



LA REGION FEATURED PURE LEASES

Note: PURE Lease Examples are MSRP, Automatic Transmission, Low Mileage (12,000 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).

<i>\$0 Cap Cost Reduction</i>		<i>July 1, 2010 - September 30, 2010</i>		
PURE Lease Example		xD	xB	tC
Model	6232		6202	6220
Model Year	2010		2011	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	\$16,420		\$17,670	\$18,620
Base MSRP	\$15,700		\$16,950	\$17,900
TFS Residual % for 36 Mo.	66%		66%	64%
TFS Residual Amount with TFS hard adds	\$10,362		\$11,187	\$11,456
Payment	\$187		\$209	\$256
Cap Cost Reduction	\$0		\$0	\$0
Gross Cap Cost	\$16,420		\$17,670	\$18,620
RCF (Zone 1+ through Zone 3 Money Factor)	0.00069		0.00098	0.00189
Acq. Fee	\$650		\$650	\$650
Due at Lease Inception (Drive-Off)*	\$837		\$879	\$906

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

<i>\$1,000 College Grad or Military Rebate</i>		<i>April 1, 2010 - January 3, 2011</i>		
PURE Lease Example		xD	xB	tC
Model	6232		6202	6220
Model Year	2010		2011	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	\$16,420		\$17,670	\$18,620
Base MSRP	\$15,700		\$16,950	\$17,900
TFS Residual % for 36 Mo.	66%		66%	64%
TFS Residual Amount with TFS hard adds	\$10,362		\$11,187	\$11,456
Payment	\$159		\$180	\$227
Cap Cost Reduction	\$1,000		\$1,000	\$1,000
Gross Cap Cost	\$15,420		\$16,670	\$17,620
RCF (Zone 1+ through Zone 3 Money Factor)	0.00069		0.00098	0.00189
Acq. Fee	\$650		\$650	\$650
Due at Lease Inception (Drive-Off)*	\$809		\$850	\$877

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