

**County of Los Angeles
Vehicle Purchasing Service Program - VPSP
Toyota Price Comparison**

Year	Model	Model Code & Body Style	CARSON TOYOTA Carson, CA Effective Date: 02/16/2017 Pricing Structure (for 2017 MY)	PENSKE TOYOTA Downey, CA Effective Date: 04/07/2016 Pricing Structure	LONGO TOYOTA El Monte, CA Effective Date: 04/07/2016 Pricing Structure	CLAREMONT TOYOTA Claremont, CA Effective Date: 03/14/2016 Pricing Structure
2016	Prius C	1201 - Model 1	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$800 under Factory Invoice	\$930 under Factory Invoice
	Prius C	1203 - Model 2	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$800 under Factory Invoice	\$930 under Factory Invoice
	Prius C	1205 - Model 3	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$800 under Factory Invoice	\$930 under Factory Invoice
	Prius C	1207 - Model 4	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$800 under Factory Invoice	\$930 under Factory Invoice
	Prius C	1208 - Special Edition	N/A	\$500 under Factory Invoice	\$800 under Factory Invoice	N/A
2016	Prius	1223 - Model 2	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1224 - 2 ECO	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1225 - Model 3	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1226 - 3 Touring	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1227 - Model 4	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1228 - 4 Touring	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1270 under Factory Invoice
	Prius	1229 - Model 5	N/A	\$500 under Factory Invoice	\$1000 under Factory invoice	N/A
2016	Prius V	1243 - Model 2	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1385 under Factory Invoice
	Prius V	1245 - Model 3	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1385 under Factory Invoice
	Prius V	1247 - Model 4	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1385 under Factory Invoice
	Prius V	1249 - Model 5	\$2000 under Factory Invoice	\$500 under Factory Invoice	\$1000 under Factory Invoice	\$1385 under Factory Invoice
2016	Prius Plug-In	1235	MSRP	N/A	N/A	N/A
	Prius Plug-In	1237	MSRP	N/A	N/A	N/A
	Prius Plug-In	1239	MSRP	N/A	N/A	N/A
2016	Camry LE Hybrid	2559	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$750 under Factory Invoice	\$1383 under Factory Invoice
	Camry XLE Hybrid	2560	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$750 under Factory Invoice	\$1383 under Factory Invoice
	Camry SE Hybrid	2561	\$1800 under Factory Invoice	\$500 under Factory Invoice	\$750 under Factory Invoice	\$1383 under Factory Invoice
2016	Highlander Hybrid - LE	6964	\$2500 under MSRP	\$1000 over Factory Invoice	\$500 under MSRP	\$200 under MSRP
	Highlander Hybrid XLE	6965	\$2500 under MSRP			
	Highlander Hybrid Limited	6966	\$2500 under MSRP	\$1000 over Factory Invoice	\$500 under MSRP	\$200 under MSRP
	Highlander Hybrid LTD Platinum	6967	\$2500 under MSRP	\$1000 over Factory Invoice	\$500 under MSRP	\$200 under MSRP
2016	RAV4 LE Hybrid	4436	\$500 under Factory Invoice	N/A	\$500 under MSRP	\$200 off MSRP
	RAV4 XLE Hybrid	4444	\$500 under Factory Invoice			
	RAV4 Limited Hybrid	4454	\$500 under Factory Invoice			
	RAV4 SE Hybrid	4456	\$500 under Factory Invoice	N/A	\$500 under MSRP	\$200 off MSRP
2016	Avalon Hybrid (Premium)	3506	\$1,500 under Factory Invoice	N/A	\$750 under Factory Invoice	\$1465 under Factory Invoice
	Avalon Hybrid (Touring)	3508	\$1500 under Factory Invoice	N/A	\$750 under Factory Invoice	\$1465 under Factory Invoice
	Avalon Hybrid (Limited)	3514	\$1500 under Factory Invoice	N/A	\$750 under Factory Invoice	\$1465 under Factory Invoice
Dealership Contact Information			<i>Gloria Rincon</i> 562-572-7709 or 310-803-4746 gloria@carsontoyota.com	<i>Linh Lam</i> 562-904-5686 llam@socalpenske.com	<i>Vic Smith</i> 626-580-6048 Victor.smith@longotoyota.com	<i>Bruce Wright or Peter Mehanna</i> 909-376-0300 or 909-625-1500 BruceWright@ClaremontToyota.com or MehannaPeter@yahoo.com

Note: Please schedule an appointment with the Dealership Contact person listed prior to going to the dealership.