



FEB 2-4, 2024
GLASS CITY CENTER

SHOW INFO

FRIDAY, FEB 2 **12PM-9PM**

SATURDAY, FEB 3 **10AM-9PM**

SUNDAY, FEB 4 **10AM-5PM**

PARKING

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GLASS CITY CENTER

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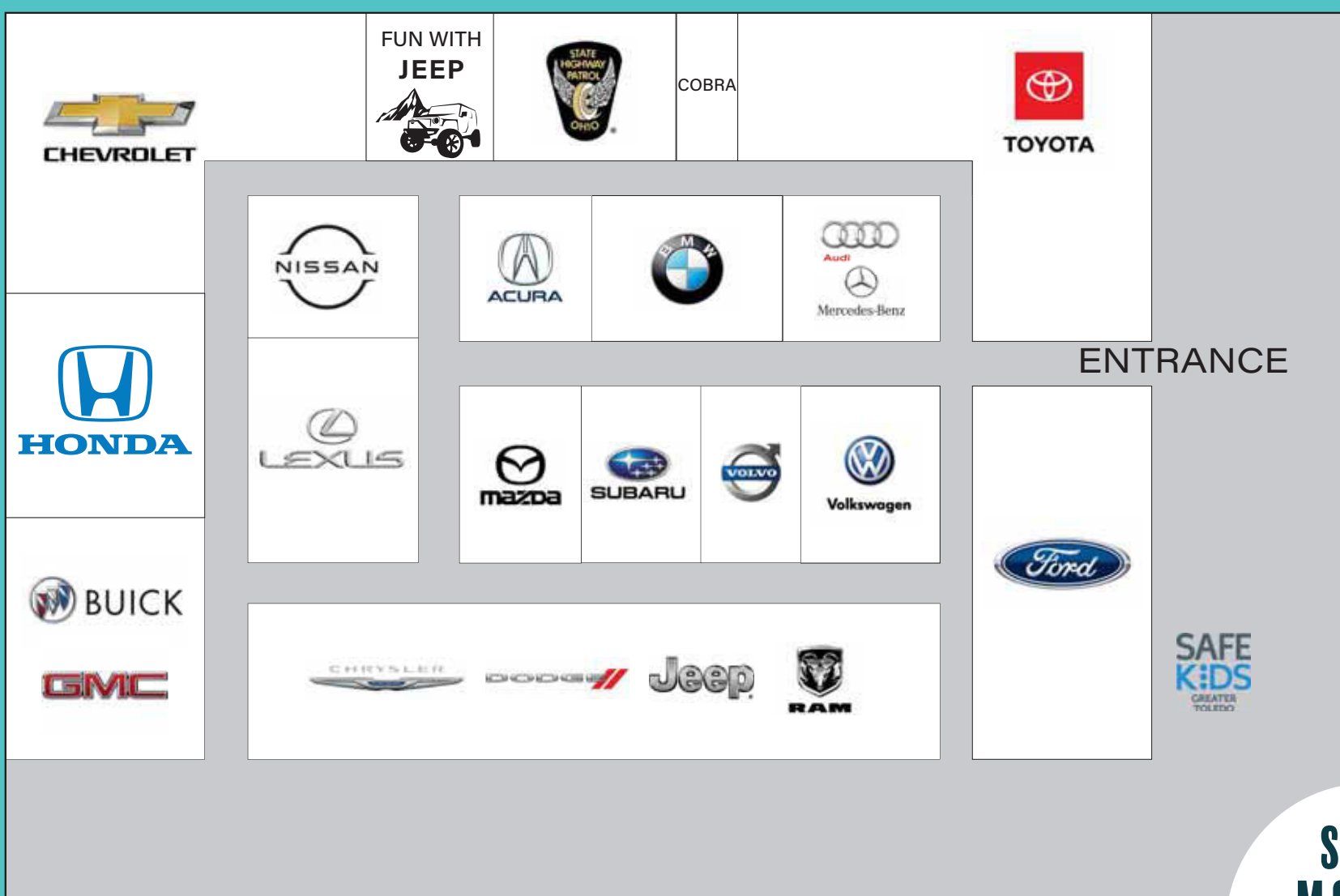


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Toledo Auto Show offers one-stop tire kicking and whiff of spring

By DAVID BARKHOLZ
BLADE STAFF WRITER

Local auto dealer Dave White has a straightforward answer for why prospective car buyers should consider attending the Toledo Auto Show next month.

“For a [\$6-\$8] admission, you can look at dozens of cars in one place and buy any one of them today,” said Mr. White,



who owns Dave White Chevrolet in Sylvania and whose family owns 24 other dealerships in four states. The Toledo Auto Show, which runs Feb. 2-4 in the Glass City Center, has been drawing hundreds of car enthusiasts and would-be auto shoppers to downtown Toledo annually for more than 35 years running, except for two pandemic years that canceled the show.

This year’s show will feature about 120 vehicles, including EVs, built by 20 car manufacturers, said Kelly Danison, the auto show manager conducting the show for the Toledo Auto Dealers Association.

Local dealers, as has been the case in recent years, will supply the cars cleaned up from their own showrooms and lots. The vehicles are presented on shiny and new carpeted exhibits throughout the hall.

The Toledo show is far different in several ways from the much larger international auto show in Detroit.

