



We invite you to stop by our Dealership and experience why Hendrick Lexus Kansas City North is one of the most highly recommended dealerships in the area! Call us to see the difference 888-236-1932

Hendrick Lexus North 9300 NW Prairie View Road • Kansas City, MO 64153 •  
hendricklexuskansascitynorth@eleadtrack.net • <http://www.hendricklexusnorth.com> • 888-236-1932



## 2018 Lexus ES 300h



Exterior Color: Eminent White Pearl  
Mileage: 13,034  
Engine: 4 Cylinder Engine  
Transmission: CVT Transmission  
Drive Train: Front Wheel Drive

Stock #: L100254  
VIN: JTHBW1GG3J2167697

### Equipment:

- Navigation
- Back-Up Camera
- iPod/MP3 Input
- Dual Zone A/C
- Blind Spot Monitor
- MP3 Player
- Aluminum Wheels
- Steering Wheel Controls
- Heated Driver Seat
- Hybrid
- CD Player
- Lane Keeping Assist
- Cross-Traffic Alert
- Sunroof
- Remote Trunk Release
- Child Safety Locks
- Cooled Driver Seat
- Satellite Radio
- Keyless Start
- Smart Device Integration
- Rear Spoiler
- Onboard Communications System
- Keyless Entry
- Heated Mirrors

### Vehicle History Highlights: **CARFAX**

- CARFAX 1-Owner
- CARFAX No Frame Damage Reported
- CARFAX Buy Back Guarantee
- CARFAX No Airbag Deployment Reported
- CARFAX No Total Loss Reported
- CARFAX No Odometer Rollback Reported

### Ad Preview:

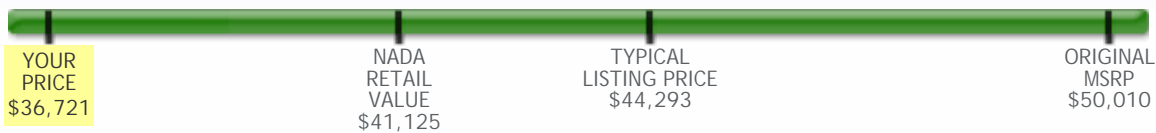
=====: \*this isn't a base unit, it has NAVIGATION\*, leather!\*comes with heated and cooled seats\*, UNLIMITED MILES WARRANTY! CARFAX 1-Owner, Extra Clean, L/ Certified, ONLY 13,034 Miles! FUEL EFFICIENT 39 MPG Hwy/40 MPG City!, \$5,900 below Kelley Blue ...

### L/CERTIFIED PRE-OWNED VEHICLE (CPOV) FEATURES

- 161-Point Inspection and Reconditioning
- Balance of new car warranty plus 2 years/unlimited miles
- Please see dealer for complete coverage details.
- 24/7 - Roadside Assistance
- Towing, Lockout Service, Emergency Fuel Service, Trip-Interruption Services.
- 2-Year/20k-Mile Complimentary Scheduled Maintenance (up to 4 Services) from date of purchase

**Your Price \$36,721**

### 360° Pricing Analysis



(AS OF 1/16/2019)

YOUR PRICE IS:

	Original MSRP	\$50,010	<b>\$13,289</b> Below Original MSRP
	Market Average Internet Price	\$37,686	<b>\$965</b> Below Market Average Internet Price
	NADA Retail Value	\$41,125	<b>\$4,404</b> Below NADA Retail Value



Typical Listing Price

\$44,293

**\$7,572**  
Below Typical Listing Price

Comparison Cars in Market:

Vehicle	Color	Mileage	Certified?	Internet Price	Your Price Savings:
2018 Lexus ES ES 300h	Silver	11,763	✓	\$40,000	You save \$3,279
CLEAN AUTO CHECK					
2018 Lexus ES ES 300h	Silver	15,064	✓	\$39,488	You save \$2,767
Previous Bobby Rahal Lexus Service Loaner, Will Be L/Certified, HYBRID!!, Navigation					
2018 Lexus ES ES 300h	Silver	15,114	✓	\$37,977	You save \$1,256
Lexus Certified! 1 owner, Free CARFAX report. Crash Avoidance, Leather, Clean CarFax, Backup Camera, a Moonroof, Hybrid, Smartphone Support, Keyless E					
2018 Lexus ES ES 300h	White	13,432	✓	\$36,937	You save \$216
No ad preview found.					

