.2	B	
169	Remove/Install	LT QTR PRESSURE VENT			0.2	B	

170	Remove/Install	SHEILD UNDER BODY CENTERS				1.0	B
171		HEAVY SPRAY SND DEADNER	SS	\$40.00		1.0	B
172	Repair	PRECISION MASK ROOF					R 0.8
173	Repair	ECOAT NEW PANELS				0.5	B
174		SETUP CELLETTE BENCH				5.5	F
175		CELLETTE TAKEDOWN				2.5	F
176	1	FIXTURE RENTAL	SL	\$877.50	\$877.50		B
176		Paint Materials	PM	\$803.20			R
177	1	FIXTURE FREIGHT CHARGES	SL	\$482.65	\$482.65		B
178		LR door adjust				0.5	B
179		RR door adjust				0.5	B
180		Trim upper /lowe spoiler				2.0	B
181		Install acc. pins x30	SS	\$30.00		4.0	B
182	1 Remove/Replace	Reinforcement	NW	\$26.70	\$26.70		B
184							B
185							B

<b>Totals:</b>	<b>Hours:</b>	<b>Rate:</b>	<b>Total:</b>
Final (Combined) Totals			
Parts - New			\$7,681.92
Parts - Aftermarket			\$29.95
<b>PARTS TOTAL</b>			<b>\$7,711.87</b>
Body Labor	74.0	\$54.00	\$3,996.00
Refinish Labor	30.8	\$54.00	\$1,663.20
Mechanical Labor	11.8	\$115.00	\$1,357.00
<b>Frame Labor</b>	<b>12.0</b>	<b>\$65.00</b>	<b>\$780.00</b>
Glass Labor	1.7	\$54.00	\$91.80
<b>LABOR TOTAL</b>			<b>\$7,888.00</b>

Contact Information	5/18/2017
<b>Company:</b> Individual Users	<b>Telephone:</b> 503 649 9993
<b>Contact:</b> Ken Nix	<b>Fax:</b>
<b>Email:</b> lossvalues@gmail.com	

Notes

Vehicle Info For <b>2016 Volvo XC90 T6 - R-Design 4D SUV AWD</b>		
<b>MSRP:</b> \$53,800	<b>VIN:</b> YV4A22PM3G10	<b>Adj. State:</b> Oregon
<b>Fin Adv:</b> \$50,875	<b>UVC:</b> 2016960255	<b>Mileage:</b> 2537
<b>Equip Ret:</b> \$57,684	<b>MPG:</b> 20/25	<b>Mileage Cat:</b> G
<b>Tire Size:</b> 275/45R20	<b>Weight:</b> 6084	<b>Cylinders:</b> 4
<b>Base HP:</b> 316 @ 5700	<b>Fuel Type:</b> Gas	<b>Transmission:</b> A
<b>Taxable HP:</b> 16.7	<b>Wheelbase:</b> 117.5	<b>Drive Train:</b> AWD
<b>Model Number:</b> XC90T6	<b>End of Term Months:</b> 0	<b>End of term mileage:</b> 0
<b>Price Includes:</b> AT AC LTH SR		

Wholesale Black Book Values as of 5/1/2017				
	<b>X-CL</b>	<b>Clean</b>	<b>Average</b>	<b>Rough</b>
<b>Base</b>	\$49,275	\$47,475	\$44,975	\$42,375
<b>Options</b>	\$700	\$700	\$700	\$700
<b>Region</b>	\$0	\$0	\$0	\$0
<b>Mileage</b>	\$1,525	\$1,850	\$2,175	\$1,875
<b>Total</b>	\$51,500	\$50,025	\$47,850	\$44,950

Trade In Black Book Values as of 5/1/2017				
	<b>X-CL</b>	<b>Clean</b>	<b>Average</b>	<b>Rough</b>
<b>Base</b>	N/A	\$48,015	\$45,725	\$39,830
<b>Options</b>	N/A	\$700	\$700	\$700
<b>Region</b>	N/A	\$0	\$0	\$0
<b>Mileage</b>	N/A	\$1,850	\$2,175	\$1,875
<b>Total</b>	N/A	\$50,565	\$48,600	\$42,405

Retail Black Book Values as of 5/1/2017				
	<b>X-CL</b>	<b>Clean</b>	<b>Average</b>	<b>Rough</b>
<b>Base</b>	\$55,525	\$53,450	\$49,875	\$46,950
<b>Options</b>	\$700	\$700	\$700	\$700
<b>Region</b>	\$0	\$0	\$0	\$0
<b>Mileage</b>	\$1,525	\$1,850	\$2,175	\$1,875
<b>Total</b>	\$57,750	\$56,000	\$52,750	\$49,525

