

Hi I am new .Enjoy to learn and share .

Last week I made a deal by order 2004 4RUNNER S.E. White 6 cyls 2WD with options CM , NJ, S6 M5 . using Cost Simulation program. It break out as:

Base price:	24452.00
CM	100.00
NJ	100.00
S6	239.00
M.A.F	391.00
Dealer add:	65.00
Destination charge/handling	: 575.00
T.D.A	: 265.00
Base VEH . HB 2%	: 568.00
PIO HOLDBACK	: 34.00
Finance Reserve 1%	: 284.00

Total price: 27185.00

I pay 27110.0 add tax 6.25 & ttl 50.0+ 135. will be 29014.92 Total cost

Compare W/ EDMUNDS INVOICE : 26287.00 Msrp: 28410.00+575.00+Options retail price.=29536.00+

I'M paying 27110.00 820.00 over EDMUNDS INVOICE . NO TRADE IN..
I think It's a fair Deal. I got 2004 Sport Edition(tire Pressure Sensors std for 2004) .
ETA == Noveber 2003

Compare W/ a deal I shop around on August 2003 grey overfenders& claddding SR5 4X4
W/aftermarket leather seat W/high landscaping mark up(1500.0 rebate 8/03
MSRP= 32890.00+- Ask for 27600.00+- 5300.00 off list price(landscaping options

My search from BASE SR5 V6 to

S.E add 1200.00

V8 add 1000.00 more

4X4 add 2300.00+-

Limited add 4000.00. the dealer had to make money .2004 4runner S.E 2300.00 off dealer list price on lot. At this time due to my search on

Web site price dealing. Dealer will get you either ways. Confusing, haggling. Remember you get the money. They get the time. good salesman make more.....make up your mind. Do not feel bad to walk out or cut off conversation if they are fishing ask for ridiculous

By the way . V-8 had timing belt ..==> quite ,smooth.

V-6 had timing chain==> more noise , but low future maintenance cost.I will stick W/Toyota this time.. Nissan parts- expensive. (NISSAN OWNERS LAST 15 YEARS)