

2019 Toyota Prius XLE  
 Zip Code: Rockville, MD 20855 (11/25/2019)

|                                                                                                                                       | TrueCar        | CarBargains |
|---------------------------------------------------------------------------------------------------------------------------------------|----------------|-------------|
| Base Invoice                                                                                                                          | N/A            | \$25,897    |
| Base MSRP                                                                                                                             | \$27,820       | N/A         |
| Freight Delivery Charge                                                                                                               | \$930          | \$930       |
| Factory Installed Options                                                                                                             | \$981          | \$683       |
| Advertising Fee                                                                                                                       | \$0            | \$528       |
| CarBargains Fee                                                                                                                       | N/A            | \$250       |
|                                                                                                                                       |                |             |
| Discount off MSRP*                                                                                                                    | \$1,281        | N/A         |
| Discount off Invoice**                                                                                                                | N/A            | \$2,330     |
| Customer Rebate                                                                                                                       | \$2,500        | \$2,500     |
|                                                                                                                                       |                |             |
| TrueCar "TruePrice" vs CarBargains Price                                                                                              | \$25,950       | \$23,458    |
|                                                                                                                                       |                |             |
| <b>CarBargains Savings Compared to the TrueCar "TruePrice"</b>                                                                        | <b>\$2,492</b> |             |
|                                                                                                                                       |                |             |
| Total Dealer Fees                                                                                                                     | \$300          | \$300       |
|                                                                                                                                       |                |             |
| TrueCar vs CarBargains Total Price                                                                                                    | \$26,250       | \$23,758    |
|                                                                                                                                       |                |             |
| <b>CarBargains Savings Compared to the total MSRP</b>                                                                                 | <b>\$6,273</b> |             |
| <p>*TrueCar received pricing from dealers relative to MSRP.<br/> **CarBargains received pricing from dealers relative to Invoice.</p> |                |             |