Contract Number:	2026 091521-NAF & 032824-NAF
Quote ID:	69941
Agency:	OCALA, CITY OF
Date:	2/10/2026

Thank you from the Alan Jay Fleet Team for the opportunity to provide this quotation for (1) 2026 TOYOTA RAV4 AWD LE, please review carefully and contact us with any errors or changes.

MSRP:	$34,720.00
Base Price:	$33,259.00
Factory Options:	$494.00
Aftermarket Options:	$0.00
Purchase Total:	$33,753.00

Per attached vehicle specifications.

This quotation is valid as long as the manufacturer is accepting orders for the model year specified. Purchase orders received after factory order cutoff may not be honorable. The vehicle(s) offered on this quotation will be ordered in the color(s) listed. Please contact your Alan Jay sales representative with any questions you have on this quote.

Quoted By: ASHLEE WILSON / 863-273-1105 / Ashlee.Wilson@AlanJay.com

ALAN JAY FLEET SALES

Sourcewell Formerly NJPA
Awarded Contract

Call Us first, for all of your Fleet Automotive, & Light Truck needs.

Quote **69941-1**

PHONE (800) ALANJAY (252-6529)		DIRECT 863-402-4234	WWW.ALANJAY.COM		
Corporate Office	2003 U.S. 27 South	MOBILE 863-273-1105	Mailing Address	P.O. BOX 9200	
	Sebring, FL 33870	FAX 863-402-4221		Sebring, FL 33871-9200	

ORIGINAL QUOTE DATE 2/10/2026

QUICK QUOTE SHEET

REVISED QUOTE DATE 2/10/2026

REQUESTING AGENCY **OCALA, CITY OF**
CONTACT PERSON **LIZA WARMUTH** EMAIL LWarmuth@ocalafl.gov
PHONE **352-351-6750** MOBILE FAX

SOURCEWELL CONTRACT # 2026 091521-NAF & 032824-NAF www.NationalAutoFleetGroup.com

MODEL 4435
2026 TOYOTA RAV4 AWD LE

MSRP $34,720.00

CUSTOMER ID NOV. 2026 ETA / Total loss replacement (39-018 risk claim L004580503

CONTRACT PRICE $33,259.00

BED LENGTH

*** All vehicles will be ordered white w/ darkest interior unless clearly stated otherwise on purchase order.*

FACTORY OPTIONS	DESCRIPTION	
STA	SUBJECT TO AVAILABILITY AT TIME OF PURCHASE ORDER RECEIPT.	$0.00
040	OPTIONS Ice Cap	$0.00
FB20	Black, Fabric Seat Trim	$0.00
2.5 L	**Hybrid Electric Motor** Engine: 2.5L 4-Cylinder 16-Valve DOHC Hybrid Engine	$0.00
FE	50 State Emissions	$0.00
MR20	CUSTOM EQUIPMENT Toyota All Weather Floor Mats with All Weather Cargo Tray	$494.00
PW PL RKE BT	Power Windows, Power Door Locks, Remote Keyless Entery, & Bluetooth features are standard equipment for this vehicle. (See Attached Vehicle Build sheet for complete details)	$0.00
BUC	Back Up Camera	$0.00
	FACTORY OPTIONS	**$494.00**

CONTRACT OPTIONS	DESCRIPTION	
EWD	EXTENDED WARRANTY DECLINED	$0.00
NO-TEMP	TEMP TAG NOT REQUESTED, CUSTOMER WILL HANDLE THEIR OWN TAG WORK.	$0.00
	CONTRACT OPTIONS	**$0.00**

TRADE IN

TOTAL COST $33,753.00

YES WE TAKE TRADE INS ~~~ ASK ABOUT MUNICIPAL FINANCING ~~~

TOTAL COST LESS TRADE IN(S) **QTY** 1 $33,753.00

Estimated Annual payments for 60 months paid in advance: $7,760.51
Municipal finance for any essential use vehicle, requires lender approval, WAC.

Comments **ORDERED UNIT VIN: [VIN NA]**

VEHICLE QUOTED BY **ASHLEE WILSON** **GOVERNMENT ACCOUNT MANAGER** Ashlee.Wilson@AlanJay.com

"I Want to be Your Fleet Provider"

I appreciate the opportunity to submit this quotation. Please review it carefully. If there are any errors or changes, please feel free to contact me at any time. I am always happy to be of assistance.

Alan Jay Fleet Sales

Chris Wilson | 863-402-4234 | chris.wilson@alanjay.com

Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (✔ Complete)

Note:Photo may not represent exact vehicle or selected equipment.

