



**Kelley Blue Book** The Trusted Resource®



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# Used 2013 Tesla Model S Pricing Report

Buy from a Private Party



**Style:** Sedan 4D  
**Mileage:** 30,000



Private Party Values valid for your area through 1/29/2015

## Vehicle Highlights

- |   |  |
|---|--|
| <b>Fuel Economy:</b><br>City 94/Hwy 97/Comb 95 MPGe | <b>Max Seating:</b> 7                        |
| <b>Doors:</b> 4                                     | <b>Engine:</b> AC Electric Motor             |
| <b>Drivetrain:</b> RWD                              | <b>Transmission:</b> Single-Speed Fixed Gear |
| <b>EPA Class:</b> Midsize Cars                      | <b>Body Style:</b> Sedan                     |
| <b>Country of Origin:</b> United States             | <b>Country of Assembly:</b> United States    |

## Your Configured Options

Our pre-selected options, based on typical equipment for this car.

✓ Options that you added while configuring this car.

### Engine

AC Electric Motor

### Transmission

Single-Speed Fixed Gear

### Drivetrain

RWD

### Accessory Packages

✓ Technology Pkg

### Braking and Traction

Traction Control

Stability Control

ABS (4-Wheel)

### Comfort and Convenience

Keyless Entry

Air Conditioning

Power Windows

Cruise Control

### Steering

Power Steering

Tilt Wheel

### Entertainment and Instrumentation

✓ Navigation System

Bluetooth Wireless

### Seats

Dual Power Seats

Leather

### Roof and Glass

✓ Panorama Roof

### Wheels and Tires

Premium Wheels 19"+

## Glossary of Terms

**Suggested Retail Price** - Suggested Retail Price is representative of dealers' asking prices. It assumes that the vehicle has been fully reconditioned and takes into account the dealers' profit and costs for advertising. The final sale price will likely be less, depending on the car's actual condition, popularity, warranty and local market factors.

### Tip:

Kelley Blue Book pricing is based on actual transactions and adjusted regularly as market

**Kelley Blue Book® Fair Purchase Price (Used Car)** - This is the price people are typically paying a dealer for a used car with typical mileage in good condition or better. This price is based on actual used-car transactions and adjusted regularly as market conditions change.

conditions change.

**Fair Market Range (Used Car)** - The Fair Market Range is Kelley Blue Book's estimate of what you can reasonably expect to pay this week for a vehicle with typical mileage and configured with your selected options, excluding taxes, title and fees when purchasing from a dealer. Each dealer sets and controls its own pricing.

**Kelley Blue Book® Certified Pre-Owned (CPO) Price** - This is the dealers' asking price of a car that meets the manufacturers' CPO program, which includes an additional warranty beyond the original factory warranty. It includes certification program costs, dealer profits and retail costs. The final price depends on the car's actual condition, popularity, warranty and local market factors.

**Fair Market Range (CPO)** - The Fair Market Range is Kelley Blue Book's estimate of what you can reasonably expect to pay this week for this year, make and model Certified Pre-Owned vehicle with typical mileage configured with your selected options, excluding taxes, title and fees. Each dealer sets and controls its own pricing.

**Kelley Blue Book® Private Party Price** - This is the starting point for negotiation of a used-car sale between a private buyer and seller. This is an 'as is' value that does not include any warranties. The final price depends on the car's actual condition and local market factors.

**Private Party Range** - The Private Party Range is Kelley Blue Book's estimate of what you can reasonably expect to pay this week for a vehicle with typical mileage in the selected condition and configured with your selected options, excluding taxes, title and fees when purchasing from a private party.

**Excellent Condition** - 3% of all cars we value. This car looks new and is in excellent mechanical condition. It has never had paint or bodywork and has an interior and body free of wear and visible defects. The car is rust-free and does not need reconditioning. Its clean engine compartment is free of fluid leaks. It also has a clean title history, has complete and verifiable service records and will pass safety and smog inspection.

**Very Good Condition** - 23% of all cars we value. This car has minor wear or visible defects on the body and interior but is in excellent mechanical condition, requiring only minimal reconditioning. It has little to no paint and bodywork and is free of rust. Its clean engine compartment is free of fluid leaks. The tires match and have 75% or more of tread. It also has a clean title history, with most service records available, and will pass safety and smog inspection.

**Good Condition** - 54% of all cars we value. This car is free of major mechanical problems but may need some reconditioning. Its paint and bodywork may require minor touch-ups, with repairable cosmetic defects, and its engine compartment may have minor leaks. There are minor body scratches or dings and minor interior blemishes, but no rust. The tires match and have 50% or more of tread. It also has a clean title history, with some service records available, and will pass safety and smog inspection.

**Fair Condition** - 18% of all cars we value. This car has some mechanical or cosmetic defects and needs servicing, but is still in safe running condition and has a clean title history. The paint, body and/or interior may need professional servicing. The tires may need replacing and there may be some repairable rust damage.

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