

Viewing vehicle payments by VIN



Why is displaying accurate pricing important?

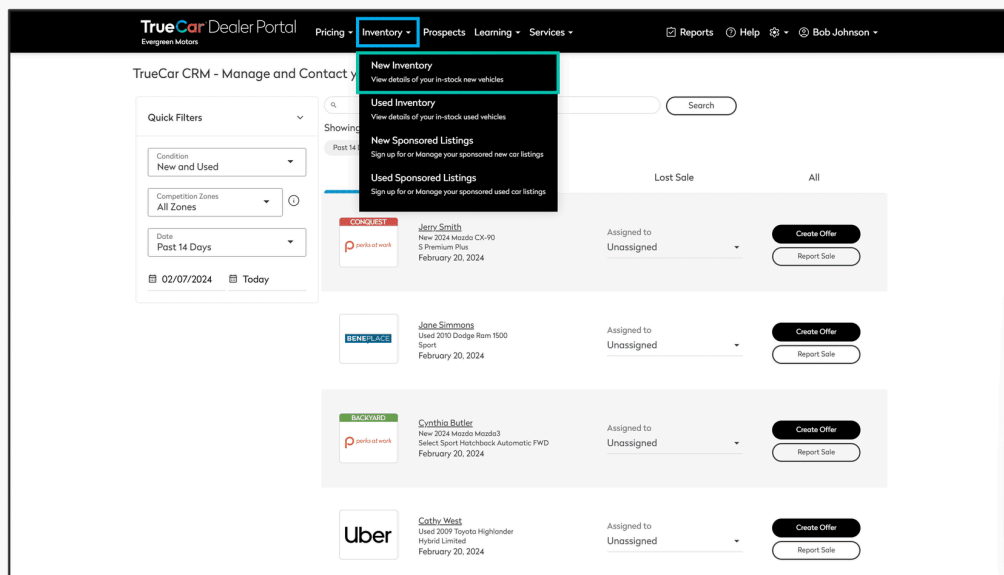
Displaying accurate pricing is a crucial component to our partnership. We want to make sure the price we are displaying is the price you want to transact at. Most importantly, having accurate pricing ensures we foster the trust between yourself, TrueCar and our Affinity Partner Network.

In this document you'll learn:

- How to view payment calculations by VIN
- How to view current fees and accessories
- How to update fees and accessories

1 Step 1: Access new inventory

Hover over 'Inventory' and click on 'New Inventory.'