Residual Black Book Values as of 5/1/2017								
	<b>12 Month</b>	<b>24 Month</b>	<b>30 Month</b>	<b>36 Month</b>	<b>42 Month</b>	<b>48 Month</b>	<b>60 Month</b>	<b>End of Term</b>
<b>Base</b>	\$35,650	\$29,700	\$26,925	\$24,600	\$22,225	\$20,250	\$16,525	\$0
<b>Options</b>	\$650	\$600	\$575	\$550	\$525	\$500	\$450	N/A
<b>Mileage</b>	\$2,025	\$1,875	\$1,500	\$1,725	\$1,650	\$1,550	\$1,400	N/A
<b>Total</b>	\$38,325	\$32,175	\$29,000	\$26,875	\$24,400	\$22,300	\$18,375	\$0



## NAAA Vehicle Condition Grading Scale

### PRE-LOSS CONDITION

#### **Grade 5 - Vehicle in excellent condition**

- PAINT & BODY
  - Only minor defects in panel surfaces requiring no conventional body or paint work
  - May have had limited high quality repairs performed
  - No missing, broken, or damaged parts that require replacement
  - No visible glass damage
- INTERIOR
  - No missing, broken, or damaged parts that require replacement
  - No cuts, tears, or burns that require repair
  - Shows no signs of wear
  - No noticeable offensive odor
- FRAME/UNIBODY
  - Frame/structure has not been repaired or altered
  - Expected to measure to published specifications
- MECHANICAL
  - Mechanically sound
  - All accessories are operable
  - All fluid levels full and clean
- TIRES
  - All match by brand, size and style
  - Near new condition.

#### **Grade 4 – Vehicle is better than average**

- PAINT & BODY
  - Minor chips or scratches in panel surfaces requiring minor conventional body and paint work
  - May require removal of small dents that have not broken the paint using Paintless Dent Repair
  - May have had high quality conventional repairs of cosmetic or light collision damage
  - May require replacement of minor missing or broken part
  - No visible glass damage beyond minor pitting of windshield
- INTERIOR
  - Clean, showing minimal wear
  - May require replacement of minor missing or broken part
  - No noticeable offensive odor
- FRAME/UNIBODY
  - Frame/structure has not been repaired or altered
  - Expected to measure to published specifications
- MECHANICAL
  - Mechanically sound
  - All accessories are operable
  - Fluids may require service
- TIRES
  - All match by brand, size and style
  - Good or better condition.

#### **Grade 3 – Normal wear and tear**

- PAINT & BODY
  - May require conventional body and paint work
  - May require replacement of parts
  - May have sustained cosmetic or light collision damage and been repaired to collision industry standards
  - Windshield may be damaged
- INTERIOR

- Shows signs of normal wear and usage
- May require repair or replacement of parts
- FRAME/UNIBODY
  - Frame/structure has not been repaired or altered
  - Expected to measure to published specifications
- MECHANICAL
  - Mechanically sound
  - May require maintenance
  - May require minor repair of accessories
  - Fluid levels may be low or require replacement
- TIRES
  - Average or better
  - Match by size and style

**Grade 2 – Shows signs of excessive wear and tear**

- PAINT & BODY
  - Dents, scratches, and body panels that may require replacement
  - Parts may be broken and missing
  - May have multiple prior repairs performed at substandard levels
  - May have repaired or unrepaired collision damage
- INTERIOR
  - Shows signs of excess wear
  - May have burns, cuts, tears, and non-removable stains
- FRAME/UNIBODY
  - May have repaired or unrepaired frame/structure damage
  - May not measure to published specifications
- MECHANICAL
  - May have mechanical damage that prohibits vehicle from operating properly
  - Engine and/or transmission may be in poor condition
  - Operability of accessories is questionable
- TIRES
  - May be worn or mismatched

## POST-REPAIRED CONDITION

**Grade 1 – Shows signs of severe abuse**

- May have sustained major collision damage, but may be drivable
- May be cost prohibitive to extensively recondition this vehicle by automotive industry standards
- Frame/Structure may not measure to published specifications
- May have missing or disconnected mechanical parts
- Although operable, this vehicle is near the end of its useful life
- Operability of accessories is doubtful

**Grade 0 – Vehicle is inoperative**

- Good for parts only
- Mechanical and body parts may be inoperable, disconnected, damaged or missing

**Frame/Structural Note:** Frame damaged vehicles will not exceed a grade value of 2. Frame/Structural Damage is defined in the NAAA Structural Damage Policy. The disclosures required by this policy must be made for grade 2 and lower vehicles if there is existing structural or frame damage, repair or alteration. This policy may be viewed at: [http://www.naaa.com/NAAA/documents/9\\_2007StructuralDamage.pdf](http://www.naaa.com/NAAA/documents/9_2007StructuralDamage.pdf)


**Flood Note:** Flood damaged vehicles will not exceed a grade value of 2. Flood Damage is defined in the NAAA Water/Flood Damage Policy. The disclosures required by this policy must be made for grade 2 and lower vehicles if there is existing or repaired water/flood damage. This policy may be viewed at: [http://naaa.com/html/ethics\\_standards/standards\\_detail.cfm?std=1022](http://naaa.com/html/ethics_standards/standards_detail.cfm?std=1022)

