



Lake Charles Toyota

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2026 RAV4 XSE

VIN: [Redacted]  
Stock #: 41917  
Model Code: 4530



Estimated Pricing Summary

|                                                              |                                         |                                   |                                   |                                          |
|--------------------------------------------------------------|-----------------------------------------|-----------------------------------|-----------------------------------|------------------------------------------|
| <b>\$43,890.00</b><br>VEHICLE SELLING <sup>25</sup><br>PRICE | <b>\$819.85</b><br>EST/MO <sup>38</sup> | <b>72</b><br>Months <sup>21</sup> | <b>5.99%</b><br>APR <sup>30</sup> | <b>\$0.00</b><br>CASH DOWN <sup>28</sup> |
|--------------------------------------------------------------|-----------------------------------------|-----------------------------------|-----------------------------------|------------------------------------------|

| FINANCE |         |                 |            |            |
|---------|---------|-----------------|------------|------------|
| Options |         | CASHDOWN        |            |            |
| Term    | Source  | \$0             | \$1,500    | \$3,000    |
| 48 MO.  | Special | \$1,137.72      | \$1,103.06 | \$1,068.41 |
| 60 MO.  | Special | \$932.56        | \$904.16   | \$875.75   |
| 72 MO.  | Special | <b>\$819.85</b> | \$794.88   | \$769.91   |

| LEASE (REGULAR) |          |                      |          |          |
|-----------------|----------|----------------------|----------|----------|
|                 |          | Miles / Year : 12000 |          |          |
| Options         |          | CASHDOWN             |          |          |
| Term            | Source   | \$0                  | \$1,500  | \$3,000  |
| 24 MO.          | Special  | \$830.91             | \$799.79 | \$730.01 |
| 36 MO.          | Special  | \$719.08             | \$694.46 | \$647.16 |
| 48 MO.          | Standard | \$770.72             | \$752.16 | \$713.95 |

|      |
|------|
| Cash |
|------|

| Pricing                                    | Total              |
|--------------------------------------------|--------------------|
| Vehicle Selling Price <sup>25</sup>        | \$43,890.00        |
| Total Suggested Retail Price <sup>18</sup> | \$43,890.00        |
| Dealer Price Adjustment <sup>34</sup>      | \$0.00             |
| Dealer Installed Accessories <sup>15</sup> | \$0.00             |
| Optional Accessories <sup>15</sup>         | \$0.00             |
| Optional Dealer F&I Products <sup>16</sup> | \$0.00             |
| Estimated Taxes & Fees <sup>19</sup>       | \$5,356.93         |
| Cash Down <sup>28</sup>                    | \$0.00             |
| Net Trade-In                               | \$0.00             |
| Total Incentives & Rebates <sup>11</sup>   | \$0.00             |
| <b>Total Amount Financed<sup>33</sup></b>  | <b>\$49,246.93</b> |

Payments calculated using this tool are estimates only based on information you provided. Actual prices and payments may be different. Financing payment calculations are based on APR and term. Lease payment calculations are based on term and annual mileage. Available on approved credit to very well qualified customers through Gulf States Financial Services and participating GST dealers on certain new or certified used Vehicle(s). Not all customers will qualify.

11. Financing through your Toyota dealer and their applicable lender is required for certain cash offers. In the estimation, this cash offer has been applied to the down payment. Limit one rebates per finance transaction. No cash payment will be made to consumer.

15. Optional accessories are selected by you and are included in Other Amounts Financed. Dealer Installed Accessories are included in the price of the vehicle. Please see your Dealer for pricing. Prices and product availability are subject to change without notice.

16. Protection products are optional and not required to obtain credit. Not all products are cancelable; refer to individual protection product agreements' terms and conditions or ask your dealer.

18. Total Suggested Retail Price includes manufacturer and distributor options and delivery, process and handling fees, which may be subject to change at any time. Excludes taxes, title, license and dealer options, fees and charges. Dealer price will vary.

