



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

Quote

PHONE (800) ALANJAY (252-6529)		DIRECT 863-402-4234	WWW.ALANJAY.COM	61866-2
Corporate Office	2003 U.S. 27 South Sebring, FL 33870	MOBILE 863-991-4693	Mailing Address	P.O. BOX 9200 Sebring, FL 33871-9200
		FAX 863-402-4221		

ORIGINAL QUOTE DATE
2/25/2025

QUICK QUOTE SHEET

REVISED QUOTE DATE
2/25/2025

REQUESTING AGENCY	OCALA, CITY OF			
CONTACT PERSON	JOHN KING	EMAIL	JKING@OCALAFL.ORG	
PHONE	352-351-6648	MOBILE	FAX	

SOURCEWELL CONTRACT # 2025 091521-NAF & 032824-NAF

www.NationalAutoFleetGroup.com

MODEL	4435	MSRP	\$33,295.00
2025 TOYOTA RAV4 AWD LE			

CUSTOMER ID OPD 2026 CIP BUDGET

CONTRACT PRICE \$31,971.00

BED LENGTH

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

FACTORY OPTIONS	DESCRIPTION	
MY26 BUDGET	PRICING ESTIMATE FOR MY26 MODEL	\$2,000.00
0040	SUPER WHITE EXTERIOR	\$0.00
FB20	BLACK, FABRIC SEAT TRIM	\$0.00
2.5L	**HYBRID Engine TypeGas/Electric I- Displacement2.5 L/152Fuel SystemPort/Direct InjectionSAE Net Horsepower @ RPM208 @ 5700SAE Net Torque @ RPM163 @ 5200	\$0.00
MR20	All Weather Floor Mats with All Weather Cargo Tray	\$495.00
PW PL	PWR WINDOWS AND LOCKS (INCL)	\$0.00
RKE	Proximity Key For Doors And Push Button StartRemote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry and Panic ButtonRemote Releases -Inc: Mechanical Fuel	\$0.00
BT	BLUE TOOTH (STD)	\$0.00
BUC	FACTORY BACK UP CAMERA(STD).	\$0.00

CONTRACT OPTIONS	DESCRIPTION	FACTORY OPTIONS	
W TL12-4-AW	(4) Whelen ION T-Series DUAL color ultra thin light heads with (2) mounted in grille and (2) mounted to rear of vehicle (AMBER/WHITE).		\$900.00
NO-TEMP	TEMP TAG NOT REQUESTED, CUSTOMER WILL HANDLE THEIR OWN TAG WORK.		\$0.00
CONTRACT OPTIONS			\$900.00

TRADE IN TOTAL COST \$35,366.00

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

TOTAL COST LESS TRADE IN(S) QTY 1 \$35,366.00

Estimated Annual payments for 60 months paid in advance: \$8,131.37

Municipal finance for any essential use vehicle, requires lender approval, WAC.

Comments QUOTE SUBJECT TO FACTORY ORDER ACCEPTANCE or 30 DAYS

VEHICLE QUOTED BY SCOTT WILSON FLEET SALES MANAGER scott.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.



Vehicle: [Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE) (Complete)

Window Sticker

SUMMARY		
[Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE)		MSRP:\$31,900.00
Interior:Nutmeg, Fabric Seat Trim		
Exterior 1:Ice Cap		
Exterior 2:No color has been selected.		
OPTIONS		
CODE	MODEL	MSRP
4435	[Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE)	\$31,900.00
OPTIONS		
040	Ice Cap	\$0.00
FB40	Nutmeg, Fabric Seat Trim	\$0.00
FE	50 State Emissions	\$0.00
SUBTOTAL		\$31,900.00
Adjustments Total		\$0.00
Destination Charge		\$1,395.00
TOTAL PRICE		\$33,295.00
FUEL ECONOMY		
Est City:41 (2024) MPG		
Est Highway:38 (2024) MPG		
Est Highway Cruising Range:551.00 mi		

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Data Version: 24804. Data Updated: Feb 24, 2025 6:43:00 PM PST.



