

2018 Ford Explorer Limited FWD (Zip code: 20850) (Date: 7/11/2018)

	TrueCar	CarBargains
Base Invoice	N/A	\$40,196
Base MSRP	\$42,090	N/A
Freight Delivery Charge	\$995	\$995
Factory Installed Options	\$1,695	\$1,610
Total Dealer Fees	\$699	\$698
Advertising Fee	\$0	\$0
CarBargains Fee	N/A	\$250
Discount off MSRP*	\$3,712	N/A
Discount off Invoice**	N/A	\$2,800
Customer Rebate	\$3,000	\$3,000
TrueCar "TruePrice" vs CarBargains Price	\$38,767	\$37,949
CarBargains Savings Compared to the TrueCar "TruePrice"		\$818
*TrueCar received pricing from dealers relative to MSRP. All options are priced at MSRP.		
**CarBargains received pricing from dealers relative to Invoice. All options are priced at Invoice.		