

2019 Honda Civic Sedan LX CVT (Zip Code 22124) (12/14/18)

	TrueCar	CarBargains Bidders
Base Invoice	N/A	\$18,822
Base MSRP	\$20,250	N/A
Freight Delivery Charge	\$895	\$895
Factory Installed Options	\$0	\$0
Total Dealer Fees	\$699	\$299
Dealer Accessory*: Appearance Package	\$509	\$509
Dealer Accessory**: Wheel Locks	N/A	\$0
Dealer Accessory**: Splash Guards	N/A	\$0
Dealer Accessory**: Color Door Edge Guards	N/A	\$0
Dealer Accessory**: Pin Striping	N/A	\$0
Advertising Fee	\$0	\$0
CarBargains Fee	N/A	\$250
Markup from MSRP***	\$272	N/A
Discount off Invoice****	N/A	\$1,200
Customer Rebate	\$0	\$0
TrueCar "TruePrice" vs Price CarBargains Experts Got	\$22,625	\$19,575
CarBargains Savings Compared to the TrueCar "TruePrice"		\$3,050
*TrueCar's bid has a dealer accessory package so for comparison purposes CarBargains matched the same dealer accessory package		
**CarBargains bid for this dealership has dealer accessories that the customer gets for free whereas the TrueCar dealer's price does not include these dealer accessories		
***TrueCar received pricing from dealers relative to MSRP.		
****CarBargains received pricing from dealers relative to Invoice.		