*JDPower.com Power Circle Ratings*

Power Circle Ratings (the Ratings) are developed by J.D. Power and Associates for JDPower.com. All Ratings are based on the opinions of consumers who have actually used or owned the product or service being rated. Since the Ratings are based on J.D. Power and Associates research studies that survey a representative sample of owners, they are indicative of what typical buyers may experience.

High ratings for a particular product/service/company do not necessarily mean that every customer will have a positive experience. It simply indicates that, on average, consumer perceptions of the product/service/company indicate that it stands out when compared with competitive products/services/companies.

*Expert Reviews*

Expert Reviews are excerpts from reviews and automotive awards from sites across the internet. The sites include newCarTestDrive.com, Edmunds.com and other similar sites.

The positive Expert Reviews are only excerpts of the full article or review. The full article may contain additional comments, both positive and negative, regarding the vehicle. For a more complete understanding of the scope of the review, you should read the entire review or award, which can be obtained from the referenced site.

*NADA Used Car Guide - Retail Value*

Actual valuations for 2018 Lexus ES 300h with 13,034 miles will vary based upon optional equipment selected by the dealer, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. The specific information required to determine the value for this vehicle is based on your dealer's location, state - MO , for January and NADA Used Car Guide. NADA Used Car Guide vehicle valuations may vary from vehicle to vehicle. While the NADA Used Car Guide does take into account many variables related to the vehicle beyond make, model and geographic location, it does not account for the particular condition or circumstances of this vehicle which could cause the value of the vehicle to vary significantly from the NADA Used Car Guide - Retail Value.

*Edmunds True Market Value (TMV)*

Actual valuations for 2018 Lexus ES 300h with 13,034 miles will vary based upon optional equipment selected by the dealer, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. Edmunds TMV price is an estimate of the current average selling price transactions for 2018 Lexus ES 300h with 13,034 miles based on optional equipment and vehicle color based on your dealer's location, zipcode - 64153. Edmunds TMV vehicle valuations may vary from vehicle to vehicle. While the Edmunds TMV does take into account many variables related to the vehicle beyond make, model and geographic location, it does not account for the particular condition or circumstances of this vehicle which could cause the value of the vehicle to vary significantly from the Edmunds True Market Value.

*Average Market Price*

Average Market Price is calculated based on sampling of listings based on your dealer's zipcode, 64153. The source of the listings is third-party sites and dealer websites containing preowned and new vehicles. Average Market Price values may vary from vehicle to vehicle. Actual valuations for 2018 Lexus ES 300h with 13,034 miles will vary based upon selected optional equipment, market conditions, specifications, vehicle condition or other particular circumstances pertinent to this vehicle. While the average market price is an average of similar 2018 Lexus ES 300h and 250 miles radius from dealership, based on your dealer's zipcode (64153), the average can include vehicles with different trims, mileage ranges and dissimilar vehicle equipment. The sample of market listings may not represent all relevant vehicles available in the area searched.

*Comparison Cars in Market*

Comparison Cars in Market is created based on a select set of dealer classified listings from over forty thousand dealers nationally. The source of the listings is third-party sites and dealer websites containing preowned and new vehicles. While comparison cars are from similar vehicles based on year, manufacturer, model and 250 miles radius from dealership, based on your dealer's zipcode (64153), the comparison can include different trims, mileage ranges and dissimilar vehicle equipment. The dealer has full discretion in selecting the comparison cars, and may choose vehicles with different levels of trim and additional optional equipment. As a consequence, the comparison cars may not be comparable to the vehicle you are considering. The Comparison Cars in Market are based on the sample market listings available from various Internet data sources and may not represent all relevant vehicles available in the area searched.

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