**Negotiating A Purchase**

**Max is shopping for a used car. He goes to see Jim, who is selling his used Honda. After a test drive, Max negotiates with Jim and gets him to reduce the price by $800.**

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| Jim | Hello. Jim Harris speaking. |
| Max | Hello, Jim. My name is Max Taylor. I'm shopping for a used car, and I saw you ad for a 2008 Honda Civic. |
| Jim | The car is still available, but I'm getting lots of calls for it. |
| Max | How about if I **swing by** at 5:30? |
| Jim | Okay, I'm on 433 Main Avenue, across the street from Arroyo High School. |
| **Max comes over to Jim's house.** | |
| Max | Hi, I'm here to see the car. |
| Jim | Good to meet you, Max. I'm Jim. Would you like to **take a test drive?** |
| Max | Yes, thanks. **The last thing I need is** another **lemon**! |
| Jim | You don't have to worry about that. This is a great car. |
| **They return from the drive** | |
| Max | It does drive well. |
| Jim | And it's **in mint condition!** |
| Max | You're asking $8,000 for it? |
| Jim | Yes, it's a **steal**. |
| Max | It's a nice car, but it's a two-door car and I was hoping to buy a four-door. |
| Jim | A car like this is going to sell quickly. I'd hate for you to **miss out.** |
| Max | I'll give you $7,000. |
| Jim | Let's **split the difference**. If you can make it $7,500, **you've got a deal.** |
| Max | I'd like to **sleep on it**. Can I **give you a ring** in the morning? |
| Jim | I'd like to **reach an agreement** now. How about $7300? |
| Max | Would you take $7,200? |
| Jim | I don't want to **haggle**. |
| Max | I'm sorry to **nickel and dime** you, but **money is tight** for me right now. |
| Jim | Okay, let's **close the deal**. I'll take $7,200. |

**Idioms & Expressions**

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| **Close the deal** | To reach an agreement during a negotiation.  If you can take $5,000 off the price of the house, we can **close the deal** now. |
| **Give someone a ring** | To call someone on the telephone.  I'll **give you a ring** in the morning, so we can make plans for tomorrow night. |
| **Haggle** | To argue over a price.  Greg **haggled** with the eBay seller and ended up saving $15 off the price of the guitar. |
| **In mint condition** | In excellent condition; like new.  David has a large collection of old comic books **in mint condition.** |
| **Lemon** | A car that doesn't work well.  Molly's car is in the repair shop every month. What a **lemon**! |
| **Miss out** | To lose an opportunity; to not experience.  Sara submitted her application too late and **missed out** on the opportunity to spend the semester in Paris. |
| **Money is tight** | to not have a lot of money.  **Money is tight** for Paul and Wendy right now, with two kids in college. |
| **Nickel and dime someone** | 1- to argue with someone over a small amount of money.  Mepstein Industries has a reputation for being cheap. People say they **nickel and dime** their suppliers.  2- to annoy someone by charging for every small thing.  Fred complained that the hotel **nickel and dimed** him by charging for local phone calls, Internet, and a pass for the gym. |
| **Reach an agreement** | to make an agreement.  We negotiated for several days before finally **reaching an agreement.** |
| **Sleep on it** | to take a day to think about a decision  I can't give you an answer now regarding the job offer. I need to **sleep on it**. |
| **Split the difference** | To share a difference in cost 50 – 50.  You asked for a salary of $60,000, and we said the position paid $52,000. Let's **split the difference** and say $56,000. |
| **Steal** | A very good price.  You bought a new computer for $199? What a **steal**! |
| **Swing by** | To visit someone or a place for a short period of time; to make a quick visit.  I forgot my jacket at your house last night. Let me **swing by** after work and pick up. |
| **Take for a test drive** | To drive a car to see how it runs.  Before he bought his new BMW, Jim **took it for a test drive.** |
| **The last thing I need is** | I definitely don't need; I really don't want.  I hope rick and Jenny are planning to stay at a hotel when they visit town. **The last thing I need is** more houseguests! |
| **You've got a deal** | I agree; I agree to your terms.  You want $99 for that dining room table? **You've got a deal!** |