

FIRSTNEWCAR

New Car Comparison

The easiest way to use this worksheet is to print it out and bring it with you to the dealerships. You can fill some areas out before you go but others you'll have to finish after the test drive.

Tip: Try using "S" for standard features and "O" for optional features where appropriate.

Details	Car 1	Car 2	Car 3
Make, model, year			
Body type (e.g. sedan/coupe, SUV, truck)			
Seating (# of passengers)			
Cargo space			
Choice of colours			
Entertainment options			
In-vehicle devices (OnStar®)			
Looks (rate or comment)			
Performance			
Engine size			
Number of cylinders			
Horsepower			
Fuel Economy			
Torque rating			
Automatic/ Manual transmission			
Power steering			
Power brakes			
Traction control			
Safety			
Anti-lock brakes			
Dual airbags			
Side door impact protection			
Steel safety cage			

Integrated head restraints (fixed or adjustable?)			
Products for improved visibility (e.g. halogen headlights, daytime running lights, rear centre high-mounted braking light, right-side mirrors, rear window wiper & washer)			
Child safety seats (if applicable)			
Quality of safety belts (adjustable front and rear, for maximum protection of children and smaller adults)			
Security features (such as theft deterrent systems and remote keyless entry)			
Crash test rating			
Reliability			
Ratings/Comments from reliable sources			
The Test Drive			
Driving environment (space, comfort, convenient controls)			
Noise levels			
Performance (pick-up, acceleration)			
Overall appearance (fit and finish)			
Salesperson (product knowledge, professionalism)			
Impression of dealership			
Price & Value			
Options standard on base model			
MSRP			
Dealer's selling price			
Options you would want to add (including accessories, extended service contract)			
Cost of above options			
Total cost (before negotiation) = Dealer's selling price + cost of options + dealer fees			
Deductions (special offers, trade-in allowance, no-charge features, negotiated discounts)			

Warranty			
Net cost (plus taxes)			
Insurance cost			
Fuel efficiency			
Operating costs/year (see Operating Costs)			
Approximate resale value in three years			
Other considerations			
Conclusion: Ranking 1-3			