A key difference is that attendees to Toledo can physically get into vehicles and experience the smell and feel of them, including whether the back seat has enough leg room for the kids, Mr. White said.

In that same vein, patrons can ask product specialists stationed around the cars any questions they have, whether it’s about software, the entertainment system, or any other



subject, said Billy Yark, vice president and chief marketing officer of the area’s largest dealer group, the Yark Automotive Group.

On the other hand, the Detroit show is an international media event featuring prototypes and vehicle reveals that may or may not ever be built for mass consumption, said Joe Mehling, executive manager at Dave White



Ed Nyman, 16, of Maumee, Ohio, looks at the new Jeep Wagoneer with his grandfather, Roger Drummer, 74, of Wauseon, Ohio at the 2023 Toledo Auto Show at the Glass City Center.

THE BLADE/STEPHEN ZENNER

Chevrolet.

The vehicles there include exotics and limited production models like the Maybach, a renowned luxury brand of Mercedes-Benz AG, that are to be looked at and not touched. “The world goes to Detroit,” Mr. Mehling said.

Toledo show patrons can count on seeing Jeep Wranglers, its hybrid variant, SUVs, pickup trucks, the occasional Chevrolet Corvette, and the all-new Chevy Blazer EV.

Another difference with Detroit is that the Toledo show never changed its date from early February, while the Detroit show moved to the summer the past two years from its traditional slot in early January. But that’s about to change back.

Rod Alberts, executive director of the Detroit Auto Dealers Association confirmed to reporters on Jan. 11 that the Detroit show next year was returning to January, as in the past.

The search for better summer weather that took the Detroit show on a circuitous route was never in the cards for Toledo.

Mr. Mehling said he likes the



Terry Lovett, 74, of Sylvania, looks at cars with Jerry Dunaway, 75, of Lambertville, Michigan, at the 2023 Toledo Auto Show with the help of Vincent Okoli, a product specialist for Chevy.

THE BLADE/STEPHEN ZENNER

February date, cold weather notwithstanding, because the show builds excitement for the big spring car-selling season, and it fills a void during the slower winter months in northwest Ohio.

He said the Detroit show being held in its traditional early January time slot would allow the Toledo show to piggyback on the enthusiasm generated

among car shoppers in the region.

“It was good for our show to follow theirs,” Mr. Mehling said.

This year, five auto dealers in town who sell Stellantis brands — Chrysler, Dodge, Jeep, and Ram — will be putting on their display without any help from the manufacturer since Stellantis recently announced it

was foregoing all auto shows this year.

Yark’s flagship store, Yark Chrysler Jeep Dodge Ram in Toledo is participating, as are Charlie’s Dodge Chrysler Jeep Ram in Maumee, Grogan’s Towne Chrysler Jeep Dodge Ram in Toledo, Rouen Chrysler Dodge Jeep Ram in Woodville, Ohio and Thayer Chrysler Dodge Jeep Ram in Bowling

Green.

Between multiple franchises, Yark Automotive expects to send about 30 vehicles to be displayed at the show, Mr. Yark said.

White Automotive Family franchises represented will include Toyota, Honda, Acura, Chevrolet, and Lexus, Mr. White said.

The Toledo show is important to downtown businesses and the city-owned Glass City Center, said Mark Brazeau, director of group sales and management relationships for Destination Toledo, a visitor and convention group.

Many attendees get dinner or drinks before and after the show, Mr. Brazeau said. The Glass City Center also reopened in August, 2022 after a \$70 million makeover and expansion, including a plush new ballroom.

“In addition to enjoying the assortment of vehicles on display, the auto show is an excellent opportunity for guests to see all the updates at the newly reimagined Glass City Center and to experience all of the exciting dining and attractions Toledo has to offer,” Mr. Brazeau said.

Destination Toledo could not estimate the auto show’s economic impact, he said. Auto show promoters do not share attendance figures, Ms. Danison said.

Local children’s charities also benefit.

Mr. Yark said sponsors and the preview fund-raising gala on Thursday before the show annually raise more than \$100,000 for charity through the non-profit Auto Dealers United for Kids.

This year’s local recipients are First Tee, a group helping to introduce young people to golf; Good Grief of Northwest Ohio, a grief support organization; and Helping Hands of St. Louis, a Catholic charity to feed the hungry, Ms. Danison said.

General admission for an adult to attend the Toledo Auto Show costs \$6 online and \$8 at the box office. Seniors 65 and older and students, both with valid IDs at the box office, are \$6. Admission is free for those 9 and under when accompanied by an adult.

Show hours are noon to 9 p.m. Friday, Feb. 2, 10 a.m. to 9 p.m. Saturday, Feb. 3, and 10 a.m. to 5 p.m. Feb. 4.

Tickets for the charity preview gala on Thursday, Feb. 1 are \$300 for individuals and \$2,500 for a table of 10. The preview is scheduled at the Glass City Center from 6:30 p.m. to 11 p.m., with cocktail attire acceptable.

U.S. new vehicle sales rise 12% as buyers shake off high prices, interest rates, and auto strikes

ASSOCIATED PRESS

DETROIT — Undeterred by high prices, rising interest rates, autoworker strikes and a computer-chip shortage that slowed assembly lines, American consumers still bought 15.6 million new vehicles last year, 12 percent more than in 2022, the biggest increase in more than a decade.