**THIS GRADING SCALE IS INTENDED TO COMMUNICATE A VEHICLE'S GENERAL APPEARANCE AND CONDITION. A DETAILED VEHICLE CONDITION REPORT SHOULD BE REVIEWED BEFORE ANY VEHICLE VALUATION DECISION IS MADE. OTHER FACTORS, SUCH AS MILEAGE AND STRUCTURAL DAMAGE/REPAIR DECLARATIONS MAY HAVE A SIGNIFICANT IMPACT ON A VEHICLE'S VALUE AND SHOULD BE CONSIDERED. DISPUTES REGARDING A VEHICLE GRADE ARE NOT GROUNDS FOR ARBITRATION.**

**Grade 5** – The vehicle is in excellent condition, with only minor defects in panel surfaces which do not require conventional body or paint work. Limited high quality repairs may have been performed. There are no missing, broken, or damaged parts and no visible glass damage. The vehicle's frame/structure has not been repaired or altered and is expected to measure to published specifications. The interior has no cuts, tears, or burns, does not show signs of wear and has no noticeable offensive odor. The vehicle is mechanically sound and all accessories are operable. All fluids are full and clean. Tires match by brand, size and style, and are in near new condition.

**Grade 4** – The vehicle is better than average with only minor chips or scratches in panel surfaces which may require minor conventional body and paint work or painless dent repair. The vehicle may have sustained cosmetic or light collision damage and received high quality repairs. The vehicle's frame/structure has not been repaired or altered, and is expected to measure to published specifications. A minor missing or broken part may require replacement. The interior is clean, shows minimal wear and has no noticeable offensive odors. There is no visible glass damage beyond minor pitting of the windshield. The vehicle is mechanically sound and all accessories are operable. Fluids may require service. Tires match by brand, size and style and are in good condition.


**Grade 3** – The vehicle has normal wear and tear (for example, parking lot dings, small scratches, chips and/or minor broken parts). It may require minor conventional body and paint work or replacement of parts. The vehicle may have sustained cosmetic or light collision damage and been repaired to collision industry standards, but its frame/structure has not been repaired or altered and is expected to measure to published specifications. The interior shows signs of normal wear and usage, requiring repair or replacement of parts. The windshield may be damaged. The vehicle is mechanically sound but may require maintenance or minor repair of accessories. The fluids may be low or require replacement. Tires match in size and style and be average or better.



**Grade 2** – The vehicle shows signs of excessive wear and tear. The body may have dents, scratches, and body panels that require replacement. Parts may be broken and missing. The interior may show signs of excess wear with burns, cuts or tears, and non-removable stains. The vehicle may have multiple prior repairs performed at substandard levels or unrepaired collision damage. The frame/structure may be damaged, repaired or altered and may not measure to published specifications. The vehicle may have mechanical defects that prohibit it from operating properly. Repairs can be made, but the engine and/or transmission may be in poor condition. Operability of accessories is questionable. Tires may be worn or mismatched.

**Grade 1** – The vehicle shows signs of severe abuse or may have sustained major collision damage. It may be cost prohibitive to extensively recondition this vehicle by automotive industry standards. The frame/structure may be damaged, repaired or altered and may not measure to published specifications. The vehicle may have missing or disconnected mechanical parts. Although operable, the vehicle is near the end of its useful life. Operability of accessories is doubtful.

**Grade 0** – The vehicle is inoperative. Mechanical and body parts may be disconnected, damaged or missing. The vehicle's condition renders it suitable for dismantling or scrap.



**Frame/Structural Note:** Frame damaged vehicles will not exceed a grade value of 2. Frame/Structural Damage is defined in the NAAA Structural Damage Policy. The disclosures required by this policy must be made for grade 2 and lower vehicles if there is existing structural or frame damage, repair or alteration. This policy may be viewed at: [http://www.naaamap.com/NAAA/documents/2007Structural\\_Damage.pdf](http://www.naaamap.com/NAAA/documents/2007Structural_Damage.pdf)

**Flood Note:** Flood damaged vehicles will not exceed a grade value of 2. Flood Damage is defined in the NAAA Water/Flood Damage Policy. The disclosures required by this policy must be made for grade 2 and lower vehicles if there is existing or repaired water/flood damage. This policy may be viewed at: [http://www.naaamap.com/NAAA/documents/water\\_flooddamage.pdf](http://www.naaamap.com/NAAA/documents/water_flooddamage.pdf)

**THIS GRADING SCALE IS INTENDED TO COMMUNICATE A VEHICLE'S GENERAL APPEARANCE AND CONDITION. A DETAILED VEHICLE CONDITION REPORT SHOULD BE REVIEWED BEFORE ANY VEHICLE VALUATION DECISION IS MADE. OTHER FACTORS, SUCH AS MILEAGE AND STRUCTURAL DAMAGE/REPAIR DECLARATIONS MAY HAVE A SIGNIFICANT IMPACT ON A VEHICLE'S VALUE AND SHOULD BE CONSIDERED. DISPUTES REGARDING A VEHICLE GRADE ARE NOT GROUNDS FOR ARBITRATION.**