



# LA REGION FEATURED PURE LEASES

Note: PURE Lease Examples are MSRP, Automatic Transmission, Standard Mileage (15,000 miles), 36 Month Term, Zone 1+ through Zone 3, and Waived Security Deposit.

Scion vehicles are Monospec and allow customization through accessories. Advertised featured leases only include Federal Emissions (FE).

<b><i>\$0 Cap Cost Reduction</i></b>	<b><i>January 5, 2010 - April 4, 2010</i></b>				
PURE Lease Details	xD		xB		tC
Model	6232		6202		6220
Model Year	2010		2010		2010
Vehicle Description	1.8L 4-Cyl Automatic xD		2.4L 4-Cyl Automatic xB		2.4L 4-Cyl Automatic tC
Equipment	FE		FE		FE
MSRP less tax and license	\$16,370		\$17,470		\$18,570
Base MSRP	\$15,700		\$16,800		\$17,900
TFS Residual % for 36 Mo.	64%		64%		62%
TFS Residual Amount with TFS hard adds	\$10,048		\$10,752		\$11,098
<b>Payment</b>	<b>\$217</b>		<b>\$239</b>		<b>\$266</b>
Cap Cost Reduction	\$0		\$0		\$0
Gross Cap Cost	\$16,370		\$17,470		\$18,570
RCF (Zone 1+ through Zone 3 Money Factor)	0.00155		0.00185		0.00196
Acq. Fee	\$650		\$650		\$650
Due at Lease Inception (Drive-Off)*	\$867		\$889		\$916

**\* DEALER MUST ADD LICENSE, TAX AND APPLICABLE DEALER FEES TO CUSTOMER DRIVE OFF**

<b><i>\$1,000 College Grad or Military Rebate</i></b>	<b><i>January 5, 2010 - April 4, 2010</i></b>				
PURE Lease Details	xD		xB		tC
Model	6232		6202		6220
Model Year	2010		2010		2010
Vehicle Description	1.8L 4-Cyl Automatic xD		2.4L 4-Cyl Automatic xB		2.4L 4-Cyl Automatic tC
Equipment	FE		FE		FE
MSRP less tax and license	\$16,370		\$17,470		\$18,570
Base MSRP	\$15,700		\$16,800		\$17,900
TFS Residual % for 36 Mo.	64%		64%		62%
TFS Residual Amount with TFS hard adds	\$10,048		\$10,752		\$11,098
<b>Payment</b>	<b>\$188</b>		<b>\$210</b>		<b>\$236</b>
Cap Cost Reduction	\$1,000		\$1,000		\$1,000
Gross Cap Cost	\$15,270		\$16,370		\$17,470
RCF (Zone 1+ through Zone 3 Money Factor)	0.00155		0.00185		0.00196
Acq. Fee	\$650		\$650		\$650
Due at Lease Inception (Drive-Off)*	\$838		\$860		\$886

**\* DEALER MUST ADD LICENSE, TAX AND APPLICABLE DEALER FEES TO CUSTOMER DRIVE OFF**