Yet sales still haven’t returned to the 17 million rate in the years before the pandemic, and there are signs of a cooling market as buyers aren’t as willing to pay astronomical prices that dealers and manufacturers were charging just months ago.

“You see the consumer making a concerted effort to ensure that they’re getting the best price possible,” said Jonathan Chariff, CEO of South Automotive Group, a 10-dealership group in the Miami area. “They basically feel that this is the right time to buy from a

American consumers bought 15.6 million new vehicles last year

perspective of being able to get the discounts.”

Average auto sales prices peaked in December of 2022 just over \$47,300, with vehicles in short supply because of the global chip shortage that limited production. Some dealers were able to charge over the sticker price to buyers who needed a new ride or had the money to get one.

But the chip shortage gradually eased last year to the point where it’s nearly over, and assembly lines are running at near normal speeds. General Motors, Ford and Stellantis endured six-week strikes by the

United Auto Workers that ended last fall. As a result, vehicle supplies on dealer lots are strong and growing, and prices are starting to fall as automakers and dealers dangle discounts.

Data from J.D. Power show that average prices in mid-December were down 2.7% from the peak, to around \$46,000. But they’re still nowhere near pre-pandemic prices due to a 26% runup from 2020 to 2022 as cash-rich buyers drove up prices mainly by buying loaded-out trucks and SUVs. That was about 10 percentage points higher than

the inflation rate for the same period.

Still, Jonathan Smoke, chief economist for Cox Automotive, said he expects the gap between the sticker price and the transaction price that consumers pay to widen this year. “We do think that the tables start to turn in 2024,” he said. “Discounting will be the key difference in why transaction prices are declining.”

Discounts, on average, more than doubled year over year in November, Smoke said. “I think we’re starting to see signs that manufacturers are starting to put more into making financing more attractive,” he said, adding that they’re also offering more attractive lease deals.

New vehicle loans averaged around 7% for most of the year, and those could drop even if the Federal Reserve doesn’t start to cut rates, Smoke said.

He and Chariff also say that

dealers have had to discount as well. In South Florida, Chariff said he isn’t seeing customer demand back off. His dealerships had strong December sales without the normal lull during the week before Christmas.

There may be more buyers at the lower, more affordable end of the market, which already was heating up last year as supplies rose. For example, sales of the Chevrolet Trax small SUV, which starts at \$21,495 including shipping, grew to more than 109,000 last year, four times the 2022 number.

Electric vehicle sales grew 47% to a record 1.19 million for the full year, according to Motorintelligence.com. The EV market share grew from 5.8% in 2022 to 7.6% last year. But EV sales growth slowed toward the end of the year. In December, they rose 34%. Gas-electric hybrid sales

grew 54% to 1.2 million last year, with market share leaping from 5.6% in 2022 to 7.7%.

Among manufacturers, General Motors, the top seller in the U.S., posted a strong 14% sales increase for the year. Toyota sales grew 7%, while Honda was up 33%. Nissan sales grew 23%, with Hyundai up 12%. Stellantis, maker of Jeep, Ram and other vehicles, saw its sales drop about 1% for the year.

Ford’s F-Series pickup trucks are likely to remain the top selling vehicle in the U.S. when the company reports numbers on Thursday. But General Motors said it sold more full-size pickups than Ford — 839,517 — with its Chevrolet Silverado and GMC Sierra combined.

Toyota’s RAV4 small SUV was the country’s top-selling vehicle that wasn’t a pickup truck. RAV4 sales rose 9% last year to almost 435,000.



THE BLADE/MIKE BRICE

The Subaru Solterra was Mike Brice's first electric vehicle.

First-time EV owner embraces change

By MIKE BRICE
BLADE STAFF WRITER

Being on the cutting edge of new technology can be thrilling, but it can also be tedious and fraught with unexpected challenges and pitfalls.

After 3 months and 3,000 miles with my first electric vehicle — a Subaru Solterra — I can say the positives outweigh the negatives, and I am happy with my purchase from Yark Subaru.

I have owned more than a dozen cars over the years — everything from fast sports cars to pickup trucks used to tow our RV.

I was eager to try an electric vehicle and considered a Tesla, but I wanted to have a local dealership's support should I run into issues.

This vehicle, a joint project between Toyota and Subaru, fit the bill, and after a short test drive, I was sold.

First, the positives. The car is quick and fun to drive. The dual electric motors provide instant acceleration.

The lack of engine noise and not having to stop at the gas station is also a plus. But that doesn't mean I don't have to ensure it is powered — just a different way.

Charging

I mainly charge in my garage with the slower Level 1 charger that uses a regular wall outlet. This charges about 2 percent per hour, meaning overnight from 6 p.m. to 8 a.m., I can get about 28 percent power pack to the battery.

I typically only drive between 30 and 50 miles per day — consuming about 20-30 percent of the battery — so even with the Level 1 charger, I can start the day with a full charge.

Level 2 chargers in the Toledo area are conveniently located and charge about 10 percent an hour. If I get behind what I can charge overnight, I typically plug into one near my office for a few hours.

Many of the chargers are free, and Subaru provided a \$400 credit for a network that charges. I have yet to use that, as the free Level 2 chargers have been all I need.

Many EV owners install a 240-volt outlet, typically used for a dryer, in their garage to access Level 2 charging speeds.

