

# Values Product Guide

## Introduction

Each asset will include an MSRP and Retail value. The Base Value shown on each configuration page is the current market value for the standard equipped asset within the chosen revision month. All adjustments will show in an itemized list and a final adjusted value is shown in Totals.

## How to use Value Adjustments

There are several ways to adjust values depending on condition, mileage, location, and water type. These adjustments are controlled at the size-class level.

## Adjustments for Condition

To adjust the value of a Boat based on condition, click the Condition box and select one of the conditional adjustments ranging from Excellent to Poor. Once a condition is chosen, the total values will update.

Below is a table indicating how Price Digests describes each condition.

Condition Adjustment	Description
Excellent	New condition - loaded with options. No evidence of wear. Size, type of boat in demand.
Very Good	Well above average - low hours. Clean, properly maintained. No repairs needed. Maintenance schedules adhered to. Equipped with extra cost electronics. Boat in demand.
Good	Clean, saleable condition, attractive inside and out. Mechanically sound, mid-time no mechanicals. No repairs necessary.
Fair	Areas worn and faded even after cleanup. Some scratches and chips in paint evident. Mechanically sound but on downside of life expectancy.
Poor	Boat needs significant amount of cosmetic and mechanical repair. Corrosion, dents, cracks, tears evident. Repairs may exceed market value. Deep six for fish habitat.

## Adjustments for Utilization (mileage)

Usage is crucial in determining the market value of an on-highway asset. The adjustments are controlled at the size-class level and allows for unique mileage to be entered by the user for an accurate

adjustment to the final value. Both Passenger Vehicles and Commercial Trucks allow for a user-defined mileage to be entered.

Without mileage defined in the valuation, the retail values reflect the average mileage on the vehicle as seen on the current market. By adding current mileage, the value reflects how this asset compares to other vehicles within the same size-class.

If a mileage adjustment box does not appear on your valuation page, mileage adjustments for this vehicle are not available at this time.

## Adjustments

Mileage:

### Adjustments for Saltwater vs. Freshwater

Outboard motor valuations on Boats are available for both saltwater and freshwater. Within the Price Digests taxonomy, the subtype of the configuration will indicate whether the motor is valued as saltwater or freshwater. If the motor is listed as saltwater and a freshwater value is desired, change the water adjustment to "Freshwater" and the adjusted value will be updated. The same can be done in reverse, if a saltwater value is desired for a Price Digests defined freshwater motor, change the water adjustment to "Saltwater".

### Adjustments for Location

The addition of country and state can be added to a Passenger Vehicle valuation for a regional adjustment on each asset's value. By entering the U.S. state postal abbreviation, an adjusted value by state is calculated.

## Adjustments

Mileage:

Region:

Alaska  x

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<b>Base Value</b>	<b>Finance</b>
2017 AUDI A3 E-TRON	\$24,900
<b>Adjustments</b>	
Region: Alaska	\$400
<b>Totals:</b>	<b>\$25,300</b>

## Value Trends

Value trending provides the past 6 months of revisions for each asset type's valuation to get a better understanding of how this asset has depreciated (or appreciated) over time. When the user updates the revision date for the valuation, the value trend will update to the appropriate months.

## Major Components

Commercial Trucks allow the user to change the components from the standard equipped to their upgraded options. Within the configuration page, there is a drop down under engine for each of the available engine makes and models for that year. The same process can be completed with the transmission, front axle, and rear axle.

## Major Components

Engine	Front Axle	Transmission
DE: DD13-370/6/D		AL: 3000/6spd
		AL: 3000/6spd
		AL: 1000/4spd/4
		AL: 1000/5spd/5
		AL: 2000/5spd/5
		AL: 2100/4spd/4
		AL: 2100/5spd/5

Rear Axle

DE: DA-RS-21

## Options & Extras

The options and extras can be added to any standard equipped asset for an accurate valuation.

If a piece of standard equipment is not available on the asset or not functional, clicking the option will remove the value of the equipment from the final value. Additional equipment may be added if the asset is equipped with the option.

## Attachments

Attachments such as boat trailers, boat engines, and truck bodies can be added to the boat or commercial truck for a more accurate valuation of the asset.

When an attachment is available to add to the asset, an “Add Truck Body” or “Add Engine/Trailer” will appear at the top of the page next to “Details”.

**Details** [+ Add Engine/Trailer](#)

## Specifications

<b>Boat Width:</b> 7 Feet	<b>Boat Type:</b> SR
<b>Boat Width:</b> 8 Inches	<b>Drive Type:</b> IO

Drop downs are available to find the truck body, boat trailer, or engine that is to be added to the asset.

Details

New Engine/Trailer ✕

Add attachment for **2017 ADVANTAGE BOATS 20.5' CLASSIC OPEN BOW**

Select Category:

Select...

▼

Select Sub-Type:

Boat Trailers

Select...

▼

Select Size Class:

Select...

▼

Select Manufacturer:

Select...

▼

Select Model:

Select...

▼

Select Year:

Select...

▼

## Frequently Asked Questions

- What is the difference between retail and wholesale?
  - Retail is the value in which Price Digests feels is a seller or buyer can get for the specific truck on the current market given that the truck is in good condition. Wholesale is the Price Digests value for the vehicle without any markup of the unit within a retail environment and the sale leaves the truck as-is. We tend to think of this value to be closer to the auction market. The sale removes any negotiations or advertised pricing.
- What is the difference between base value and total value?
  - The base value is a representation of the nationwide average value for each asset in average working condition on the current market. The total value is an adjusted value modified based on location, usage, options, and condition.
- What options are included in the base value?
  - None. The base value is created using standard configurations and equipment which can be found in the specifications at the top of the site.
- What is MSRP and how is it defined?
  - MSRP is the manufacturer's suggested price for the standard equipped asset the year of production. This does not consider any deals or negotiations made upon original purchase.
- How are our values calculated?
  - Price Digests maintains relationships throughout each industry with online retailers and dealerships to obtain recent resale data. This data is utilized within Price Digests' custom-built regression engine to estimate values presented in the Price Digests valuation tool. Where comparable data is unavailable, analysts determine a fair value based on sales of similar asset types.
- Why is the mileage adjustment limited to only a certain number of years?
  - Our analysts determined through mathematical tests that once a type of vehicle reaches a certain age, the mileage does not impact the value in the way it does a newer

vehicle. The correlation between age and value of specific asset types was found greater than the mileage with little to no change in value as miles increased or decreased.