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NATIONAL USED CAR MARKET REPORT

TENTH EDITION

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BY

Chicago Automobile Trade Association
2422 Michigan Avenue - - - CHICAGO, ILL.

Telephone Calumet 4473

NATIONAL USED CAR MARKET REPORT

ZONE MAP



The heavy lines indicate the zone boundaries.
The cities shown in large type are the zone centers.

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INTRODUCTION

In order that you may familiarize yourself with the National Used Car Market Report, we recommend that you read the following carefully:

ZONE NUMBERS.

Under the "Zone Numbers" on the right-hand side of each page you will note Nos. 1-2-3-4-5-6-7-8-9-10 and 12. These represent zones (see map) that have contributed their sales records of second-hand cars sold during the second three months of 1916.

ZONE CENTERS.

Immediately under this row of numbers designating the zones, you will note "Zone Centers." The cities in the various zones—shown in large type on map—indicate the zone centers. You will note Boston is the center of No. 1, New York of No. 2, etc.

To show approximately the condition of the particular model of second-hand car on which the price is given, the following terms are used:

AS IS—Sold in condition received from customer.

PARTIAL OVHL.—Overhauled, or repainted, or both.

REBUILT—Cars which have been thoroughly overhauled and repainted, tops recovered, and guaranteed the same as new cars.

AS IS APPRSD. is the "estimated" price that a certain model of that particular make of car will sell for in AVERAGE CONDITION.

Prices given in the columns under zone numbers are obtained by adding together the total sales of each model of a certain make in THAT PARTICULAR ZONE and dividing by the number of cars sold, for example:

10 cars totaling.....	\$7000	Average	\$700
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UNITED STATES AVERAGE.

The price as shown in the extreme right-hand column is the "United States Average," which is obtained by averaging the sales reported on a particular model in all of the eleven zones.

The small letter following the price shown in this column indicates the number of transactions taken into consideration in reaching the average.

"a".....	5 and under.
"n".....	between 6 and 10 inclusive.
"u".....	between 11 and 15 inclusive.
"v".....	between 16 and 20 inclusive.
"g".....	between 21 and 25 inclusive.
"x".....	over 25.

COMMITTEES ON APPRAISEMENTS.

Gasoline Pleasure Cars are classified into three divisions, namely:

NO. 1 DIVISION—Cars, the original list price of which was \$1000 and under.

NO. 2 DIVISION—Cars, the original list price of which ranged between \$1001 and \$2000.

NO. 3 DIVISION—Cars, the original list price of which was \$2001 and over.

Electric Pleasure Vehicles.

NO. 4 DIVISION—All Electric Pleasure Vehicles are included in this Division.
Each Division has a Chairman and Vice-Chairman.

AVERAGE SALES DATA AND APPRAISEMENTS.

THE AVERAGE SALE PRICE is usually higher than the AS IS APPRAISED for the reason that the former represents the cars sold during the second quarter of 1916, namely March 21st to June 21st inclusive, which may have been taken in trade several months earlier; while the appraisements are based on what these cars will sell for between August 1st, 1916 and November 1st, 1916, a difference of a little over six months.

The appraised values as quoted in the "NATIONAL USED CAR MARKET REPORT" are the result of the combined judgment of the committees of each division and are meant to form a guide for three months (August 1st to November 1st) on the market value of cars in "As Is" condition when sold by dealers not representing such cars. The "AS IS APPRAISED" prices appear in zones 1-2-5-6-7-9 and 12.

NATIONAL USED CAR MARKET REPORT

You will please note that all models of cars published in this book are appraised **except** as follows: Coupes and enclosed bodies (see enclosed bodies) and current year models.

ENCLOSED BODIES.

On account of the large number of different types and makes of enclosed bodies, it has been decided not to attempt to make appraisements. However, these are listed for the information of the subscriber and, in a great many cases actual sales information is shown.

ENCLOSED—Wherever the type is called "enclosed" it means Limousine, Sedan or other special type of body. The list prices of enclosed bodies are shown, example: \$3000 to \$3750.