Range anxiety

A day trip to Lima for a story in the first week of ownership gave me a valuable lesson about real-world results.

My first mistake was not starting the morning with a full charge. My second mistake was not realizing that highway speeds would deplete the battery faster than the dashboard estimate.

As I saw the numbers dropping, I was glad that I had used various apps to identify the potential charging sites in the Lima area.

While getting to Lima was no problem, I was unsure if I had enough power to get back. Instead of risking it, I found a free Level 2 charger at a local hospital garage and plugged it in while I wrote and filed my story from the cafeteria.

After about 90 minutes, I was comfortable that I could get back home. As it turns out, even if I had not charged, I had enough power to make it back home, but as a new owner, I didn't want to take the chance.

Other EV owners

Other EV owners in online forums and in person, have been valuable resources in providing real-world tips and tricks.

For example, auto-starting the car while being plugged in, uses the house electricity instead of the battery, allowing you to get into a warmed car and not have to run the battery-draining climate system on my short commute to downtown Toledo.

Final word

Like when purchasing any vehicle, the key concern should be your driving habits and preferences.

Do you have a short commute, or do you regularly have days where you travel 200 or more miles? If it is the former, even a Level 1 charger should be fine. If it is the latter, you should have access to a reliable Level 2 charger nightly.

Kia EV9, Toyota Prius and Ford Super Duty pickup win 2024 North American SUV, car and truck awards



ASSOCIATED PRESS

2024 Kia EV9



ASSOCIATED PRESS

2024 Toyota Prius



ASSOCIATED PRESS

2024 Ford F250 Super Duty

ASSOCIATED PRESS

PONTIAC, Mich. — The Kia EV9 large electric SUV won the 2024 North American Utility of the Year award, while the Toyota Prius hybrid took the top car honors, and Ford's Super Duty pickup won the truck award.

The honors, announced at a meeting of the Automotive Press Association in Detroit, are often used in advertising by automakers. About 50 automotive journalists from the U.S. and Canada tested and rated the vehicles based on how much they set new benchmarks for their segment of the automobile market.

All of the SUV finalists this year have electric versions including the electrified GV70 small SUV from Genesis, Hyundai's luxury brand, and the Hyundai Kona and Kona EV.

In addition to the Prius and its plug-in version called the Prius Prime, car finalists included Hyundai's Ioniq 6 EV and the redesigned Honda Accord midsize sedan.

Truck finalists included General Motors' redesigned Chevrolet Colorado midsize pickup and the Chevy Silverado EV pickup.

The winners were picked from an initial list of 52 eligible cars, trucks and SUVs and narrowed to 25 in September. Finalists were announced in November.

Electric vehicles made up more than half of the finalists, showing the impact the new technology is having on the U.S. automobile market.

EV tax credits just changed again: Here's where you can still get discounts

By PETER VALDES-DAPENA
CNN

The Internal Revenue Service updated the rules for electric vehicle tax credits again starting with the first day of 2024, bringing some good and bad news.

The bad news is that fewer vehicles are now eligible for federal tax credits, and even fewer are eligible for the maximum \$7,500 credit.

But there's good news, too. Many electric and plug-in hybrid models are still eligible for at least a portion of the full tax credit. Also, consumers can now get the tax credit applied to the purchase price of the vehicle at the time they buy it, rather than having to wait until they file their taxes. And, as before, if you lease, rather than purchase the vehicle, you can still enjoy the benefit of the tax credit even on vehicles that would not otherwise qualify.

Many states and even municipalities also offer their own incentives for electric vehicles and for the installation of home EV chargers. These IRS changes don't impact those incentives.

Even with electric vehicles being heavily discounted, as most currently are, in some cases tax credits are the only way to get any sort of incentive on an EV, said Ronald Montoya, consumer advice editor at Edmunds.com. Tesla, for example, does not negotiate on the sticker price.

"If you look at Tesla, which is one of the most popular EVs, it doesn't [give] any discounts, so the tax credit is very important for Tesla buyers," he said. "So it just depends on the vehicle. But I think overall, they are a big incentive for people."

The new rules have to do with where vehicle parts, particularly the batteries and battery components, were made. In particular, if these parts were made in China, the tax credit is reduced or even done away with entirely.

Many automakers are now building electric vehicle battery factories in the United States so, even if a certain model isn't eligible for the full tax credit today, it could be in coming months or years as automakers change their parts supply chains.



GETTY IMAGES

Among the models still eligible for the full \$7,500 EV tax credit, according to the IRS web site, are the Ford F-150 Lightning pickup, the Chrysler Pacifica plug-in hybrid minivan, and various versions of the Tesla Model 3, Model Y, and Model X.

Some EVs and plug-in hybrids eligible for tax credits last year aren't anymore, though, according to the IRS website. The list is liable to change, though, as more automakers complete application processes and alter their supply chains.

For instance, the Nissan Leaf was eligible for a \$3,750 tax credit late last year but isn't as of this week, according to the website. Likewise, Ford Mustang Mach-E owners who took delivery of their SUV last year could get a \$3,750 tax credit, but that model isn't currently listed as eligible in the new year. The Volkswagen ID.4 was eligible for the full \$7,500 tax credit up until the end of 2023. It's not currently listed as eligible for any purchase tax credit now, though.