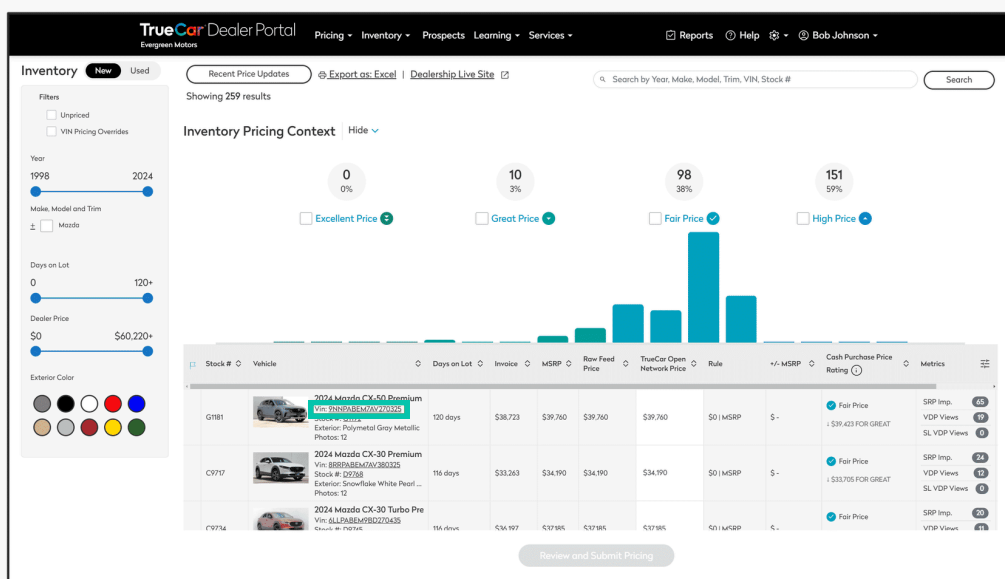


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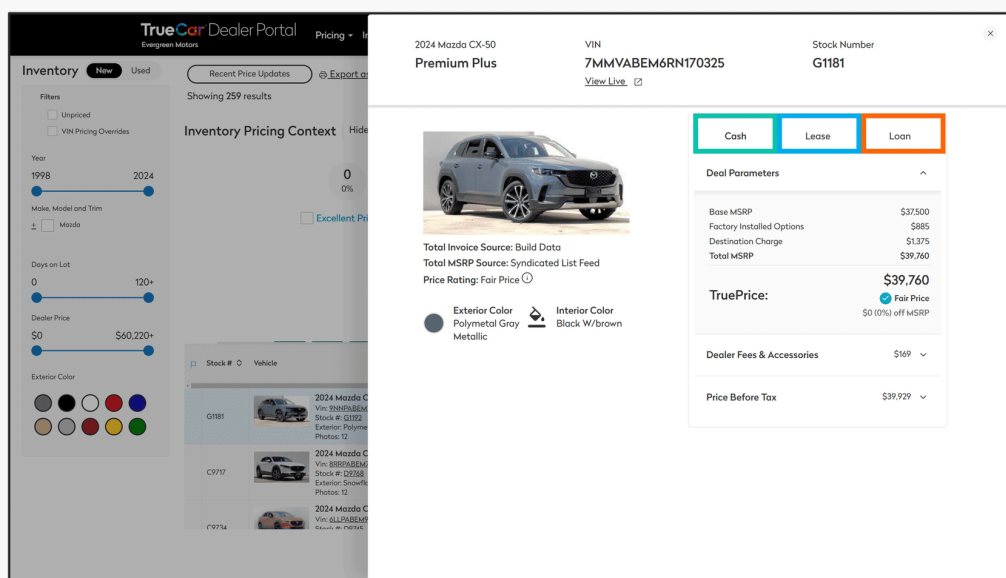
2 Step 2: Select a VIN

Select a **VIN** you want to examine. You can also search for year, make, model, trim, VIN, or stock# if you're looking for a specific vehicle.



3 Step 3: Cash, lease or loan previews

You'll be able to examine the deal structures for **cash**, **lease**, and **loan** deals.



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4 Step 4: Deal Parameters

Looking at the Deal Parameter is a key step to ensure you we are calculating the payments correctly.

For Leases, you will see:

- MSRP
- Term
- Credit Tier used for calculations
- Tax Rate
- Lender
- Dealer Cash Settings

For Loans, you will see:

- MSRP
- Term
- APR
- Credit Tier
- Tax Rate
- Lender
- Dealer Cash Settings

Cash	Lease	Loan
Deal Parameters ^		
MSRP	\$39,760	
Term	36 mo	
Mileage	12,000 mi	
Credit Tier	Tier 1+ (720 - 899)	
Tax Rate % (Zipcode: 78757)	6.25%	
Lender	Mazda Financial Services	
Partner	TrueCar	
Adjust TruePrice with Purchase Dealer Cash	False	
Adjust TruePrice with Finance Dealer Cash	False	
Adjust Lease Price with Lease Dealer Cash	True	

Cash	Lease	Loan
Deal Parameters ^		
MSRP	\$39,760	
Term	72 mo	
APR	2.90%	
Credit Tier	Tier 1+ (720 - 899)	
Tax Rate % (Zipcode: 78757)	6.25%	
Lender	Mazda Financial Services	
Partner	TrueCar	
Adjust TruePrice with Purchase Dealer Cash	False	
Adjust TruePrice with Finance Dealer Cash	False	
Adjust Loan Price with Loan Dealer Cash	True	

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5 Step 5: Additional factors

Once you understand how we are calculating this example, you can **examine the other fields to see:**

- Government fees
- Dealer fees
- Dealer installed accessories
- Rebates and incentives
- Residual values
- And other details that make sure we are displaying an accurate price and monthly payment

Make sure you methodically go through these menus if you're investigating an issue with pricing.

