

In Your Expert Opinion...

- *Use the chart provided to choose an appropriate vehicle for the persons profiled in the following scenarios.*

Case #1

A 45-year-old, single woman makes \$95 000 per year. She drives herself 18 km to work daily (and 18 km back) and often makes long trips, particularly in the winter, when she meets with her clients. These additional trips average 700 km per month. Often the roads are dangerous, so safety is an issue for her. The trade-in value of her vehicle is \$20 000.

Case #2

A young, married couple, each aged 27, is saving to buy a house but is also in need of a vehicle. The car must be reliable and not cost a great deal to maintain. They are looking for a car in the \$20 000 to \$30 000 price range and wish to keep their payments to a minimum. They will drive on average 1500 km per month. They are not sure if they should buy a used vehicle.

Case #3

A 34-year-old male employee in an office owns a vehicle that is no longer worth repairing. He is making \$45 000 in addition to some commission from sales. He has worked for the company for 5 years but there is talk of downsizing. He has \$2000 to put toward the purchase. He finds he drives on average 22 000 km per year.

Case #

CAR MAKE, MODEL AND OPTIONS	PRE-TAX COST (\$)	TOTAL COST (GST & PST INCLUDED) (\$)	DOWN- PAYMENT (IF REQUIRED) (\$)	LEASE COSTS (NEW CAR ONLY) (\$)	LOAN COSTS (NEW OR USED CAR) (\$)

Recommendation (with justification):