This was done to eliminate the publishing of a number of different types of enclosed bodies having a slight variation in price.

S. A. E. HORSEPOWER RATING.

The horsepower Ratings shown in this book are S. A. E., Society of Automobile Engineers and in most cases is lower than the "Advertised" Rating published heretofore.

LIST OF ABBREVIATIONS.

Gasoline Vehicles.

E.-L.	Electric Lights	Rds.	Roadster
E.-L. & S.	Electric Lights & Starter	Brou.	Brougham
E.-L. & Air S.	Electric Lights & Air Starter	Vict.	Victoria
Acet. S.	Acetylene Starter	Chas.	Chassis
Enclosed	All types of enclosed bodies	T.-Ton.	Toy Tonneau
Rd.-Tr.	Roadster and Touring	Tor.	Torpedo
Rbt.	Runabout	Kn.-T.	Knight
Rd.-Rbt.	Roadster and Runabout	Re.-Bt.	Raceabout
Sur.	Surrey	Tour.	Touring
Bug.	Buggy	Flbt.	Flyabout
Spec.	Special	Phae.	Phaeton

Electric Vehicles.

Bvl.	Bevel Gear Drive	Lim.	Limousine
Brou.	Brougham	R. D.	Rear Drive
Cpe.	Coupe	F. D.	Forward Drive
Ch.	Chain	Vict.	Victoria
Ext. Cpe.	Extension Coupe	Rd.	Roadster
D.-D.	Double Drive	Rbt.	Runabout
C.	Cells	Phae.	Phaeton
P.	Plates	Sh.	Shaft
D.-Brou.	Demi-Brougham	Wm.	Worm Drive

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MEMBERS OF THE FOLLOWING ASSOCIATIONS ARE USING THE SERVICE.

City	Name of Association.	Zone No.
Baltimore	Baltimore Automobile Dealers' Assn., Inc.	5
Boston	Boston Automobile Dealers' Assn., Inc.	1
Buffalo	Buffalo Automobile Dealers' Assn.	2
Chicago	Electric Automobile Manufacturers' Assn.	7
"	Chicago Automobile Trade Assn.	7
Cincinnati	Cincinnati Automobile Dealers' Assn.	4
Cleveland	Ohio State Automobile Assn.	4
Columbus	Columbus Automobile Trade Assn.	4
Davenport	Tri-City Auto Trade Assn.	7
Denver	The Automobile Trades Assn. of Colorado	10
Des Moines	Iowa Automobile Business Assn.	7
Detroit	Detroit Auto Dealers' Assn.	7
Hartford	Hartford Automobile Dealers' Assn., Inc.	1
Kansas City	Kansas City Motor Car Dealers' Assn.	10
Los Angeles	Motor Car Dealers' Assn. of Los Angeles, Inc.	12
Milwaukee	Milwaukee Automobile Dealers' Assn.	7
Minneapolis	Minneapolis Automobile Trade Assn.	9
Newark	New Jersey Automobile Trade Assn.	3
New Haven	New Haven Automobile Trade Assn.	1
New Orleans	The Automobile Dealers' Assn. of New Orleans	6
New York	Automobile Dealers' Assn., Inc.	2
Peoria	Peoria Automobile Trade Assn.	7
Philadelphia	Philadelphia Automobile Trade Assn.	3
Portland, Ore.	Portland Automobile Trade Assn.	12
Providence	Rhode Island Automobile Dealers' Assn., Inc.	1
Rochester	Rochester Auto Trade Assn., Inc.	2
Rockford	Motor Car Dealers' Assn. of Rockford	7
San Francisco	Motor Car Dealers, Assn., of San Francisco	12
St. Louis	St. Louis Automobile Mfgs. and Dealers' Assn.	8
Syracuse	Syracuse Automobile Dealers' Assn.	2
Toledo	Toledo Auto Dealers' Assn.	4
Troy	Troy Automobile Dealers' Assn.	2
Utica	Utica Automobile Trade Assn., Inc.	2
Washington, D. C.	Automobile Trade Assn.	5
Worcester	Worcester Automobile Dealers' Assn.	1

FACTORY SALES ORGANIZATIONS.