The screenshot displays the TrueCar Dealer Portal interface. On the left, there's a sidebar with filters for Year (1998-2024), Days on Lot (0-120+), Dealer Price (\$0-\$40,220+), and Exterior Color. The main area shows a vehicle listing for a 2024 Mazda CX-50 Premium Plus with VIN 9NPNABEM7AN170325 and Stock Number G1192. Below the vehicle image, there's a table of deal parameters:

Deal Parameters	
Money Factor	0.00141
Residual Value	\$24,254
Rebates & Incentives	\$720
Lease Price	\$39,760
Adjusted Capitalized Cost	\$38,979
Monthly Payment	\$498
Due at Signing	\$3,976.00

Below the table, there's a note: "Request a Configuration Change for the lease payment displayed for this VIN. Include a detailed note about this payment and your requested configuration change(s)."

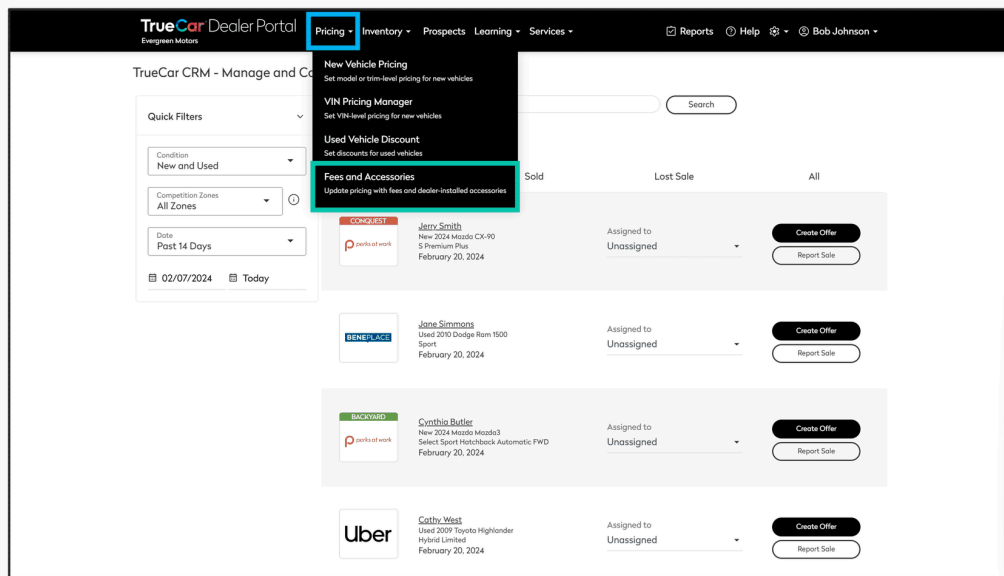
Updating fees and accessories



Our top performing dealers monitor and update their fees and accessories regularly.

1 Step 1:

To access this page, hover over '**Pricing**' and click on '**Fees and Accessories**'.



Updating fees and accessories

2 Step 2:

Once you understand how we are calculating this example, you can examine the other fields to see:

- Clicking on '**View Default Values**' will enable you to see what we are using for lease and loan factors.
- The **table on the right** will show you how the fees and accessories are being calculated into a real example in your inventory.
- You can also click on '**Government fees and taxes**,' '**Dealership fees**,' and '**Dealer-installed accessories**' to view and update those values. Continue reading to learn more about each of these sections.

TrueCar Dealer Portal Evergreen Motors Pricing ▾ Inventory ▾ Prospects Learning ▾ Services ▾ Reports ⓘ Help ⓘ ⓘ Bob Johnson ▾

Fees and dealer-installed accessories

Based on vehicle and purchase type, these mandatory fees and accessories are required as part of the total price.

Category	Count	Amount	Action
Government fees and taxes	10		See Details
Automatically added government fees depending on location			
Dealership fees	5	\$270.75	
Custom fees added by your dealership			
Dealer-installed accessories	0	\$0.00	
Mandatory accessories added by your dealership			

See your fees applied:

Check to see how fees, taxes, and dealer-installed accessories would be applied to a specific VIN.

[View Default Values](#)

VIN *
JM3KFBCL5R0453785

Zip Code *
78757

New Used CPO

Loan Lease Cash

SHOWING SUMMARY FOR:

🚗 2024 Mazda CX-5 2.5 S Preferred

Vehicle price	\$32,025.00
Government fees & taxes	\$2,148.56 ▾
Dealership fees	\$169.00 ▾
Dealer-installed accessories	\$0.00 ▾
Total with taxes and fees	\$34,342.56

Updating fees and accessories



Government fees and taxes

TrueCar will automatically calculate required government fees and taxes. As a best practice, periodically review these fees to make sure there are not duplicated fees.

