

2020 Lexus ES 300h FWD

Zip Code: Washington, DC 20016 (09/29/2020)

	TrueCar	CarBargains
Base Invoice	N/A	\$39,117
Base MSRP	\$41,760	N/A
Freight Delivery Charge	\$1,025	\$1,025
Factory Installed Options	\$6,420	\$5,763
Advertising Fee	\$0	\$835
CarBargains Fee	N/A	\$250
Discount off MSRP*	\$3,597	N/A
Discount off Invoice**	N/A	\$6,300
Customer Rebate	\$0	\$0
TrueCar "TruePrice" vs CarBargains Price	\$45,608	\$40,690
CarBargains Savings Compared to the TrueCar "TruePrice"	\$4,918	
Total Dealer Fees	\$679	\$500
TrueCar vs CarBargains Total Price	\$46,287	\$41,190
CarBargains Savings Compared to the total MSRP	\$8,515	
<p>*TrueCar received pricing from dealers relative to MSRP. **CarBargains received pricing from dealers relative to Invoice.</p>		