The NATIONAL USED CAR MARKET REPORT has the unqualified endorsement of the following manufacturers: Cadillac, Chalmers, Chandler, Detroit Electric, Franklin, Hudson, Hupmobile, Jeffery, Liberty, Madison, Mitchell, Oldsmobile, Overland, Packard, Pierce-Arrow, Reo, Saxon, Studebaker, White and Winton.

SUBSCRIPTION RATE.

The NATIONAL USED CAR MARKET REPORT SERVICE is distributed on the yearly subscription basis. A year's Service consists of four Reports, issued quarterly or every three months in consecutive order.

The rate is \$24.00 per year, payable in advance, C. O. D. upon receipt of first book.

THE VALUE OF THIS SERVICE.

The National Used Car Market Report will be found invaluable by subscribers in the different sections of the United States. The information contained herein is compiled from the records of actual sales made in the different zones. These sales records are filed by subscribers direct.

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N. A. C. C. HORSEPOWER RATING

The standard horsepower rating, formerly known as the A. L. A. M. Rating, has been officially adopted by the National Automobile Chamber of Commerce, Inc.

The formula adopted is $\frac{D \times N}{2.5}$ D is the cylinder bore in inches, N the number of cylinders and 2.5 a constant, based on the average view of eminent engineers as to a fair conservative rating for a four-cycle motor at one thousand feet per minute piston speed.

TABLE OF HORSEPOWER FOR USUAL SIZES OF MOTORS

BORE		HORSEPOWER					
INS.	M/M	1 CYL.	2 CYL.	4 CYL.	6 CYL.	8 CYL.	12 CYL.
2½	66	2½	5	10	15	20	30
2¾	68	2¾	5½	11	16½	22	33
3	70	3	6	12 1/10	18½	24 1/5	36 2/5
3¼	73	3¼	6¾	13¼	19¾	26½	38¾
3½	76	3 3/5	7½	14 2/5	21 3/5	28 4/5	43 1/5
3¾	79	3 4/5	7 7/8	15¼	23 1/4	31¼	46¼
4	83	4	8½	16 9/10	25 2/5	33 4/5	50 4/5
4¼	85	4¼	9¼	18¼	27 2/5	36½	54 4/5
4½	89	4 9/10	9 4/5	19 3/5	29 2/5	39 1/5	58 4/5
4¾	92	5¼	10½	21 1/12	31 3/5	42 1/6	63 1/5
5	95	5½	11¼	22½	33¼	45	67½
5¼	99	6	12	24	36 7/8	48	72¾
5½	102	6 2/5	12 4/5	25 3/5	38 2/5	51 1/5	76 4/5
5¾	105	6 4/5	13¾	27¼	40 9/10	54½	81 4/5
6	108	7	14½	28 9/10	43 3/10	57 4/5	86 3/5
6¼	111	7¼	15 7/8	30¾	45 7/8	61¼	91¼
6½	114	8 1/10	16¾	32 2/5	48 3/5	64 4/5	97 1/5
6¾	118	8 3/8	17¾	34¼	51 3/5	68½	103 1/5
7	121	9	18	36 1/10	54 1/10	72 1/5	108 1/5
7¼	124	9¼	19	38	57	76	114
7½	127	10	20	40	60	80	120
7¾	130	10½	21	42	63	84	126
8	133	11	22	44 1/10	66½	88 1/5	132 2/5
8¼	137	11¼	23	46	69 1/10	92	138 2/5
8½	140	12 1/10	24¾	48 2/5	72 3/5	96 4/5	145 1/5
8¾	143	12¾	25 7/8	50¾	75 7/8	101¼	151¼
9	146	13¼	26¾	53	79½	106	159
9¼	149	13 4/5	27¾	55¼	82 9/10	110½	165 4/5
9½	152	14 2/5	28¾	57 3/5	86 2/5	115 1/5	172 4/5

To simplify reading of the above, the horsepower figures are approximate, but correct within one-sixteenth.

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8934
ISSUE NO 10.

