

**ACTION ITEM
BOARD OF SUPERVISORS**

DATE: February 5, 2008

TO: Board of Supervisors

FROM: Anthony J. Romanello, ICMA-CM
County Administrator



ISSUE: Discuss Board Van

RECOMMENDATION: N/A

BUDGET IMPACT: N/A

ATTACHMENTS: (1)

[1] Retail Pricing Report and Stats [] Reso/Ord/Proc #

[] [] Reso/Ord/Proc #

[] [] Reso/Ord/Proc #

REVIEW: [] County Administrator's Office _____

[] Finance _____

[] Consent Agenda

[] Other Business

[] Public Hearing

[] Discussion Item

[] Presentation

[] Unfinished Business

[X] New Business

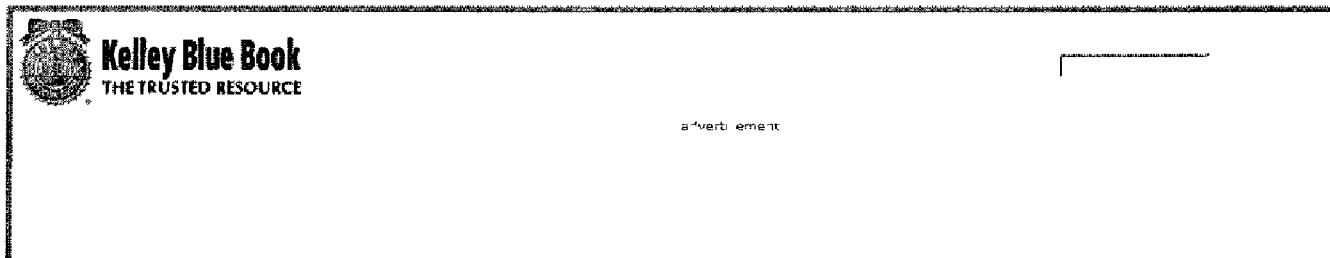
PRESENTATION BY: Paul Milde

ELECTION DISTRICT: N/A

BACKGROUND REPORT

The Board van is a 1994 Dodge with 26,240 miles. The blue book value is \$3,755. Due to the condition of the van, the FY08 adopted budget included \$40,000 for a new van. The purchase has been delayed due to budget constraints.

Mr. Milde wishes to discuss giving the van to the Chaplin Home Group.



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1994 Dodge Ram Van B350

- Trade In Value
- Private Party Value
- Suggested Retail Value**
- Photo Gallery
- Compare Vehicles
- Blue Book Review
- Consumer Ratings
- Find Your Next Car Specifications

BLUE BOOK® SUGGESTED RETAIL VALUE



More Photos

Condition Value

Excellent \$3,755

Suggested Retail Value Assumes Excellent Condition

- Search Local Listings
- Get a CARFAX History Report

NEXT STEPS:

Average Consumer Rating (10 Reviews) Read Reviews

Vehicle Highlights

Mileage 26,240
 Engine V8 5.2 Liter
 Transmission Automatic
 Drivetrain RWD

Selected Equipment

Standard
 Air Conditioning Power Steering AM/FM Stereo

Optional
 Maxi Van Rear Air

Blue Book Suggested Retail Value

The Kelley Blue Book Suggested Retail Value is representative of dealers asking prices and is the starting point for negotiation between a consumer and a dealer. This Suggested Retail value assumes that the vehicle has been fully reconditioned and has a clean title history. This value also takes into account the dealer's profit, costs for advertising, sales commissions and other costs of doing business. The final sale price will likely be less depending on the vehicle's actual condition, popularity, type of warranty offered and local market conditions.

Vehicle Condition Ratings Check Vehicle Title History

*1994
 DODGE VAN
 B350
 26,240 Mileage*

- Shopping Tools**
- Free CARFAX Record Check
 - Auto Loan from 6.65% APR
 - Compare Insurance Rates
 - Payment Calculator
 - Extended Warranty Quote

