

Lexus Announces Prices for 2012 Models

August 26, 2011

TORRANCE, Calif. (August 26, 2011) – Lexus today announced Manufacturer’s Suggested Retail Prices (MSRP) on its 2012 models ranging from the CT 200h hybrid premium compact to the LS 600h L premium luxury hybrid sedan. The MSRP for more than half of the Lexus lineup will remain unchanged from the 2011 model year. The new Lexus vehicles will arrive at dealerships later this summer through early fall. The MSRPs do not include a delivery, processing and handling fee of \$875.

For 2012, the popular CT 200h hybrid premium compact will offer a new F Sport Package with special suspension tuning and 17-inch F Sport alloy wheels. The F Sport package also includes a unique front mesh grille, larger rear deck spoiler and exterior F Sport badging. This package offers seats trimmed in black NuLuxe or perforated black leather with white perforation holes. Other interior features include metal front scuff plates, aluminum sport pedals, metallic trim added to the dash panel, a leather-trimmed shift knob and black headliner. All CT 200h receive a standard Vehicle Proximity Notification System*. This external sound system is designed to help assist pedestrians to be aware of the presence of hybrid or electric vehicles traveling at low speeds on city streets and will automatically turn off above a certain speed. This feature will be on CT first with other Lexus hybrids to follow.

The HS 250h hybrid premium sedan continues to demonstrate its sustainable packaging by adding additional ecological plastic to the fabric, carpeting and the package tray. The HS 250h has one new exterior color as Nebula Gray Pearl replaces Smoky Granite Mica.

The GX 460 luxury utility vehicle receives bodyside molding for the base model and a high-gloss finish on the standard 18-inch wheels for the premium model. Fire Agate Pearl replaces Peridot Mica in the exterior color palette.

The IS F high-performance sport sedan receives a newly designed 19-inch forged alloy wheel, wider rear tire and Sachs shock absorbers for enhanced handling. The IS F will also sport an all-new Red leather trim that replaces the two-toned Orange/Black seating.

**This device is not a substitute for safe driving practices. It is the driver’s responsibility to maintain a lookout for pedestrians, cyclist, other cars and objects and to drive the vehicle in a safe and prudent manner to avoid making contact.*

MODEL YEAR	MODEL CODE	MODEL NAME	11MY MSRP	PRICE INCREASE (\$)	MSRP INCREASE (%)
2012	9000	ES 350	\$36,725	\$0	0.0%
2012	9100	LS 460	\$67,130	\$0	0.0%
2012	9106	LS 460 AWD	\$69,435	\$0	0.0%
2012	9120	LS 460L	\$72,675	\$0	0.0%
2012	9126	LS 460L AWD	\$74,980	\$0	0.0%
2012	9140	LS 600h L	\$112,250	\$0	0.0%
2012	9420	RX 350 FWD	\$39,075	\$0	0.0%
2012	9424	RX 350 AWD	\$40,475	\$0	0.0%
2012	9440	RX 450h FWD	\$44,735	\$500	1.1%
2012	9444	RX 450h AWD	\$46,325	\$500	1.1%
2012	9501	IS 250 (MT)	\$33,295	\$300	0.9%
2012	9502	IS 250	\$34,465	\$300	0.9%

2012	9506	IS 250 AWD	\$36,925	\$300	0.8%
2012	9510	IS 350	\$39,720	\$300	0.8%
2012	9516	IS 350 AWD	\$42,180	\$300	0.7%
2012	9521	IS 250C (MT)	\$41,190	\$0	0.0%
2012	9522	IS 250C	\$42,360	\$0	0.0%
2012	9530	IS 350C	\$46,640	\$0	0.0%
2012	9550	IS F	\$60,660	\$640	1.1%
2012	9700	GX 460	\$53,045	\$200	0.4%
2012	9710	GX 460 Premium	\$57,840	\$200	0.3%
2012	9800	HS 250h	\$36,330	\$700	1.9%
2012	9810	HS 250h Premium	\$39,100	\$700	1.8%
2012	9900	CT 200h	\$29,120	\$0	0.0%
2012	9907	CT 200h Premium	\$30,900	\$350	1.1%