


**Kelley Blue Book** THE TRUSTED RESOURCE®

## Used Car Private Party Values

### Trade-In/Sell Values



## 2004 Mercury Mountaineer

Style: Sport Utility 4D

### Private Party Value

 Excellent  
**\$8,403**

 Very Good  
**\$8,053**

 Good  
**\$7,853**

 Fair  
**\$6,928**

### Vehicle Highlights

MPG: City 13/Hwy 18

Doors: 4

Drivetrain: AWD

EPA Class: Sport Utility Vehicles

Country of Origin: United States

Max Seating: 7

Engine: V6, Flex Fuel, 4.0 Liter

Transmission: Automatic

Body Style: Sport Utility

Country of Assembly: United States

### Your Configured Options

Our pre-selected options, based on typical equipment for this car.

✓ Options that you added while configuring this car.

#### Engine

✓ V6, Flex Fuel, 4.0 Liter

#### Transmission

Automatic

#### Drivetrain

AWD

#### Braking and Traction

ABS (4-Wheel)

#### Comfort and Convenience

 Air Conditioning  
 Power Windows  
 Power Door Locks  
 Cruise Control

#### Steering

 Power Steering  
 Tilt Wheel

#### Entertainment and Instrumentation

 AM/FM Stereo  
 CD (Single Disc)

#### Safety and Security

Dual Air Bags

#### Seats

 Power Seat  
 ✓ Leather  
 ✓ Third Row Seat

#### Roof and Glass

 ✓ Sun Roof (Sliding)  
 Privacy Glass

#### Cargo and Towing

Roof Rack

#### Wheels and Tires

Alloy Wheels

### Glossary of Terms

**Kelley Blue Book® Trade-in Value** - This is the amount you can expect to receive when you trade in your car to a dealer. This value is determined based on the style, condition, mileage and options indicated.

**Kelley Blue Book® Private Party Value** - This is the starting point for negotiation of a used-car sale

between a private buyer and seller. This is an "as is" value that does not include any warranties. The final price depends on the car's actual condition and local market factors.

**Excellent Condition:** 3% of all cars we value meet this criteria. This car looks new and is in excellent mechanical condition. It has never had paint or bodywork and has an interior and body free of wear and visible defects. The car is rust-free and does not need reconditioning. Its clean engine compartment is free of fluid leaks. It also has a clean title history, has complete and verifiable service records and will pass safety and smog inspection.

**Very Good Condition:** 23% of all cars we value meet this criteria. This car has minor wear or visible defects on the body and interior but is in excellent mechanical condition, requiring only minimal reconditioning. It has little to no paint and bodywork and is free of rust. Its clean engine compartment is free of fluid leaks. The tires match and have 75% or more of tread. It also has a clean title history, with most service records available, and will pass safety and smog inspection.

**Good Condition:** 54% of all cars we value meet this criteria. This car is free of major mechanical problems but may need some reconditioning. Its paint and bodywork may require minor touch-ups, with repairable cosmetic defects, and its engine compartment may have minor leaks. There are minor body scratches or dings and minor interior blemishes, but no rust. The tires match and have 50% or more of tread. It also has a clean title history, with some service records available, and will pass safety and smog inspection.

**Fair Condition:** 18% of all cars we value meet this criteria. This car has some mechanical or cosmetic defects and needs servicing, but is still in safe running condition and has a clean title history. The paint, body and/or interior may need professional servicing. The tires may need replacing and there may be some repairable rust damage.

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