BUY A USED CAR on Blue Book Classifieds™

Dodge
 Ram Van
 30 Miles or less
 ZIP Code 22555

To View Ads Click

SELL YOUR USED CAR on Blue Book Classifieds™

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Find out more Click

FIND THE RIGHT CAR Compare Used vs. New

Under \$5,000

Both New and Used Van/Minivan

To View List, Click

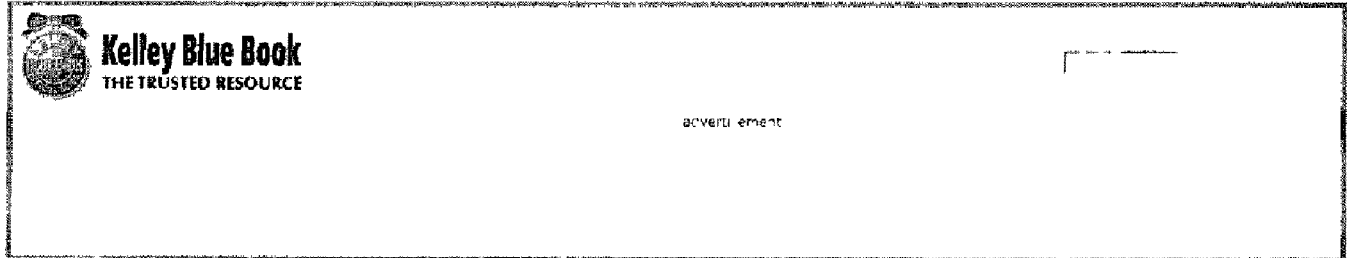
VIEW ANOTHER VEHICLE

Select Year

1994

Or Search by Category

Or Change ZIP Code



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1994 Dodge Ram Van B350

Trade-In Value

Private Party Value

Suggested Retail Value

Photo Gallery

Compare Vehicles

Owner's Review

Consumer Ratings

Find Your Next Car

Specifications

BLUE BOOK PRIVATE PARTY VALUE



More Photos

Condition	Value
Excellent	\$2,900
Good	\$2,565
Fair	\$2,175

1/17/2008 10:11 AM

Shopping Tools

- Free CARFAX Record Check
- Auto Loan Form 6.65% APR
- Compare Insurance Rates
- Payment Calculator
- Extended Warranty Quote
- Print For Sale Sign

NEXT STEPS:

- Search Local Listings
- Sell Your Van/Minivan

Average Consumer Rating (10 Reviews) [Read Reviews](#)

BUY A USED CAR on Blue Book Classifieds™

Dodge

Ram Van

30 Miles or less

ZIP Code 22555

Vehicle Highlights

Mileage	26740
Engine	V8 5.2 Liter
Transmission	Automatic
Drivetrain	RWD

To View Ads Click

Selected Equipment [Change Equipment](#)

Standard		
Air Conditioning	Power Steering	AM/FM Stereo
Optional		
Maxi Van		Rear Air

SELL YOUR USED CAR on Blue Book Classifieds™

Reach millions of shoppers on kbb.com, AutoTrader.com and other popular sites.

Find out more, Click

Blue Book Private Party Value

Private Party Value is what a buyer can expect to pay when buying a used car from a private party. The Private Party Value assumes the vehicle is sold "As Is" and carries no warranty (other than the continuing factory warranty). The final sale price may vary depending on the vehicle's actual condition and local market conditions. This value may also be used to derive Fair Market Value for insurance and vehicle donation purposes.

FIND THE RIGHT CAR

Compare Used vs. New

Under \$5,000

Both New and Used

Van/Minivan

Vehicle Condition Ratings [Check Vehicle Title History](#)

Excellent

To View List, Click

VIEW ANOTHER VEHICLE

Select Year

Or Search by Category

Or Change ZIP Code

- \$2,900**
- Looks new, is in excellent mechanical condition and needs no reconditioning
 - Never had any paint or body work and is free of rust
 - Clean title history and will pass a smog and safety inspection
 - Engine compartment is clean, with no fluid leaks and is free of any wear or visible defects
 - Complete and verifiable service records

Less than 5% of all used vehicles fall into this category

- Good**
- \$2,565**
- Free of any major defect
 - Clean title history, the points total indicates a few minor paint blemishes, but they are minor and do not affect the value
 - No major rust on the frame
 - All mechanical parts are in good condition
 - A hood dent, which is minor and does not affect the structural integrity of the vehicle

- Fair**
- \$2,175**
- The mechanical condition is fair, a few minor items may be worn but are repairable and in good condition
 - Clean title history, the car body could use a minor touch up paint work, but it is not a major issue
 - There may need to be a few more items replaced
 - Price is a fair market price for this condition

- Poor**
- N/A**
- Significant body and/or mechanical damage, including rust, dents, and other damage
 - Major problems that might be really difficult to fix and would require a lot of time and money
 - Some title issues, such as a lien, which is a major issue

Kelley Blue Book does not attempt to provide a value for a vehicle that is in poor condition. The value of the vehicle is determined by the Kelley Blue Book condition rating, which is a subjective determination based on the condition of the vehicle.

* Virginia 1/17/2008

Accurate Condition Appraisal **Change Condition**

Accurately appraising the condition of a vehicle is an important aspect in determining its Blue Book value. Taking our 16 question condition quiz will ensure you know the correct condition rating.

NEXT STEPS: **Search Local Listings**
 Sell Your Van/Minivan

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