

2020 Toyota Corolla Hatchback SE CVT  
 Zip Code: Washington, DC 20003 (3/2/2020)

|   | TrueCar        | CarBargains |
|---|----------------|-------------|
| Base Invoice  | N/A            | \$19,806    |
| Base MSRP   | \$21,390       | N/A         |
| Freight Delivery Charge   | \$955          | \$955       |
| Factory Installed Options   | \$314          | \$193       |
| Advertising Fee   | \$0            | \$404       |
| CarBargains Fee   | N/A            | \$250       |
|   |                |             |
| Discount off MSRP*  | \$1,505        | N/A         |
| Discount off Invoice**  | N/A            | \$2,199     |
| Customer Rebate   | \$1,000        | \$1,000     |
|   |                |             |
| TrueCar "TruePrice" vs CarBargains Price  | \$20,154       | \$18,409    |
|   |                |             |
| <b>CarBargains Savings Compared to the TrueCar "TruePrice"</b>  | <b>\$1,745</b> |             |
|   |                |             |
| Total Dealer Fees   | \$300          | \$300       |
|   |                |             |
| TrueCar vs CarBargains Total Price  | \$20,454       | \$18,709    |
|   |                |             |
| <b>CarBargains Savings Compared to the total MSRP</b>   | <b>\$4,250</b> |             |
| <p>*TrueCar received pricing from dealers relative to MSRP.<br/> **CarBargains received pricing from dealers relative to Invoice.</p> |                |             |