**FAIM Instructions – How to Pull:**

 **KBB Fair Market Range for Used Vehicle at a Dealership**

1. Go to the website: <https://www.kbb.com/>
2. Hover over “Car Values” tab in the blue header at the top of the page
3. In the dropdown menu, click on: “Price New/Used”
4. In the “Search for a Vehicle” box:
	1. Be sure the circle next to “Price New/Used” is selected
	2. Enter the vehicle information in the boxes:
* Year, Make, Model
* Zip Code - of the dealership where the vehicle is
* Skip the email address field
	1. Click “Next”
1. On the next page – locate and click on the blue box: “Build & Price”
2. On the “Select a Style” page:
	1. Select the vehicle style/package
* This may be found in the dealership’s online vehicle listing or possibly on the purchase agreement/bill of sale if the client has already connected with a salesperson.
* If unsure of the style/package, select the first in the list which is usually the base model.
	1. Enter the vehicle’s odometer reading in the “Mileage” field
	2. Verify that the zip code of the dealership is still correct in the “Zip Code” field
	3. Click “Next”
1. On the “Select Options” page:
	1. Choose the “Exterior Color” of the vehicle being purchased. If unsure, pick white.
	2. Click on “Powertrain” to open that section:
* System will automatically select the “Engine” and “Drivetrain” it thinks the vehicle has.
* If you have this vehicle information, check for accuracy - change if needed.
	1. Click on “Next”
1. On the “Select a Price Type” page:
	1. Toward the top is a recap of the year, make, model, package, zip code and odometer you entered.
	2. In the “Select a Price Type” box, click on “Buy from a Dealer”
	3. Click on “Get a Used Car Price”
2. The next page may take a moment to load.
	1. At the top you will see an overview of the vehicle information you entered
	2. Scroll down until you see the section: “Pricing”
	3. You should see a half-moon shaped graph – this is the KBB “Fair Market Range”. If the dealership’s asking price (vehicle only before tax/title/fees are added) is:
* In the gray section – it is below the fair market range
* In the green section – it is within fair market range
* In the red section – it is over the fair market range and would not qualify for FAIM payout.
* **The dealership’s asking price must fall within the green section to qualify for a FAIM payout.**
* If the dealership’s asking price falls within the gray section, check the title to determine if it is a salvaged vehicle which would not be eligible for a FAIM payout.