CONDITIONS UPON WHICH THIS SERVICE
IS RENDERED

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lowed to use it.

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AMERICAN (Discontinued)

Mfd. by American Motors Co., Indianapolis, Ind.

Model	Year	Type	Pass. Capac.	Cyl.	S.A.E. H.P.	List Price	Zone Numbers												United States Aver.			
							1	2	3	4	5	6	7	8	9	10	12					
							Boston	N.Y.	Phila.	Clevd.	Balto.	N.Orl.	Chgo.	St.L.	Mpls.	K.C.	San F.					
22	1912	Rds.	2	4	23	\$1250	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt
						As Is Apprd.	200	185	.....	.....	225	150	150	.....	225	.....	175	187				
32-34	1912	Rd.-Tr.	2-5	4	32	2250	As Is	.....	.....	.....	225	.....	.....	.....	.....	.....	.....	250	237a			
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	200	185	.....	.....	225	150	150	.....	225	.....	175	187				
56	1912	Tour.	7	4	46	4250	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	200	185	.....	.....	225	150	150	.....	250	.....	175	190				
54	1912	Tour.	6	4	46	4500	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	200	185	.....	.....	225	150	150	.....	250	.....	175	190				
22-B	1913	Rd. E-L.	2	4	26	1475	As Is	.....	.....	325	275	.....	.....	.....	.....	.....	.....	.....	300a			
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	250	250	.....	.....	275	200	200	.....	300	.....	230	243				
22-B	1913	Coupe E-L.	3	4	26	2000	As Is	.....	.....	.....	.....	.....	350	.....	.....	.....	.....	.....	350a			
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
54-A	1913	Rds.-Tr. E-L.	2-4	4	32	2350	As Is	.....	.....	.....	.....	.....	.....	360	.....	.....	.....	.....	360a			
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	300	265	.....	.....	325	200	250	.....	315	.....	285	277				
34-A	1913	Enclosed E-L.	5	4	32	3500	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
54-A	1913	Tour. E-L.	4	4	46	4250	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	350	300	.....	.....	375	200	250	.....	315	.....	285	296				
56-A	1913	Tour. E-L.	6	4	46	4500	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	350	300	.....	.....	375	200	250	.....	315	.....	285	296				
	1913	Enclosed E-L.	6	4	46	6000	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	1914	Rd.-Tr. E-L. & S.	2-4	6	43	2750	As Is	.....	.....	.....	450	325	.....	.....	.....	.....	.....	.....	590	493a		
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	350	350	.....	.....	375	300	300	.....	360	.....	345	340				

AMPLEX (Discontinued)

Mfd. by Amplex Motor Car Co., Mishawaka, Ind.

M	1912	Rd.-Tr.	2-5-7	4	32	2250	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.
							Rebuilt
						As Is Apprd.	100	100	.....	.....	100	75	100	.....	100	.....	115	98	
M	1912	Enclosed	7	4	32	4000	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
K	1912	Rd.-Tr.	2-5-7	4	40	4500	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	100	100	.....	.....	100	75	100	.....	100	.....	115	98	
K	1912	Enclosed	7	4	40	5800 to 6000	As Is	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

APPERSON

Mfd. by Apperson Auto Co., Kokomo, Ind.

4-45	1912	Tour.	5	4	32	1600	As Is
							Partial Ovhl.
							Rebuilt
						As Is Apprd.	160	125	.....	.....	160	75	150	.....	160	.....	170	142
4-45	1912	Rds.	2	4	32	1750	As Is
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	160	150	.....	.....	160	75	150	.....	160	.....	176	146
4-45	1912	Tour.	7	4	32	2250	As Is
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	150	125	.....	.....	160	75	150	.....	160	.....	175	142
4-55	1912	Tour.	5	4	36	2000	As Is	200	200
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	150	150	.....	.....	160	75	150	.....	160	.....	175	145
4-55	1912	Tour.	7	4	36	3000	As Is
							Partial Ovhl.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
							Rebuilt	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
						As Is Apprd.	150	200	.....	.....	160	75	150	.....	160	.....	175	152