Volkswagen spokesperson Mark

Gillies said the German automaker is still in the process of submitting all the needed paperwork. The company is "optimistic" that all model year 2023 and 2024 ID.4s will, ultimately, be eligible.

Nissan said it is working with parts suppliers to meet the new requirements so that the Leaf could be eligible again in the future.

For some electric and plug-in hybrid vehicles, whether they are eligible for a tax credit and for how much could depend on the specific individual vehicle and its particular parts content. For that reason, the IRS website has a place to enter the individual vehicle identification number, or VIN, for the vehicle a customer is buying or considering.

Whether these new tax credit rules, or last year's rules, apply depends on when the vehicle was "placed into service," to use IRS terminology. That means that, even if you signed the paperwork to purchase a vehicle in 2023 but won't take delivery of the vehicle until this year, the new 2024 tax rules apply. So, you might not get the tax credit you could have

gotten if you had the vehicle in your driveway before January 1. On the other hand if you took delivery of the vehicle in 2023, the tax credit rules in force then would still apply.

If you lease, though, you can get the benefit of the tax credit even on vehicles that were never eligible. That because, if you lease, different — and more lax — tax regulations apply. Instead of going to you, though, the tax credit goes to the leasing company. But, in many cases, it's passed along to the customers as a "lease incentive," resulting in lower monthly payments.

Leasing is an excellent idea, anyway, when considering an electric vehicle, Montoya said. For one thing, EV technology is still changing rapidly, he said, so someone buying an EV today may want to upgrade a new car with longer range or faster charging in a few years, anyway. Also, leasing helps reduce monthly payments, which are currently very high for vehicle purchases due to high interest rates.

Cutting costs? Maybe it's time for your family to ditch that second car — saving you money

By SEAN MCDONNELL
CLEVELAND.COM (TNS)

CLEVELAND, Ohio — A single-family home with two vehicles in the garage is part of the American Dream. But it's also very costly. To save money, should two-vehicle households consider downsizing to just one vehicle?

To my surprise, maybe? It obviously depends. My initial intuition was "heck no." But some math showed that my household could save thousands of dollars each year without too much hassle.

Owning a vehicle can cost hundreds of dollars a month once you figure in buying it, fueling it, insuring it, fixing it and parking it. Sometimes it's a necessity. And having no vehicle at all is not something I'm even remotely recommending.

But in some cases — like someone who could be dropped off at the office by their significant other — owning a second vehicle is kind of a luxury.

Some people have long commutes. Others work from home. And having kids that need to go to school or soccer practice makes this all the more difficult. But here's how the dollars and cents work out.

It's about time

We'll delve into the bottom line later, but whether owning a vehicle saves you money comes down to time — and how much your time is worth.

Let's say my time is worth \$30 an hour. Yes, that's triple Ohio's minimum wage. But time is the one resource I'll never get more of — so I won't lowball myself.

Obviously, the cost to own a vehicle can vary widely — especially if they're older. But most 2024 models often cost \$550 or more each month.

If an hour of my life is worth \$30, and owning and using a second vehicle costs \$6,600 a year, then it needs to save me and my partner 220 hours each year to be worth the price tag.

The math says I probably should not have two cars.

Dropping my partner off at work before heading into my office would add only 40 minutes to my daily commute. Because we both work from home part time, we'd do this twice a week.

I would drive an extra 70 hours each year to save \$6,600 each year. Basically, I'm saving \$94 for each extra hour of driving, much higher than the \$30 my time is worth.

If she dropped me off at work, it would add about 10 minutes to her commute twice a week, or 17 hours a year. This would be a better option, but I need a car available for work to chase down stories for readers like you.

This is likely a unique circumstance. If we both worked in the office five days a week it would take anywhere from 44 to 174 extra hours each year to get to both offices with just one car, depending on who drove each day. If I still worked in Akron, it'd be a non-starter.

Having two vehicles probably saves us some time outside of work commutes. But most trips we take, whether it's an errand or visiting friends, are doable with just one vehicle.

Especially post COVID-19, with hybrid work schedules and more flexibility, many households might want to rethink their second or third vehicle.

How much does it cost to own and use a vehicle?

There's no perfect way to tell you how much a vehicle costs



GETTY IMAGES

to own each month, unless you feel like reading a college thesis. Part of the reason is that we all drive different vehicles. The other reason is all the hidden costs.

My paid-off 2015 Toyota Camry is cheaper to own and drive than a newer model. And that new Camry would be cheaper than a Ford F-150 or a Chevrolet Silverado — both of which are best-sellers.

To simplify, we'll use Edmunds' "True Cost To Own" feature. It includes estimates for expenses like repairs, insurance and fuel and spreads them over a five-year period.

Edmunds says the total cost to own a 2024 Toyota Camry, or a 2024 Honda Accord is about \$34,000. Spread over five years, that's \$566 a month.

A Ford F-150 pickup truck costs about \$48,500 or \$800 a month. A Subaru Forester? About \$625 a month and \$37,500 over time. A Chevrolet Equinox costs about \$42,000, or \$700 a month.

It isn't a perfect number, because Edmunds treats vehicles

like an asset you may trade in at a dealership in five or six years, which means it tracks the cost of financing and depreciation instead of the total amount of cash paid. But it's pretty close.

You may think these numbers are high. But doing the math for even my older vehicle, it costs me about \$400 a month to own and use my 2015 Toyota Camry. That's even with buying it used in 2018 and expecting it to last 13 years — spreading out the costs of buying it.