19. Estimated Tax, Title, License, Registration and Documentation Fees are supplied by the dealership, TFS has not validated the accuracy or completeness of these amounts or that these amounts are in compliance with applicable law. The pricing system gives you the ability to toggle the displayed estimated payment to either include or exclude the taxes and fees (including but not limited to title, license, registration, documentation and other dealer fees) that will be owed by you.

21. The duration of the finance or lease contract, usually expressed in months. For example, 24 months or 36 months.

25. Vehicle Selling Price is the vehicle price, as determined by your dealer and includes Delivery, Processing and Handling, and any manufacturer or dealer installed accessories or equipment.

28. This is the amount of cash you bring to the transaction and it is applied to reduce the amount financed.

30. Annual Percentage Rate (APR). The cost of your credit expressed as a yearly rate.

32. Total of Payments is comprised of monthly payment times the term.

33. Estimated amount of credit provided to you or on your behalf. The agreed upon sale price of the vehicle, plus other amounts you are financing, less any down payment, including net trade-in allowance, and/or rebates. Includes charges for taxes, title, license fees. This is the amount that is subject to finance charges. This number already reflects any rebates selected in the payment estimator. The pricing system gives you the ability to toggle the displayed estimated payment to either include or exclude the taxes and fees (including but not limited to title, license, registration, documentation and other dealer fees) that will be owed by you.

34. Dealer Price Adjustment is the price adjustment, as determined by your dealer, from Total SRP to Vehicle Selling Price.

38. 5.99% Annual Percentage Rate (APR) for 72 months available to eligible customers who finance a new untitled 2026 Toyota RAV4 vehicle available through your participating Toyota dealer and Toyota Financial Services (TFS) valid through March 02, 2026. Estimated payment includes taxes, net trade-in, title, other fees and dealer fees and will vary based on many variables, including current market conditions, your credit history, down payment, the final negotiated price of the vehicle and other fees and charges that may be financed with your vehicle. On approved credit through participating Toyota dealers and Toyota Financial Services (TFS). Estimated Title, License, Registration and Documentation Fees are supplied by the dealership, TFS has not validated the accuracy or completeness of these amounts or that these amounts are in compliance with applicable law Estimation based on Estimated Selling Price / Total SRP of the vehicle. The pricing system gives you the ability to toggle the displayed estimated payment to either include or exclude the taxes and fees (including but not limited to title, license, registration, documentation and other dealer fees) that will be owed by you. Monthly payment for every \$1,000 financed at 5.99% - 72 months = \$16.57. The Down payment displayed is required for this offer. See your Toyota dealer for actual pricing, annual percentage rate (APR), monthly payment, and other terms and special offers. Pricing and terms of any finance transaction will be agreed upon by you and your dealer. Offers financed through the dealer and TFS are subject to change or terminate at any time.

Terms available for eligible customers who finance a new untitled 2026 Toyota RAV4 vehicle available through your participating Toyota dealer. Not all applicants will qualify. Estimated payment includes taxes, net trade-in, title, other fees and dealer fees and will vary based on the final negotiated price of the vehicle and other products and services that may be financed with your vehicle and any other offers your dealer may offer. Estimation based on Estimated Net Amount Due for the vehicle. The pricing system gives you the ability to toggle the displayed estimated payment to either include or exclude the taxes and fees (including

but not limited to title, license, registration, documentation and other dealer fees) that will be owed by you. Monthly payment for every \$1,000 financed at 5.99 % - 72 months = 16.57. See your Toyota dealer for actual pricing, annual percentage rate (APR), down payment, monthly payment, and other terms and special offers. Pricing and terms of any finance transaction will be agreed upon by you and your dealer. Offers are subject to change or terminate at any time.

Customer bonus cash: Cash offered by Toyota when financing through your Toyota dealer and Toyota Financial Services (GSFS) for new untitled 2026 RAV4 HYBRID AWD vehicle. In the estimation, this cash offer has been applied to the down payment. Limit one rebate per finance transaction. No cash payment will be made to consumer March 02, 2026.