Window Sticker

SUMMARY

[Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) MSRP:$33,300.00

Interior:Black, Fabric Seat Trim

Exterior 1:Ice Cap

Exterior 2:No color has been selected.

OPTIONS

CODE	MODEL	MSRP
4435	[Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE)	$33,300.00
	OPTIONS	
040	Ice Cap	$0.00
FB20	Black, Fabric Seat Trim	$0.00
FE	50 State Emissions	$0.00
	CUSTOM EQUIPMENT	
MR20	Toyota All Weather Floor Mats with All Weather Cargo Tray	$499.00
	SUBTOTAL	**$33,799.00**
	Adjustments Total	$0.00

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Alan Jay Fleet Sales

Chris Wilson | 863-402-4234 | chris.wilson@alanjay.com

Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Destination Charge	$1,420.00
TOTAL PRICE	**$35,219.00**

FUEL ECONOMY

Est City:N/A

Est Highway:N/A

Est Highway Cruising Range:N/A

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Technical Specifications

Powertrain

Transmission

Drivetrain	All Wheel Drive	Trans Order Code	N/A
Trans Type	1	Trans Description Cont.	CVT w/OD
Trans Description Cont. Again	N/A	First Gear Ratio (:1)	N/A
Reverse Ratio (:1)	N/A	Clutch Size	N/A
Final Drive Axle Ratio (:1)	N/A	Transfer Case Gear Ratio (:1), High	N/A
Transfer Case Gear Ratio (:1), Low	N/A		

Mileage

EPA Fuel Economy Est - Hwy	N/A	Cruising Range - City	N/A
EPA Fuel Economy Est - City	N/A	Fuel Economy Est-Combined	N/A
Cruising Range - Hwy	N/A	EPA MPG Equivalent - City	N/A
EPA MPG Equivalent - Hwy	N/A	Estimated Battery Range	N/A

Engine

Engine Order Code	N/A	Engine Type	Gas/Electric I-4
Displacement	2.5 L/152	Fuel System	Port/Direct Injection
SAE Net Horsepower @ RPM	236 @ 6000	SAE Net Torque @ RPM	172

Electrical

Cold Cranking Amps @ 0° F (Primary)	550	Maximum Alternator Capacity (amps)	N/A

Cooling System

Total Cooling System Capacity	N/A

Vehicle

Emissions

Tons/yr of CO2 Emissions @ 15K mi/year	N/A	EPA Greenhouse Gas Score	N/A

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Vehicle

Vehicle

EPA Classification	Small SUV 4WD

Chassis

Weight Information

Base Curb Weight	3715 lbs	Curb Weight - Front	N/A
Curb Weight - Rear	N/A	Maximum Payload Capacity	N/A
Curb Weight	N/A	Total Option Weight	4.00 lbs

Trailering

Dead Weight Hitch - Max Trailer Wt.	1750 lbs	Dead Weight Hitch - Max Tongue Wt.	175 lbs
Wt Distributing Hitch - Max Trailer Wt.	1750 lbs	Wt Distributing Hitch - Max Tongue Wt.	175 lbs
Maximum Trailering Capacity	1750 lbs		

Suspension

Suspension Type - Front	Strut	Suspension Type - Rear	Double Wishbone
Suspension Type - Front (Cont.)	Strut	Suspension Type - Rear (Cont.)	Double Wishbone
Shock Absorber Diameter - Front	N/A	Shock Absorber Diameter - Rear	N/A
Stabilizer Bar Diameter - Front	N/A	Stabilizer Bar Diameter - Rear	N/A

Tires

Front Tire Order Code	N/A	Rear Tire Order Code	N/A
Spare Tire Order Code	N/A	Front Tire Size	P235/65HR17
Rear Tire Size	P235/65HR17	Spare Tire Size	Compact

Wheels

Front Wheel Size	17 X 7.5 in	Rear Wheel Size	17 X 7.5 in
Spare Wheel Size	Compact in	Front Wheel Material	Aluminum
Rear Wheel Material	Aluminum	Spare Wheel Material	Steel

Steering

Steering Type	Rack-Pinion	Steering Ratio (:1), Overall	N/A

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Chassis

Steering

Lock to Lock Turns (Steering)	N/A	Turning Diameter - Curb to Curb	36.9 ft
Turning Diameter - Wall to Wall	N/A		

