



1997 Honda Odyssey LX

Honda Odyssey

This minivan is so Honda: Solid, reliable and roomy. The Odyssey doesn't look like a minivan, but more like an oversized station wagon. It has four doors, none of which are sliding. It sits lower than other minivans and the interior, while roomy, is spartan. If you want the versatility of a minivan but not the look, the Odyssey is worth considering. The 2.2-liter engine spews 140 horsepower, a bit sluggish for fast-paced traffic. A favorite feature is the rear seats that fold-down into the floor, leaving large cargo space, without the hassle of removing them.

Minivans

Make/model	Avg. Transaction Price	0-60	Engine (Liter/Cylinders)	Horse Power	City MPG	Doors Dual Slide	Volume Max. cargo	Wheel-base	Length/Width	ABS
Chevrolet Astro	\$17991	10.1	4.3/6	190	16	N	170.4	111.0	189.8/77.5	std.
Chevrolet Venture Regular Length	\$18306	9.9	3.4/6	180	18	Y	126.6	112.0	186.9/72.0	std.
Chevrolet Venture Extended Length	\$19377	10.9	3.4/6	180	18	Y	155.9	120.0	200.9/72.0	std.
Chrysler Town & Country SX	\$24584	N/A	3.3/6	158	17	Y	138.5	113.3	186.4/75.0	std.
Chrysler Town & Country LX	\$24776	10.5	3.3/6	158	17	Y	162.9	119.3	199.7/75.0	std.
Dodge Caravan	\$15929	10.8	2.4/4	150	20	Y	142.9	113.3	186.3/75.0	opt.
Dodge Grand Caravan	\$17170	10.5	3.3/6	158	18	Y	168.5	119.3	199.6/75.0	opt.
Ford Aerostar XLT	\$16550	N/A	3.0/6	140	16	N	133.4	118.9	174.9/71.7	std.*
Ford Aerostar XLT Extended Length	\$19084	10.2	4.0/6	155	16	N	166.8	118.9	190.3/71.7	std.*
1998 Ford Windstar 3.0L	\$17981	10.3	3.0/6	150	17	N	142.1	120.7	201.2/75.8	std.
GMC Safari	\$17368	10.1	4.3/6	190	16	N	170.4	111.0	189.8/77.5	std.
Honda Odyssey LX	\$21365	11.7	2.2/4	140	20	N/A†	93.5	111.4	187.2/70.6	std.
1996 Isuzu Oasis	\$21957	11.7	2.2/4	140	20	N/A†	93.5	111.4	187.2/70.6	std.
Mazda MPV LX	\$21255	11.8	3.0/6	155	16	N/A†	110.4	110.4	183.5/71.9	std.
Mercury Villager GS	\$18578	12.3	3.0/6	151	17	N	126.0	112.2	190.2/73.8	std.
Nissan Quest XE	\$19412	11.4	3.0/6	151	17	N	114.8	112.2	189.9/73.7	opt.
Oldsmobile Silhouette Regular Length	\$19915	9.9	3.4/6	180	18	N	126.6	112.0	187.4/72.2	std.
Oldsmobile Silhouette Extended Length	\$20677	10.9	3.4/6	180	18	Y	148.3	120.0	201.4/72.2	std.
Plymouth Voyager Base	\$15365	10.8	2.4/4	150	20	Y	142.9	113.3	186.3/75.0	opt.
Plymouth Grand Voyager	\$16507	10.5	3.3/6	158	18	Y	168.5	119.3	199.6/75.0	opt.
Pontiac Trans Sport SE SWB	\$18816	9.9	3.4/6	180	18	N	126.6	112.0	187.3/72.7	std.
Pontiac Trans Sport SE Extended Length	\$19697	10.9	3.4/6	180	18	Y	155.9	120.0	201.3/72.7	std.
1996 Toyota Previa DX S/C	\$21822	10.6	2.4/4	161	18	N	157.8	112.8	187.0/70.8	opt.

Prices do not include options or destination charge
Data provided by **Automobile Magazine** and **Edmund's New Car Price Guide**
* rear wheels only
† van has 4 forward-hinged doors

Compiled by Adam J. Dixon

CITY RESIDENTS PREFER NEW VEHICLES OVER USED

Studies show that new vehicles are preferred by residents of urban areas, while used vehicles sell better in rural areas. According to market research, New York, Detroit, Washington, D.C. and Houston rank in the top 10 of new car sales compared to used. However, it appears that economic status primarily dictates the buying trends. Some 60 percent of all new vehicles are bought by consumers in the top 40 percent income bracket, and these consumers live predominantly around major urban areas.

And, used vehicle sales outnumbered new sales by more than two to one, or 35.5 million to 14.8 million, according to the Polk Used-vehicle Database. In some communities, three of every four sales involved used vehicles. The popularity of used vehicles has spurred the growth of auto "super stores" which offer pre-owned vehicles with low mileage and competitive warranties. Such benefits have enabled less-than-wealthy consumers to purchase used vehicles with the same confidence and peace of mind that new car buyers enjoy.

NATIONAL Motorsports ASSOCIATION

BLACK RACING VETS HONORED

Six racing veterans have been inducted into the National Motorsports Association's (NMA) Hall of Fame. The induction ceremony was one of the first activities of the newly-formed 100-member organization, based in Oak Park, Mich. "It is time to honor more African Americans for achievements in racing and automotive engineering," said Carmen Carter, founder and president of NMA. Honorees included: Luther Garner, Paul Davis, Ernest Miller, Lloyd Hill, Martin and Samuel Gurley. Organized by African-American motorsports professionals, the NMA represents all forms of motorsports, including professional racing, sports cars, street rods, motorcycles and vintage cars. For membership information, call (313) 834-5601 or (313) 837-0078.

VOICES

By Genea Luck

When you shop for a vehicle, do you prefer to negotiate or pay a preset price?
Many dealers are beginning to sell all vehicles at preset prices so consumers won't have to haggle with dealers.



"I prefer a preset price. The whole thing is very adversarial. The dealer is trying to separate you from your money and you are trying to hold on to it. I hate haggling. Most of the time, I go through a car buyer's club anyway."

Joseph Fenrick, Jr.
Capitol Heights, Md.



"I don't believe in a preset price, there's no such thing. Dealers are not going to be honest anyway, so I'm going to haggle them down to my price. It's my money and I have to pay an amount I can afford."

Anna Maria Leveaux
Los Angeles, Ca.



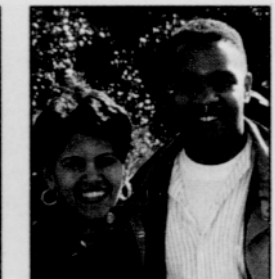
"I like to negotiate. I want to pay the least amount possible for the vehicle. I'm the perfect negotiator. I always do my homework. And, even if I know that a dealer has no intentions of going down on the price of a car, I still negotiate for the challenge."

Diane Harris
Atlanta, Ga.



"Everyone knows that dealers raise the price of cars to make a profit. Even when they advertise the preset prices as a great deal. I always negotiate."

Robert Anderson
Pittsburgh, Pa.



"I recently bought a car I negotiated down about \$3200. It only took a couple of hours. I am comfortable negotiating because I used to be a salesman, so I know all the techniques. Toynette leases her vehicle, so she's happy with a preset price."

Eric Broyles and Tonyette Wooldridge
Washington, D.C.