

2011 Audi S5 Cabriolet

Independent deal assessment - vehicle review - valuation guidance - negotiation plan



VEHICLE	MILEAGE	TRANSMISSION
2011 Audi S5	69,000 miles	Automatic
ASKING PRICE	BODY STYLE	DRIVETRAIN
£X,XXX	Cabriolet	quattro

Important: this is a demonstration report

This document is a fictional, anonymous website mock-up. The HPI and CAP sections show the type of information a client could receive. They are not live HPI or CAP results, and the part-exchange figures are placeholders.

1. Executive Summary

Overall assessment	NEGOTIATE - SUBJECT TO SPECIALIST INSPECTION
National market	Around £750 above where we would want it
Local market	Around £250 above a sensible local target
Recommended opening offer	£500 below the dealer's asking price
Acceptable price outcome	A £250 discount - but only if the car passes inspection

The asking price looks ambitious nationally but much closer to market locally. That makes negotiation worthwhile. However, the age and mechanical complexity of this S5 matter more than a £250-£500 saving if a major repair is waiting around the corner.

WARNING - TIMING CHAIN HISTORY

There is no mention in the advert of this S5 having timing-chain, guide or tensioner replacement work.

The timing chain is not a routine service item with a simple scheduled replacement interval. However, this car is now around 15 years old. Its age makes the condition and history of the timing system an important consideration.

THIS IS POTENTIALLY A MAJOR FINANCIAL RISK.

Timing-chain problems can involve the chains, guides and tensioners. Access makes major repair work exceptionally labour-intensive. A substantial timing-system repair could therefore represent a very significant proportion of this car's current value - potentially approaching half its value in a worst-case major repair scenario.

Before buying, I would want a cold-start inspection by an Audi/VAG specialist, a diagnostic scan and any available evidence concerning previous timing-system work.

If the seller cannot provide reassuring evidence, this issue alone should make you question whether this particular S5 is worth buying.

A car that appears reasonably priced can quickly become extremely expensive if major timing-chain work is required soon after purchase.

2. Vehicle History & CAP Valuation

Illustrative HPI-style check

Check	Sample result	What it means
Finance	Clear	No outstanding finance shown in this mock-up.
Stolen	Clear	No stolen marker shown.
Insurance write-off	Clear	No total-loss category shown.
Mileage	No discrepancy	Recorded mileage progression appears consistent.
VIN / registration	Match	Identifiers would be checked against the vehicle before purchase.

What we would still verify: original VIN plates and glass markings, MOT mileage history, service invoices, registered keepers, plate changes, recall completion and security-equipment documentation.

Illustrative CAP-style value report

Condition band	Indicative trade value	How we would use it
Clean	£X,XXX	Exceptional condition for age, strong history and minimal preparation required.
Average	£X,XXX	Normal age-related wear with no major mechanical or cosmetic concerns.
Below Average	£X,XXX	Visible preparation, incomplete history, imminent maintenance or other value deductions.

Valuation context

CAP is only part of the picture. On an older S5 Cabriolet, history, roof condition, gearbox behaviour, tyres, brakes and evidence of expensive preventative maintenance can materially change what a particular car is worth.

3. The Deal You Have Been Offered

Dealer asking price	£X,XXX
Your part-exchange allowance	£X,XXX
Cash difference / balance	£X,XXX
Finance / extras	None included in this sample

Our price assessment

National comparison	AROUND £750 TOO EXPENSIVE
Local comparison	AROUND £250 TOO EXPENSIVE

Nationally, we would want this Audi to be around £750 cheaper. Locally, the gap narrows to around £250. If you are not prepared to travel, the local comparison is the more useful negotiating evidence.

Negotiation plan

Offer £500 less than the asking price and be prepared to settle for £250 off. Crucially, do not let a small discount persuade you to accept an unresolved timing-system risk. The mechanical inspection comes before the final buying decision.

4. Your Part-Exchange

Fictitious example vehicle: desirable mainstream hatchback, correct colour/specification, good service history and good condition.

Disposal route	Expected return	Assessment
Trade-in with dealer	£X,XXX	Lowest return, but easiest. The current offer is below the minimum we would accept.
Online buying service	£X,XXX	Likely stronger than the dealer allowance, with relatively little selling effort.
Private sale	£X,XXX	Best financial outcome if you can handle advertising, enquiries, viewings and payment.

I would recommend selling privately in this example. Your vehicle is sought-after, has the right colour and specification, and its history and condition make it easier to market confidently.

The difference between the trade figure and a private-sale return is large enough to justify the inconvenience. If you are prepared to sacrifice up to £X,XXX for convenience, trading it in remains valid.

Important negotiating rule

Treat the Audi price and your part-exchange value as two separate transactions. A generous-looking allowance can be cancelled out by an inflated selling price, and vice versa.

5. Used Audi S5 Assessment

The advert describes a 2011 S5 Cabriolet with the 3.0 TFSI petrol V-6, S Tronic transmission and quattro all-wheel drive. The mileage is 69,000 miles. Equipment and condition claims should be verified against the car and its paperwork.

