CAR CLARITY

DRIVEN BY TRUST

Your Deal Review

Prepared for Jordan Mitchell · 10/27/2026

2023 Honda CR-V EX-L · 18,240 mi · Coastal Auto Group

CUSTOMER

Name	**Jordan Mitchell**	Phone	**(772) 555-0148**
Email	**jordan.mitchell@example.com**	Address	**1450 SW Example Blvd, Port Saint Lucie, FL 34986**
County	**St. Lucie County**	Credit	**720**
Dealership	**Coastal Auto Group**		

VEHICLE YOU'RE BUYING

Vehicle	**2023 Honda CR-V EX-L**
VIN	**7FARW2H83PE000148**
Miles	**18,240 mi**

TRADE-IN

Vehicle	**2019 Toyota RAV4 XLE**
VIN	**2T3P1RFV5KW000219**
Miles	**61,300 mi**

DEALER'S PAYMENT	CAR CLARITY PAYMENT	YOU SAVE
$556.00/mo	**$470.25/mo**	**$86/mo**
		$6,174 over 72 months

FINANCED LESS	+ INTEREST SAVED	= TOTAL SAVED OVER 72 MONTHS
$3,280.70	**$2,893.30**	**$6,174.00**

	DEALER'S DEAL	CAR CLARITY DEAL	DIFFERENCE
Vehicle price	$32,495.00	$31,495.00	**Save $1,000.00**
Add-ons / market adjustment	$895.00	$0.00	**Save $895.00**
Dealer fees	$1,099.00	$1,099.00	—
Warranty / GAP / products	$2,195.00	$2,195.00	—
Tax & government fees	$1,279.34	$1,093.64	**Save $185.70**
Trade payoff (added to loan)	$9,800.00	$9,800.00	—
Trade-in value	−$14,000.00	−$15,200.00	**Save $1,200.00**
Cash down	−$2,500.00	−$2,500.00	—
Amount financed	**$31,263.34**	**$27,982.64**	**Save $3,280.70**
Interest rate (APR)	8.49%	6.49%	**Save 2.00 pts**
Interest / finance charge (72 mo)	$8,768.66	$5,875.36	**Save $2,893.30**
Monthly payment	**$556.00**	**$470.25**	**Save $85.75**
Total of payments (72 mo)	**$40,032.00** $556.00 × 72	**$33,858.00** $470.25 × 72	**Save $6,174.00**

Tax for ZIP 34986: Florida 6% sales tax + St. Lucie County 1% surtax on the first $5,000.

WHAT TO SAY TO THE DEALER

1. “I'm ready to buy at $31,495.”
2. “Please remove the add-ons and any market adjustment.”
3. “My trade is worth $15,200. Please match it.”
4. “I qualify near 6.49%. Please match it or I'll use my own financing.”

Note from Charles: Jordan, the price, add-ons, trade and rate are where the money is. Start with the add-ons and the rate. Call me before you sign anything.

Charles Lauria · Car Clarity · (917) 597-1935 · carclaritynow.com

Estimates based on the dealer's quote and published lender rate sheets. Final rates and approvals are set by the lender. Car Clarity is an independent car-buying advocate, not a dealer or lender.