Vehicle: [Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE) (Complete)

Standard Equipment

Mechanical	
	Engine: 2.5L 4-Cylinder Atkinson Cycle
	Engine Auto Stop-Start Feature
	Transmission w/Driver Selectable Mode, Sequential Shift Control and Oil Cooler
	Transmission: Elect. Continuously Variable (eCVT)
	Automatic Full-Time All-Wheel
	550CCA Maintenance-Free Battery w/Run Down Protection
	Hybrid Electric Motor
	Towing Equipment -inc: Trailer Sway Control
	4920# Gvwr 1230# Maximum Payload
	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 Hold Control and Electric Parking Brake
	Brake Actuated Limited Slip Differential
	Lithium Ion (li-Ion) Traction Battery
Exterior	
	Wheels: 17" x 7.0J Silver Aluminum Alloy
	Tires: 225/65R17 AS
	Steel Spare Wheel
	Compact Spare Tire Mounted Inside Under Cargo
	Clearcoat Paint
	Body-Colored Front Bumper w/Black Rub Strip/Fascia Accent

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ALAN JAY FLEET

SCOTT WILSON | 863-402-4234 | SCOTT.WILSON@ALANJAY.COM

Vehicle: [Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE) (Complete)

Exterior

Black Rear Bumper w/Black Rub Strip/Fascia Accent
Black Bodyside Cladding and Black Wheel Well Trim
Chrome Side Windows Trim and Black Front Windshield Trim
Body-Colored Door Handles
Black Power Side Mirrors w/Manual Folding
Fixed Rear Window w/Fixed Interval Wiper and Defroster
Deep Tinted Glass
Fixed Interval Wipers
Galvanized Steel/Aluminum Panels
Lip Spoiler
Black Grille w/Body-Color Surround
Liftgate Rear Cargo Access
Tailgate/Rear Door Lock Included w/Power Door Locks
LED Brakelights
Headlights-Automatic Highbeams
Auto Off Reflector Led Low/High Beam Daytime Running Auto High-Beam Headlamps
Laminated Glass

Entertainment

Radio w/Seek-Scan, Clock, Speed Compensated Volume Control, Aux Audio Input Jack, Steering Wheel Controls, Voice Activation, Radio Data System and External Memory Control
Radio: AM/FM/XM Audio System -inc: 8" touch screen and 6 speakers
Streaming Audio
Integrated Roof Antenna
Bluetooth Wireless Phone Connectivity
2 LCD Monitors In The Front

Interior

Driver Seat
Passenger Seat
60-40 Folding Split-Bench Front Facing Manual Reclining Fold Forward Seatback Rear Seat
Manual Tilt/Telescoping Steering Column

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Interior	
	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 with up to 2GB within 3-month trial Mobile Hotspot Internet Access
	Front Bucket Seats -inc: 6-way adjustable driver and 4-way adjustable passenger seats
	Front Cupholder
	Rear Cupholder
	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
	Adaptive w/Traffic Stop-Go
	Dual Zone Front Automatic Air Conditioning
	HVAC -inc: Underseat Ducts and Console Ducts
	Glove Box
	Driver Foot Rest
	Full Cloth Headliner
	Cloth Door Trim Insert
	Urethane Gear Shifter Material
	Interior Trim -inc: Metal-Look Instrument Panel Insert and Metal-Look Interior Accents
	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
	Full Carpet Floor Covering
	Carpet Floor Trim
	Cargo Area Concealed Storage
	Cargo Space Lights
	Smart Device Integration

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Vehicle: [Fleet] 2025 Toyota RAV4 (4435) Hybrid LE AWD (SE) (Complete)

Interior

Safety Connect (1-year trial) Tracker System
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/Analog Appearance
Seats w/Cloth Back Material
Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
Front Center Armrest and Rear Center Armrest
1 Seatback Storage Pocket
Immobilizer
2 12V DC Power Outlets
Air Filtration

Safety-Mechanical

Cruise Control-Steering Assist
Electronic Stability Control (ESC)
ABS And Driveline Traction Control

Safety-Exterior

Side Impact Beams

Safety-Interior

Dual Stage Driver And Passenger Seat-Mounted Side Airbags
Pre-Collision System (PCS) w/Intersection Support
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

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Safety-Interior

Safety Connect (1-year trial) Emergency Sos
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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