

>\$7K Savings - 2020 Key Selling Tips

Year	Make	Model	Cloth Trim	Leather Trim	Notes	WALK	Leather Trim MSRP	Leather % SAVINGS	Cloth Trim MSRP	Cloth % SAVINGS
2020	Buick	Enclave	Preferred	Premium*	*includes heated and cooled seats	\$ 8,400	\$ 49,595	17%	\$ 41,195	20%
2020	Buick	Envision	Essence	Premium II*	*includes heated and cooled seats	\$ 7,800	\$ 44,795	17%	\$ 36,995	21%
2020	Buick	Regal Sportback	Regal	GS		\$ 13,700	\$ 32,695	42%	\$ 26,295	52%
2020	Buick	Regal Sportback	Preferred	GS		\$ 11,100	\$ 39,995	28%	\$ 28,895	38%
2020	Chevrolet	Colorado	LT	ZR2		\$ 13,695	\$ 43,240	32%	\$ 29,545	46%
2020	Chevrolet	Equinox	LS	LT*	*With leather option	\$ 7,975	\$ 28,695	28%	\$ 26,495	30%
2020	Chevrolet	Malibu	LS	Premier		\$ 10,100	\$ 34,195	30%	\$ 24,095	42%
2020	Chevrolet	Silverado	LT	LTZ	Leather packages on lower trims are \$4K+	\$ 6,100	\$ 50,595	12%	\$ 44,495	14%
2020	Chevrolet	Silverado	Custom Trail Boss	High Country	Leather packages on lower trims are \$4K+	\$ 8,175	\$ 56,570	14%	\$ 43,795	19%
2020	Chevrolet	Suburban	LS	Premier		\$ 14,700	\$ 66,795	22%	\$ 52,095	28%
2020	Chevrolet	Tahoe	LS	Premier*	*includes heated and cooled seats	\$ 15,125	\$ 69,420	22%	\$ 49,295	31%
2020	Chevrolet	Traverse	LT Cloth	Premier		\$ 10,400	\$ 46,995	22%	\$ 36,595	28%
2020	Ford	Edge	SE	SEL*	*With leather option of \$4,150	\$ 7,000	\$ 38,505	18%	\$ 31,100	23%
2020	Ford	Edge	SE	ST		\$ 12,165	\$ 43,265	28%	\$ 31,100	39%
2020	Ford	Escape	S	Titanium		\$ 8,515	\$ 33,400	25%	\$ 24,885	34%
2020	Ford	Expedition	XLT	Limited		\$ 10,540	\$ 63,345	17%	\$ 52,810	20%
2020	Ford	Expedition MAX	XLT	Limited	*includes heated and cooled seats	\$ 10,540	\$ 66,375	16%	\$ 55,835	19%
2020	Ford	Explorer	XLT	Limited		\$ 11,455	\$ 48,130	24%	\$ 36,675	31%
2020	Ford	Explorer	XLT	Platinum		\$ 21,575	\$ 58,250	37%	\$ 36,675	59%
2020	Ford	Fusion	S	Titanium		\$ 11,280	\$ 34,450	33%	\$ 23,170	49%
2020	Ford	Fusion	SE	Titanium*	*includes heated and cooled seats	\$ 9,950	\$ 34,450	29%	\$ 24,500	41%
2020	GMC	Acadia	SL	SLT		\$ 9,900	\$ 40,895	24%	\$ 30,995	32%
2020	GMC	Canyon	SLE	Denali		\$ 9,500	\$ 41,595	23%	\$ 32,095	30%
2020	GMC	Sierra	Sierra	SLT		\$ 10,800	\$ 45,895	24%	\$ 45,895	24%
2020	GMC	Yukon	SLE	SLT*	*includes heated and cooled seats	\$ 8,000	\$ 58,895	14%	\$ 50,895	16%
2020	Hyundai	Palisade	SE	SEL*	*With leather option	\$ 10,550	\$ 38,145	28%	\$ 32,645	32%
2020	Hyundai	Palisade	SEL	Limited		\$ 8,100	\$ 45,795	18%	\$ 37,695	21%
2020	Hyundai	Santa Fe	SEL	Limited		\$ 8,000	\$ 35,650	22%	\$ 27,650	29%
2020	Hyundai	Veloster	2.0	Turbo Ultimate	*includes heated seats	\$ 9,550	\$ 29,070	33%	\$ 19,520	49%
2020	Jeep	Gladiator	Sport	Overland		\$ 8,345	\$ 40,395	21%	\$ 33,545	25%
2020	Jeep	Gladiator	Sport S	Rubicon		\$ 8,295	\$ 43,545	19%	\$ 36,745	23%
2020	Jeep	Wrangler 4 Door	Sport	Sahara		\$ 8,345	\$ 38,645	22%	\$ 31,795	26%
2020	Jeep	Wrangler 4 Door	Sport	Rubicon		\$ 11,495	\$ 41,795	28%	\$ 31,795	36%
2020	Kia	Sorento	LX	EX		\$ 7,300	\$ 35,290	21%	\$ 27,990	26%
2020	Kia	Sorento	LX	SX		\$ 12,000	\$ 39,990	30%	\$ 27,990	43%
2020	Mitsubishi	Outlander	ES 2.4	GT 3.0 AWC		\$ 8,850	\$ 33,645	26%	\$ 24,795	36%
2020	Subaru	Legacy	Base	Limited		\$ 7,000	\$ 29,745	24%	\$ 22,745	31%
2020	Toyota	4Runner	SR5	Limited		\$ 8,865	\$ 44,885	20%	\$ 36,020	25%
2020	Toyota	4Runner	TRD Off-Road	Nightshade Special Edition		\$ 8,920	\$ 44,285	20%	\$ 39,740	22%
2020	Toyota	Rav4	XLE	Limited	*includes heated and cooled seats	\$ 7,235	\$ 36,630	20%	\$ 27,300	27%