Brakes

Brake Type	4-Wheel Disc	Brake ABS System	4-Wheel
Brake ABS System (Second Line)	N/A	Disc - Front (Yes or)	Yes
Disc - Rear (Yes or)	Yes	Front Brake Rotor Diam x Thickness	12 in
Rear Brake Rotor Diam x Thickness	11.1 in	Drum - Rear (Yes or)	N/A
Rear Drum Diam x Width	N/A		

Fuel Tank

Fuel Tank Capacity, Approx	14.5 gal	Aux Fuel Tank Capacity, Approx	N/A

Dimensions

Interior Dimensions

Passenger Capacity	5	Passenger Volume	98.9 ft^3
Front Head Room	N/A	Front Leg Room	41 in
Front Shoulder Room	57 in	Front Hip Room	55.3 in
Second Head Room	39.5 in	Second Leg Room	37.8 in
Second Shoulder Room	56.4 in	Second Hip Room	49.6 in

Exterior Dimensions

Wheelbase	105.9 in	Length, Overall	181 in
Width, Max w/o mirrors	73 in	Height, Overall	67 in
Track Width, Front	N/A	Track Width, Rear	N/A
Min Ground Clearance	8.1 in	Rear Door Opening Height	N/A
Rear Door Opening Width	N/A	Liftover Height	N/A

Cargo Area Dimensions

Cargo Area Length @ Floor to Seat 1	N/A	Cargo Area Length @ Floor to Seat 2	N/A
Cargo Area Length @ Floor to Seat 3	N/A	Cargo Area Width @ Beltline	N/A

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Dimensions

Cargo Area Dimensions

Cargo Box Width @ Wheelhousings	N/A	Cargo Box (Area) Height	N/A
Cargo Volume to Seat 1	70.4 ft³	Cargo Volume to Seat 2	37.8 ft³
Cargo Volume to Seat 3	N/A		

Standard Equipment

Mechanical

	Engine: 2.5L 4-Cylinder Atkinson Cycle DOHC
	Engine Auto Stop-Start Feature
	Transmission w/Driver Selectable Mode, Sequential Shift Control and Oil Cooler
	Transmission: Continuously Variable (CVT)
	Automatic Full-Time All-Wheel
	550CCA Maintenance-Free Battery w/Run Down Protection
	Hybrid Electric Motor
	Towing Equipment -inc: Trailer Sway Control
	4920# Gvwr
	Gas-Pressurized Shock Absorbers
	Front And Rear Anti-Roll Bars
	Electric Power-Assist Speed-Sensing Steering
	14.5 Gal. Fuel Tank
	Quasi-Dual Stainless Steel Exhaust w/Chrome Tailpipe Finisher
	Permanent Locking Hubs
	Strut Front Suspension w/Coil Springs
	Double Wishbone Rear Suspension w/Coil Springs
	Regenerative 4-Wheel Disc Brakes w/4-Wheel ABS, Front Vented Discs, Brake Assist, Hill Descent Control, Hill Hold Control and Electric Parking Brake
	Brake Actuated Limited Slip Differential
	Lithium Ion (li-Ion) Traction Battery

Exterior

	Wheels: 17" Dark Gray Metallic Alloy
	Tires: 235/65R17 AS

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (✔ Complete)

Exterior	
	Steel Spare Wheel
	Compact Spare Tire Mounted Inside Under Cargo
	Body-Colored Front Bumper w/Black Rub Strip/Fascia Accent and Black Bumper Insert
	Black Rear Bumper w/Black Rub Strip/Fascia Accent
	Black Bodyside Cladding and Black Wheel Well Trim
	Body-Colored Door Handles
	Chrome Side Windows Trim and Black Front Windshield Trim
	Black Power Side Mirrors w/Manual Folding
	Fixed Rear Window w/Wiper and Defroster
	Deep Tinted Glass
	Fixed Interval Wipers
	Galvanized Steel/Aluminum Panels
	Lip Spoiler
	Body-Colored Grille
	Liftgate Rear Cargo Access
	Tailgate/Rear Door Lock Included w/Power Door Locks
	Auto Off Projector Beam Led Low/High Beam Daytime Running Auto High-Beam Headlamps
	LED Brakelights
	Headlights-Automatic Highbeams
	Laminated Glass
Entertainment	
	Radio w/Seek-Scan, Clock, Speed Compensated Volume Control, Steering Wheel Controls, Voice Activation, Radio Data System and External Memory Control
	Radio: 10.5" Toyota Audio Multimedia w/6 Speakers -inc: wireless Apple CarPlay and Android Auto compatibility and SiriusXM w/360L and 3-month trial, See toyota.com/connected-services for details
	6 Speakers
	Streaming Audio
	Integrated Roof Antenna
	Bluetooth Wireless Phone Connectivity
	2 LCD Monitors In The Front