Even at \$400 a month, a second vehicle is not worth it financially for me.

Now that it's paid off, it only costs me \$244 each month once you consider insurance, fuel, expected maintenance and yearly registration fees. In theory, I'll eventually get some cash or trade-in value when I sell it. But that is hopefully not happening anytime soon.

Now driving to work isn't the only time I leave the house. But it's one of the few times that I need to leave and be

somewhere at the same time as my partner.

Most errands are either a group activity, or just one person goes. The trips I make most often, like to the gym or to the barber, are a 15-minute bike ride away or less. And I live and work in the suburbs. Not in a walkable "15-minute" city.

Would it be super convenient to ride a bicycle in a Cleveland winter? No. But I'd be hard pressed to find ways my car saves me 220 hours each year.

Things to think about

There are many caveats. For starters, getting rid of a vehicle doesn't necessarily mean you'll drive less. The car you keep will likely be used more; leading to more fuel and more maintenance costs.

For my household, we'd actually save or break even mileage wise. Right now, using two vehicles, we drive a combined 51 miles each day. Dropping each other off at work, we'd

drive 40 miles or 52 miles, depending on who dropped off who.

Insurance is tricky because of discounts for bundling policies. Progressive estimates that a two-driver household with one vehicle pays about 21% less than a similar household with two vehicles.

I currently insure two cars and a home. My State Farm agent says my payment would go down by \$39, or 22.6% if I didn't include my vehicle.

There are more costs and savings to consider. Dropping each other off at work could save us anywhere from \$30 to \$65 each month in downtown parking fees. We'd also inevitably use Uber or Lyft at some point.

Ditching a vehicle could also mean buying one or more bus passes for \$95 a month. But to be 100% honest, it would be quicker for me to bike to work from Berea to Brooklyn than take public transit.

Then again, I told many people that I'd bike to work last summer for this column, and I never did.

Some jobs, like mine, require a vehicle. I'd also lose some degree of freedom. Maybe I can't spontaneously go out because my significant other is using the car, or vice-versa.

And I've already lived this situation before — sort of. When I was enrolled at Cleveland State University every student was required to pay \$35 a semester for an RTA pass. It sort-of got me from Parma to downtown. I was miserable enough using public transportation that I caved and bought a parking pass.

To be frank, I'm not getting rid of my car. I've already sunk a bunch of money into it by buying it. But maybe I shouldn't have.

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Toyota GR Corolla.



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Ford Bronco SUV.



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Hyundai Ioniq 6.

Edmunds recommends the best vehicles for achieving your New Year's resolutions

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Many of us will renew our vows to self-improvement in the form of New Year's resolutions. For many of us, those commitments will unravel before summer. But if buying a new car is in your plans, why not tie it to a goal to last all year? There may be no better motivation than a daily reminder — your car — to stick to your resolution. Whether you want to venture deeper into your local wild lands or just check out more happenings in town, the car experts at Edmunds have suggestions for cars that can help make those promises stick. All the prices below include destination and handling.

1: GET IN SHAPE: 2024 TOYOTA GR COROLLA

Everyone's favorite New Year's resolution is also the quickest one to fall off. But with a workout partner like the Toyota GR Corolla, you're more likely to stick with your goals all year. You recognize the Corolla name, no doubt. But the GR Corolla is what results when the standard model has been in the gym, setting personal bests in the deadlift and bench press.

The GR Corolla takes the regular Corolla hatchback and hops it up with 300

horsepower. That's a massive 131-horsepower boost from the regular Corolla hatchback. It also comes with a performance-tuned all-wheel-drive system and a standard six-speed manual transmission. And with 0-60 mph acceleration in just 5 seconds, you'll get there quick.

Starting price: \$37,195

2. EXPLORE MORE: 2024 FORD BRONCO

We all yearn to shake off the chains of our ordered lives, and there are few better ways to get off the beaten path than with a Ford Bronco. This capable off-roader can be had with knobby all-terrain tires and a high ground clearance to set you up for trips to the mountains, deserts and beaches. You can also remove the doors and roof to get an unobstructed view of nature.

As a truck-based SUV, the Bronco isn't as comfortable or as fuel-efficient as the typical crossover SUV. It's also pretty noisy on the highway. But compared to its crosstown rival, the Jeep Wrangler, it's more refined and easier to drive.

Starting price: \$41,025

3: GET OUT OF YOUR COMFORT ZONE: 2024 HYUNDAI IONIQ 6

Friends, leadership gurus



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Mercedes-Benz GLB SUV.

and today's modern spiritual guide — The Influencer — constantly tell us to try new things. This year, we'll try it with the Hyundai Ioniq 6. This fully electric sedan debuted last year and looks like a stretched version of a late 1960s Volkswagen Beetle. But this Hyundai is anything but retro. It's fun to drive and has an interior full of the latest technology features.

Going electric can feel risky, but the Ioniq 6 promises ample reward. Equipped with a single motor and its largest optional battery, the Hyundai is rated for up to 361 miles on a full battery charge. In Edmunds' testing, a dual-motor all-wheel-drive Ioniq 6 managed 303 miles, 33 miles more than

its EPA-estimated range. The Ioniq 6 is also the quickest-charging EV Edmunds has tested for use at public fast-charging stations.