>\$7K Savings - 2020 Key Selling Tips

Year	Make	Model	Cloth Trim	Leather Trim	Notes	WALK	Leather Trim MSRP	Leather % SAVINGS	Cloth Trim MSRP	Cloth % SAVINGS
2020	Toyota	Sienna	L	Limited		\$ 12,895	\$ 44,460	29%	\$ 31,565	41%
2020	Toyota	Sienna	LE	SE		\$ 10,075	\$ 37,715	27%	\$ 34,385	29%
2020	Toyota	Tacoma	SR5	Limited		\$ 10,965	\$ 38,790	28%	\$ 27,825	39%
2020	Toyota	Tacoma	SR	Limited		\$ 12,740	\$ 38,790	33%	\$ 26,050	49%
2020	Toyota	Tundra Crewmax	SR	Limited		\$ 8,695	\$ 42,120	21%	\$ 33,425	26%
2020	Toyota	Tundra Crewmax	SR5	Limited		\$ 7,025	\$ 42,120	17%	\$ 35,095	20%
2020	Toyota	Tundra Crewmax	SR	Platinum		\$ 15,200	\$ 48,625	31%	\$ 33,425	45%
2020	Kia	Sedona	LX	SX		\$ 11,100	\$ 41,300	27%	\$ 30,200	37%
2020	Ford	Ranger	XL	Lariat		\$ 8,090	\$ 32,500	25%	\$ 24,410	33%
2020	Mazda	6	Sport	Grand Touring Reserve	*includes heated seats	\$ 8,200	\$ 32,200	25%	\$ 24,000	34%
2020	Nissan	Maxima	S	Platinum	*includes heated seats	\$ 7,390	\$ 41,640	18%	\$ 34,250	22%
2019	Nissan	Titan	S	PRO 4-X		\$ 12,670	\$ 47,110	27%	\$ 39,830	32%
2019	Nissan	Titan	SV	PRO 4-X		\$ 8,655	\$ 47,110	18%	\$ 43,020	20%
2019	Nissan	Titan	S	SL	*includes heated seats	\$ 12,110	\$ 51,940	23%	\$ 39,830	30%