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (✔ Complete)

Interior	
	Driver Seat
	Passenger Seat
	60-40 Folding Split-Bench Front Facing Manual Reclining Fold Forward Seatback Rear Seat
	Manual Tilt/Telescoping Steering Column
	Gauges -inc: Speedometer, Odometer, Engine Coolant Temp, Power/Regen, Trip Odometer and Trip Computer
	Power Rear Windows and Fixed 3rd Row Windows
	Wi-Fi Connect 30-day trial with Unlimited Hotspot Data Mobile Hotspot Internet Access
	Front Bucket Seats -inc: 8-way manual-adjustable driver's seat w/lumbar support and 6-way manual front passenger seat
	Front Cupholder
	Rear Cupholder
	Proximity Key For Doors And Push Button Start
	Remote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry, Illuminated Ignition Switch and Panic Button
	Remote Releases -Inc: Mechanical Fuel
	Cruise Control w/Steering Wheel Controls
	Full-Speed Range Dynamic Radar Cruise Control (DRCC)
	Dual Zone Front Automatic Air Conditioning
	HVAC -inc: Underseat Ducts and Console Ducts
	Locking Glove Box
	Driver Foot Rest
	Interior Trim -inc: Leatherette Instrument Panel Insert and Metal-Look Interior Accents
	Full Cloth Headliner
	Vinyl Door Trim Insert
	Urethane Gear Shifter Material
	Fabric Seat Trim
	Day-Night Rearview Mirror
	Driver And Passenger Visor Vanity Mirrors w/Driver And Passenger Illumination
	Full Floor Console w/Covered Storage, Mini Overhead Console w/Storage and 2 12V DC Power Outlets
	Front Map Lights
	Fade-To-Off Interior Lighting

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (Complete)

Interior	
	Full Carpet Floor Covering
	Carpet Floor Trim
	Cargo Area Concealed Storage
	Roll-Up Cargo Cover
	Cargo Space Lights
	FOB Controls -inc: Keyfob Remote Start
	Smart Device Remote Engine Start
	Safety Connect (5-year trial) Tracker System
	Smart Device Integration
	Instrument Panel Bin, Driver And Passenger Door Bins
	Power 1st Row Windows w/Front And Rear 1-Touch Up/Down
	Delayed Accessory Power
	Power Door Locks w/Autolock Feature
	Driver Information Center
	Trip Computer
	Outside Temp Gauge
	Digital Appearance
	Seats w/Cloth Back Material
	Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
	Front Center Armrest and Rear Center Armrest
	2 Seatback Storage Pockets
	Perimeter Alarm
	Immobilizer
	2 12V DC Power Outlets
	Air Filtration
Safety-Mechanical	
	Lane Tracing Assist (LTA)/Traffic Jam Assist
	Electronic Stability Control (ESC)
	ABS And Driveline Traction Control

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Vehicle: [Fleet] 2026 Toyota RAV4 (4435) LE AWD (SE) (✔ Complete)

Safety-Exterior	
	Side Impact Beams
Safety-Interior	
	Dual Stage Driver And Passenger Seat-Mounted Side Airbags
	Safety Connect (5-year trial) Emergency Sos Capability
	Blind Spot Monitor (BSM) Blind Spot
	Pre-Collision System (PCS) w/Intersection Support
	Rear Cross-Traffic Alert (RCTA)
	Lane Departure Alert (LDA) w/Steering Assist Lane Keeping Assist
	Lane Departure Alert (LDA) w/Steering Assist Lane Departure Warning
	Collision Mitigation-Front
	Evasion Assist
	Tire Specific Low Tire Pressure Warning
	Dual Stage Driver And Passenger Front Airbags
	Curtain 1st And 2nd Row Airbags
	Airbag Occupancy Sensor
	Driver Knee Airbag and Passenger Cushion Front Airbag
	Rear Child Safety Locks
	Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners
	Back-Up Camera
WARRANTY	
	Basic Years: 3 Basic Miles/km: 36,000 Drivetrain Years: 5 Drivetrain Miles/km: 60,000 Corrosion Years: 5 Corrosion Miles/km: Unlimited Hybrid/Electric Components Years: 8 Hybrid/Electric Components Miles/km: 100,000 Roadside Assistance Years: 2 Roadside Assistance Miles/km: Unlimited Maintenance Years: 2 Maintenance Miles/km: 25,000 Traction Battery Years: 10 Traction Battery Miles/km: 150,000

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