Starting price: \$43,565

4: SPEND LESS: 2024 NISSAN VERSA

Every January, many of us declare our intentions to save more and spend less. And if you're shopping for a new car this year, the Nissan Versa is one way to keep that resolution. The Versa is one of today's most affordable new cars, but it's hardly cheap. It comes with several standard advanced driver assist features such as automatic emergency braking and blind-spot warning.

With just 122 horsepower, the Versa isn't fast. But it's fuel



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Nissan Versa.

-efficient and gets an estimated 40 mpg on the highway, meaning the Versa will save you money on more than just its starting price. It's also practical, with seating for five and a large trunk.

Starting price: \$17,405

5: GET OUT MORE: 2024 MERCEDES-BENZ GLB

For 2024, going out is the new staying in. When friends suggest visiting a new museum exhibit or rave about a new farmers market, pick them up in the Mercedes-Benz GLB. Its compact size makes it a breeze to park anywhere, yet its interior is roomy enough for four adults. There's even an optional third row best suited to kids, but it works in a pinch if your museum outing expands.

A turbocharged four-cylinder engine gives the GLB ample power. It reaches 60 mph in 6.5 seconds, making it one of the quickest compact luxury SUVs Edmunds has tested. It also offers fuel economy of 27 mpg combined. Generous cargo space is another benefit and makes for easy handling of luggage, farmers-market hauls and more.

Starting price: \$45,600

EDMUNDS SAYS

Whether you want to bulk up, spend less or just venture out more, a handful of cars can help you stay focused on your New Year's resolutions.

This story was provided to The Associated Press by the automotive website Edmunds.

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China's BYD is rivaling Tesla in size. Can it also match its global reach?

A less flashy Chinese electric vehicle maker is fast closing the gap with Tesla, the longtime, market-leading pioneer

ASSOCIATED PRESS

BEIJING (AP) — A less flashy Chinese electric vehicle maker is fast closing the gap with Tesla, the longtime, market-leading pioneer.

BYD Co., based in the southern China tech hub of Shenzhen, dethroned Texas-based Tesla Inc. as the top seller of electric cars in the last three months of 2023, according to sales figures released by the companies this week.

Tesla retained the crown for all of 2023, but BYD's sales have skyrocketed on the back of a government-driven EV boom in China. The rise of BYD and other Chinese electric vehicle makers is a challenge not only for Tesla but also the world's major automakers as Chinese competitors push into Europe, Southeast Asia and other overseas markets with a relatively affordable option for drivers who want to go green.

Car makers like Volkswagen, Ford, Honda and Toyota all are playing catch-up with both BYD and Tesla, said James Attwood, acting managing editor at Autocar magazine.

"I think perhaps the most interesting thing is less about the battle between Tesla and BYD and more about what the big established manufacturers that have a hundred years of history in making cars are going to do to catch these upstarts," he said.

How did BYD outsell Tesla?

Aggressive price cutting helped Tesla beat analysts' estimates for sales in the October to December quarter, but BYD did even better. The Chinese automaker sold 526,409 electric cars in the three-month period, topping Tesla's 484,507 units.

Its results were boosted by a surge in sales of small, low-cost EVs such as its Seagull and Dolphin models, said Cui Dongshu, secretary-general of the China Passenger Car Association. Whether that growth in small vehicles can be sustained remains to be seen, he said.

For the entire year, BYD's EV sales rose 73% in 2023 to nearly 1.6 million vehicles, the company said in a filing Monday with the Hong Kong Stock Exchange. The total still fell short of Tesla, which announced the next day that its annual sales were up 38% to 1.8 million cars.

Unlike Tesla, BYD also makes hybrid vehicles. Including its 1.4 million hybrids, BYD far outpaced its American competitor in 2023 with sales of 3 million passenger cars.

China's subsidies for EVs were phased out at the start of this year, but a fierce price war among makers including BYD and Tesla has kept sales buoyant. China is a major market and production base for Tesla, which exports cars to Europe and elsewhere from China.



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A model stands next to a car from BYD during the Shanghai auto show in Shanghai, in April, 2023. BYD Co., based in the southern China tech hub of Shenzhen, dethroned Texas-based Tesla Inc. as the top seller of electric cars in the last three months of 2023, according to sales figures released by the companies this week.

What's next for BYD?

BYD's growth has been primarily at home, where it has benefited from the huge Chinese market and government policies to encourage the EV industry. It rivals Tesla in size but not yet in reach.

"Most of BYD's EVs were sold in China despite its fast-growing overseas sales, whereas Tesla is already a

global player," said Jing Yang, the director of China corporate research at Fitch Ratings.

The company is expanding into new markets. Its exports more than quadrupled to 242,765 vehicles in 2023, accounting for 8% of its sales, and BYD announced last month that it would build an electric vehicle factory in Hungary, its first in Europe.

Chinese EV makers are still in the early stages of going

abroad and may run up against regulatory or trade barriers, Yang said, particularly in markets that are home to major automakers such as the U.S., Europe, Japan and South Korea.

The EU has launched a trade investigation into subsidies to electric vehicle makers in China and the U.S. has passed legislation that blocks consumers from getting a full \$7,500 tax credit for an electric vehicle

if its battery components come from China and a few other countries.