Government fees and taxes

We've gathered government fees nationally and applied them to deals so that customers have the most accurate pricing information. Government fees vary by ZIP code and cannot be removed or updated in Dealer Portal. However, you can request changes or report a missing fee. To view a different region, change the ZIP code in the example summary on the right-hand side of this page.

Government fees in 78757

Fee	Amount
Electric Vehicle (EV) Registration Fee - New/Electric Vehicle (EV)	
Registration Fee - Used	
Applies to: New, Used, Electric	
Inspection	\$7.50
Local Fee	\$11.50
Processing and Handling Fee	\$4.75
Registration	
Applies to: Chassis Cab Truck, Pickup Truck	
Road Bridge Add On Fee (County Fee)	\$11.50

See your fees applied:

Check to see how fees, taxes, and dealer-installed accessories would be applied to a specific VIN. [View Default Values](#)

VIN: JM3KFBCL5R0453785 Zip Code: 78757

New Used CPO
Loan Lease Cash

SHOWING SUMMARY FOR:

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Dealership fees

The dealership fees section contains fees added by your dealership.

Your current fees will be noted if they apply to your current VIN example.

When you add a fee you'll be able to set it to apply based on purchase type and vehicle type.

Dealership fees

Based on vehicle and purchase type you select, these mandatory fees are required as part of the total price.

Fee	Amount
Deputy Service Fee	\$10.00
License / Bridge Fee - NEW (2 years)	\$135.25
License / Bridge Fee - USED	\$73.00
State Inspection Fee	\$23.75
State Inspection Fee - USED	\$28.75

Add dealership fee

You may add multiple fees. State-registered fees – for example, registration fees, county fees, or air-quality fees – are already included.

Fee Type * Fee Name *

Amount *

Provide a description here. This may be seen by the customer.

Purchase type
Please select at least one that applies.
Cash Loan CPO

Vehicle type
Please select at least one that applies.
New Used CPO

Is this fee taxable?
Yes No

☐ I have read TrueCar's [Terms and Conditions](#) as it applies to fees you can show on TrueCar. I affirm that the fee is NOT one of the following:

- A state, city or county tax
- A variable fee we cannot adjust fees based on Year/ET, etc.)
- A TrueCar service fee
- A contingent fee
- A financed fee including a credit, GAP, loan payment, or a market adjustment

Save

Updating fees and accessories



● Dealer-installed accessories

This page works just like your dealer fees! Your current products are listed and tagged if they apply to your current example.

When you add an accessory, you'll have the option to apply it to a specific vehicle or vehicle type.

The most important thing to note about this screen is that these are required accessories. These accessories will automatically be added to a customer's payments on TrueCar sites.

The screenshot displays the TrueCar Dealer Portal interface. The main page, titled 'Dealer-installed accessories', lists three items with their prices and application status:

Accessory Name	Price	Application
Evergreen Care For New Cars VEHICLE TYPE: New YEAR/MAKE/MODEL: All Years, All Makes, All Models	\$2,999.00	Applies to example VIN
Evergreen Care For Used Cars VEHICLE TYPE: Used, CPO YEAR/MAKE/MODEL: All Years, All Makes, All Models	\$2,499.00	
Tint, Door Edge Guards, Door Cup Protectors VEHICLE TYPE: New YEAR/MAKE/MODEL: All Years, All Makes, All Models	\$999.00	Applies to example VIN

An 'Add accessory' button is visible in the top right corner of the main page. A modal window titled 'Add dealership accessory' is open, showing the following fields and options:

- Accessory Name *
- Amount *
- Provide a description here. This may be seen by the customer.
- 0/1000
- Year Make Model (selected) | Body Style
- Year: All Years | Make: All Makes | Model: All Models
- Vehicle type: Please select at least one that applies.
 - New (selected)
 - Used
 - CPO
- Save

At the bottom of the modal, a summary table shows the current totals:

Dealership fees	\$1,993.00
Dealer-installed accessories	\$3,998.00