

2019 Lexus ES 350 Luxury FWD  
 Zip Code: Frankfort, IL 60423 (7/12/2019)

	<b>TrueCar</b>	<b>CarBargains</b>
Base Invoice	N/A	\$39,677
Base MSRP	\$42,155	N/A
Freight Delivery Charge	\$995	\$1,025
Factory Installed Options	\$8,937	\$7,795
Total Dealer Fees	\$172	\$180
Advertising Fee	\$0	\$636
CarBargains Fee	N/A	\$250
Discount off MSRP*	\$2,867	N/A
Discount off Invoice**	N/A	\$2,000
Customer Rebate	\$0	\$0
TrueCar "TruePrice" vs CarBargains Price	\$49,392	\$47,563
<b>CarBargains Savings Compared to the TrueCar "TruePrice"</b>		<b>\$1,829</b>
<b>CarBargains Savings Compared to the Total MSRP</b>		<b>\$4,696</b>
<p>*TrueCar received pricing from dealers relative to MSRP.  **CarBargains received pricing from dealers relative to Invoice.</p>		