Form A

BUYERS ORDER Form - MAFD

NOTE: Obtain all these prices from your CA via email and/or over the phone. Do your home work before going to the dealership. The number crunching can get confusing fast at the dealership. Everything on Form A and B should be the same when you go to sign the paper work with the Finance person. If something is off, make sure you get it corrected or thoroughly explained. If you're not comfortable, walk away and redo your home work. **DO NOT SIGN ANYTHING UNLESS YOU ARE COMFORTABLE AND UNDERSTAND IT.**

1) PRICE This is the agreed upon car price	\$
2) TOTAL PURCHASE PRICE This should be the same as the agreed upon car price	\$
3) PROCESSING FEE Varies for all dealerships	\$
4) STATE TAX % This is your state sales/use tax. Va. Is 3%	\$
5) DEALERS BUSINESS LICENSE TAX % This is 0.17% for my dealership. Maybe different for yours	\$
6) REGISTRATION FEE This is the fee to register your car with MVA/DMV	\$
7) TITLE FEE This is the fee for the car title	\$
8) TOTAL DELIVERED PRICE This is all prices from 1) to 7) added	\$
9) ALLOWANCE FOR USED CAR TRADE-IN AS APPRAISED Your trade-in price	\$
10) EQUITY ON TRADE-IN If you have any equity on your trade-in	\$
11) ADDITIONAL DOWN PAYMENT ON DELIVERY This is the amount of your down payment	\$
12) TOTAL DOWNPAYMENT This is all the prices from 9) to 9) added	\$
13) EXTENDED SERVICE CONTRACT INCLUDING TAX This is the additional stuff the Finance person will try to sell you	\$
14) BALANCE DUE ON DELIVERY This is the value of 8) minus the value of 12)	\$