

MILEAGE ADJUSTMENTS

A vehicle's mileage can affect its market value. Be aware that it is not uncommon for a vehicle's indicated odometer and/or hubodometer mileage to differ significantly from its actual cumulative mileage.

How to apply the Mileage Adjustment:

1. Refer to the 10th character of the vehicle's Vehicle Identification Number to obtain the model year. The table below is provided for your convenience.

| Code | Model Year | Code | Model Year | Code | Model Year | Code | Model Year | Code | Model Year |
|------|------------|------|------------|------|------------|------|------------|------|------------|
| D | 2013 | F | 2015 | H | 2017 | K | 2019 | M | 2021 |
| E | 2014 | G | 2016 | J | 2018 | L | 2020 | N | 2022 |

STANDARD MILEAGE TABLE

2. Determine the standard mileage per year for the vehicle's "Type." Type by make and model appears on p. IV.

| Type A | Type B | Type C* | Type D | Type E |
|--------------------|--------------------------------|-------------------------|--------------------------------|--------------------|
| Long-haul Tractors | Local/Delivery Trucks/Tractors | Construction/Vocational | Light-Duty Chassis & Cabs/Vans | Medium-Duty Trucks |
| 100,000-125,000 | 65,000-80,000 | 45,000-55,000 | 23,000-28,000 | 25,000-35,000 |

*Please see previous page for an important message regarding Type C mileage.

3. If the vehicle's mileage is outside the Standard Mileage Per Year, multiply the difference by the Cents Per Mile value listed in the appropriate table below.

| HIGH MILEAGE TABLE | | | | | LOW MILEAGE TABLE | | | | | | |
|--------------------|-----------|---------------|------|-----------|-------------------|------|-----------|--------------|------|-----------|--------------|
| Type | Age | Ded. Per Mile | Type | Age | Ded. Per Mile | Type | Age | Add Per Mile | Type | Age | Add Per Mile |
| A | 2018-2021 | \$0.055 | C | 2015-2021 | \$0.025 | A | 2017-2021 | \$0.080 | C | 2015-2021 | \$0.035 |
| A | 2013-2017 | \$0.060 | C | 2013-2014 | \$0.035 | A | 2013-2016 | \$0.020 | C | 2013-2014 | \$0.015 |
| B | 2015-2021 | \$0.045 | D, E | 2017-2021 | \$0.030 | B | 2015-2021 | \$0.050 | D, E | 2015-2021 | \$0.060 |
| B | 2013-2014 | \$0.050 | D, E | 2013-2016 | \$0.055 | B | 2013-2014 | \$0.020 | D, E | 2013-2014 | \$0.045 |

4. Add or subtract the value in Step 3 to the Wholesale, Loan, and Retail values listed in the main body of this Guide. **Do not add or deduct more than 25% of a vehicle's Wholesale value for mileage adjustments.** For Example, since 2022 is the current model year, a 2018 truck is 4 model years old. The acceptable range for a 2018 Type A vehicle is therefore 400,000-500,000 miles (100,000 X 4, 125,000 X 4). A 2018 Type A vehicle with 600,000 miles is therefore subject to a \$5,500 deduction for high mileage:

600,000 actual miles
 - 500,000 maximum allowed
 100,000 excess miles
 X \$0.55 Cents Per Mile
\$5,500 High Mileage Adjustment

The Mileage Adjustments do not take into account any engine overhaul. Please see the Class 8 Options page (page VIII) for overhaul values.

GROSS VEHICLE WEIGHT CATEGORIES

Trucks are classified by Gross Vehicle Weight (GVW), which represents the total weight of the vehicle and its payload. Refer to the chart below for each category rating.

| Class | GVWR Range | Class | GVWR Range |
|-------|----------------------|-------|----------------------|
| 1 | 0 - 6,000 lbs. | 5 | 16,001 - 19,500 lbs. |
| 2 | 6,001 - 10,000 lbs. | 6 | 19,501 - 26,000 lbs. |
| 3 | 10,001 - 14,000 lbs. | 7 | 26,001 - 33,000 lbs. |
| 4 | 14,001 - 16,000 lbs. | 8 | 33,001 lbs. & over |