
Comparable Vehicles Summary

Comp #1

Vehicle: 2019 Tesla Model 3 Base RWD
Mileage: 63,710
VIN: 5YJ3E1EA8KF324582
List Price: \$20,595
Dealership: Autonation Hyundai Valencia
Location: Santa Clarita, CA
Phone: 844-468-6621
Stock #: KF324582

Comp #2

Vehicle: 2019 Tesla Model 3 Base RWD
Mileage: 61,237
VIN: 5YJ3E1EA8KF396186
List Price: \$18,500
Dealership: Amko Auto
Location: Marlow Heights, MD
Phone: 877-547-1109
Stock #: 25606

Comp #3

Vehicle: 2019 Tesla Model 3 Mid Range RWD
Mileage: 58,330
VIN: 5YJ3E1EA6KF485545
List Price: \$24,199
Dealership: Subaru Of Puyallup
Location: Puyallup, WA
Phone: 253-286-5900
Stock #: U8505

Comp #4

Vehicle: 2019 Tesla Model 3 Mid Range RWD
Mileage: 55,967
VIN: 5YJ3E1EA0KF476548
List Price: \$22,795
Dealership: Jax Exports Inc.
Location: Jacksonville, FL
Phone: 904-997-1900
Stock #: 10666

Adjustment Grid

Opinion of Value: **\$29,155**

A minus (–) adjustment is applied to a comparable when it is superior/more desirable than the subject in that category; a plus (+) adjustment when it is inferior/less desirable. A ✓ means the comparable matches the subject.

Feature	Subject	Comp 1 Autonation Hyund		Comp 2 Amko Auto		Comp 3 Subaru Of Puyall		Comp 4 Jax Exports Inc.	
Year	2019	2019	✓	2019	✓	2019	✓	2019	✓
Make	Tesla	Tesla	✓	Tesla	✓	Tesla	✓	Tesla	✓
Model	Model 3	Model 3	✓	Model 3	✓	Model 3	✓	Model 3	✓
Trim	Std Range Plus	Base	✓	Base	✓	Mid Range	✓	Mid Range	✓
Drivetrain	RWD	RWD	✓	RWD	✓	RWD	✓	RWD	✓
Odometer	64,535	63,710	-\$91	61,237	-\$363	58,330	-\$683	55,967	-\$942
Full Self-Driving (purchased)	Yes (\$8,000)	No	+\$8,000	No	+\$8,000	No	+\$8,000	No	+\$8,000
Premium Interior	Yes (B/W)	Standard	+\$1,500	Standard	+\$1,500	Standard	+\$1,500	Standard	+\$1,500
Hardware 3.0	Yes	HW3.0	✓	HW2.5	+\$350	HW3.0	✓	HW2.5	+\$350
Appearance (ceramic / tint / chrome delete)	Yes	No	+\$250	No	+\$250	No	+\$250	No	+\$250
Title / History	Clean	Clean	✓	Clean	✓	Clean	✓	Clean	✓
List Price		\$20,595		\$18,500		\$24,199		\$22,795	
Adjustments		+\$9,659		+\$9,737		+\$9,067		+\$9,158	
Adjusted Value		\$30,254		\$28,237		\$33,266		\$31,953	

The adjusted comparable values support an opinion of value of \$29,155, materially above the carrier's initial offer of \$17,262. The dominant driver is the purchased Full Self-Driving option (\$8,000 factory price), absent from the carrier's comparables.