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WHAT WE LIKE	WHAT NEEDS INVESTIGATION
• Mileage is modest for the age. • Two keys are a useful positive. • Recent servicing would reduce one immediate unknown if documented. • quattro and the supercharged V-6 make this a special open-top car. • Heated leather, parking sensors and 19-inch alloys suit the model well.	• Timing-chain history is the biggest unanswered question. • S Tronic behaviour must be checked from cold and fully warm. • The roof should complete several full cycles without hesitation. • Check for coolant loss and water-pump or thermostat history. • Inspect tyres and brakes carefully; performance-car consumables are costly. • Confirm the complete service history rather than relying on an advert summary.

6. Age, Mileage & Future-Cost Risk

This generation of S5 Cabriolet can be rewarding, but it is not a low-risk ownership proposition. At this age, evidence of preventative maintenance matters more than mileage alone.

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Area	What to check	Potential implication
Timing-chain system	Listen carefully from a genuinely cold start. Ask specifically about chains, guides and tensioners. A specialist diagnostic assessment is strongly recommended.	Potentially one of the most serious ownership risks. Major work can be extremely labour-intensive and could consume a very large proportion of the car's value.
S Tronic transmission	Check for harsh shifts, hesitation, clutch judder, warning messages and reluctance to select gears.	Mechatronic or clutch work can become a major four-figure repair. Service history is crucial.
Water pump / thermostat	Look for coolant loss, overheating history, dried coolant residue and evidence of previous replacement.	Cooling-system faults can produce substantial bills and should not be dismissed as minor on an older performance car.

Convertible roof	Cycle the roof repeatedly. Check seals, drains, boot area, hydraulic operation and warning messages.	Electrical, hydraulic and water-ingress faults can become time-consuming to diagnose.
PCV / intake system	Watch for abnormal idle, oil consumption, vacuum-related symptoms and unexplained warning lights.	Repairs may be manageable individually, but multiple age-related faults can quickly change the economics.
Brakes, tyres & suspension	Inspect disc condition, pad life, tyre age and matching quality, plus knocks or uneven wear.	S5-sized consumables cost more than ordinary family-car parts, so deferred maintenance matters.

Pre-purchase inspection is essential

For this particular type of car, I would make the purchase conditional on an Audi/VAG specialist inspection and diagnostic scan. A clean history check cannot establish the condition of the timing system, gearbox, roof or cooling system.

7. Conclusion & Recommended Action

VERDICT: WORTH PURSUING ONLY AFTER SPECIALIST INSPECTION

The deal itself is not unreasonable, and nothing here suggests you are being "ripped off." However, the unanswered timing-chain history changes the buying recommendation. A £250 or £500 saving is irrelevant if the car subsequently requires major timing-system work.

I recommend offering £500 less than the dealer is asking, with £250 off as an acceptable price outcome. But that recommendation is conditional. Do not complete the purchase until an Audi/VAG specialist has assessed the timing system and the seller has supplied the fullest available maintenance history.

If the inspection identifies concerning timing-chain noise, diagnostic evidence or other signs of significant wear, I would walk away rather than negotiate harder. The potential repair exposure is too large to solve with another few hundred pounds off the purchase price.

If you trade your old car in with this dealer, do not settle for less than £X,XXX. You should be able to get £X,XXX from an online buying service, or £X,XXX privately.

I would favour the private sale. Your old car is sought-after, in the right colour and specification, with good history and condition. If convenience is worth up to £X,XXX to you, trade-in remains an option.

Suggested order of action

- Ask specifically for evidence concerning timing-chain, guide or tensioner work.
- Obtain the complete service record and S Tronic maintenance evidence.
- Arrange a cold-start inspection and diagnostic scan with an Audi/VAG specialist.
- Walk away if the timing-system findings are concerning or the seller resists inspection.
- Only then negotiate the Audi: open at £500 below asking and target at least £250 off.
- Negotiate your part-exchange separately and compare alternative disposal routes.

8. Other Options to Consider

Audi A5 Cabriolet

Before committing to the S5, I would seriously consider an A5 Cabriolet of similar age and condition. It will not provide the same performance or character, and a particularly good A5 may cost a little more to buy than a cheap S5.

That apparent contradiction matters. Older high-performance cars can look inexpensive because buyers price in their running costs and repair exposure. An A5 Cabriolet generally offers lower fuel, insurance, tyre, brake and maintenance exposure, depending on engine and specification.

The A5 is not automatically trouble-free, so history and inspection still matter. However, if your priority is open-top Audi ownership rather than S5 performance, an A5 can be the more rational long-term purchase.

Why the cheaper S5 may not really be cheaper

A low purchase price can be misleading on an ageing performance car. If this S5 needs major timing-system, gearbox or roof work, the saving against a better A5 could disappear immediately. The condition and maintenance history should decide the purchase - not the badge or headline price.

Sample-report disclaimer: This mock-up is for website demonstration only. It is not a live valuation, vehicle-history certificate, mechanical inspection, warranty, finance recommendation or guarantee of future reliability. Real reports should use current vehicle-specific data and documentary evidence.