"The main concern for global automakers is the influx of cheap Chinese EVs into their home markets and other major markets before they can produce EVs at lower costs," Yang said.

How did BYD get its name?

Company founder Wang Chuanfu has said that BYD, or "Biyadi" in Chinese, was chosen mainly because it was a simple and unusual name, two characteristics that make it easier to register a new company in China.

At the time, it was a rechargeable battery maker that Wang set up in Shenzhen in 1995. From batteries, BYD expanded into other fields including consumer electronics. BYD launched an automobile subsidiary in 2003 that initially made gasoline-fueled cars. By 2008, Wang was eyeing the electric vehicle market.

BYD has stopped producing gasoline cars. It also manufactures electric buses, including at a U.S. factory in Lancaster, California. While the origins of its name are unclear, the company has turned its acronym into a slogan: "Build Your Dreams."

Associated Press researcher Yu Bing in Beijing and video journalist Cassandra Allwood in London contributed.

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Auto review: Are we there yet? Road trippin' in the Kia EV9 family SUV

By HENRY PAYNE
THE DETROIT NEWS (TNS)

GAYLORD, Mich. — Early electric vehicle adopters have lots of questions: What's the 0-60 mph acceleration time? How big is the screen? Does it have a frunk? Does it have one-pedal driving?

But as manufacturers broaden their EV selections beyond enthusiasts and toward family vehicles to satisfy looming government mandates eliminating gas-powered chariots, the question on buyers' minds is:

Are we there yet?
As the market's first electric three-row SUV, the 2024 Kia EV9 begs the question as families size up its handsome exterior, sci-fi wheels and lush interior. It's a compelling ute, but is it road trip-friendly like its gas-powered 2024 Telluride sibling costing \$20,000 less but featuring nearly 200 miles more range?

I took the top-trim \$77,395 EV9 GT-Line on an overnight Payne Christmas shopping trip up I-75 to test its family-friendly capabilities.

The big SUV is certainly friendly to the eyes. With its sculpted body stampings, sci-fi "X" wheels and vertical LED lights, my gunmetal gray Kia looks like it just rolled off a "Blade Runner" movie set. Snow-and-salt-blasted after my 470-mile trip north, it looked like it had been through a windswept dystopian landscape to boot.

The interior is state of the art, its layout rivaling luxury automakers. A pair of crisp 12.3-inch digital displays are housed in a continuous dash-top screen. A useful head-up display complemented them on my GT-Line model, and the screen responded quickly to my touch. Interior room is plentiful like the Telluride,

including a big third-row seat and healthy 82 cubic-feet of cargo space with the second row folded (perfect for a big chair at Gardner White furniture that we had our eyes on).

Mrs. Payne and I packed our overnight bags beneath the hatchback, and we were off at 11 a.m. Well, not quite.

With over 400 miles of range and dozens of quick-fill gas stations everywhere, fueling a gas Telluride is an afterthought. EVs, on the other hand, require extensive trip planning. Are there chargers on the route? Are they fast chargers? Are they 350 kW fast chargers? Are they near food/restroom facilities? Chargers at the destination? What's the weather forecast?

Happily, Kia Connect will not only route you to your destination, but plan your charger stops along the way (like Tesla and its proprietary charging network). Alas, I had difficulties connecting with Kia Connect (problem solved later in the drive), but — no worries — the ABRP phone app (A Better Route Planner) came to the rescue.

The EV route planner is excellent, and ABRP scheduled us for two fast-charger stops on our route in Bay City and Waters. Why two charging stops when the Kia's 243-mile range (we started with 90% of the full, 270-mile range) should have gotten us the 230 miles to Gaylord? ABRP knew that cold and highway speed — both the bane of batteries — would reduce range. The stops added 47 minutes of travel time compared to, say, a Telluride trip.

Are we there yet?

With a twist of the column steering shifter to DRIVE, we were off into the blowing snow. Like other electrics (Chevy, Hyundai, Tesla, VW), Kia EVs



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have made the column shifter hip again thanks to their single-speed transmissions. No clunky shifts through multiple gears like the ol' truck column shifters. And no gas driveline tunnel down the center of the car, opening console space for my knobby knees, wireless

phone charger and Mrs. Payne's purse.

First stop: Gardner White in Auburn Hills. The furniture store gave us plenty of chair ideas — and we also began to understand why ABRP's navi had scheduled a two-stopper: EV9 was sucking battery range at 75 mph in 33-degree temps. With range degradation of 45%, the Kia's realistic range was 134 miles rather than the 243 we had started with. Whoa.

A recent Car and Driver article came to mind: "A trend has become clear: most EVs fall notably short of their EPA-estimated range figure. On the flip side, we found most cars with ICEs either met or exceeded their EPA fuel-economy ratings."

After Birch Run, we headed to Bronner's Christmas smorgasbord in Frankenmuth. Despite its 16½-foot length, the EV9 land yacht was easy to maneuver in Bronner's stuffed parking lot, thanks to its 360-degree camera and periphery of sensors.

We added gift bags to the cargo bay and headed for our first Electrify America fast-charging stop in Bay City — in a Meijer parking lot. ABRP app indicated 18 minutes to charge to 85% battery, but electric charging is rarely that efficient.

First there are the heavy CCS connectors. Unlike light, standardized fuel pumps, CCSs are unwieldy even for your 6'5" reviewer to connect. Then there are balky card readers. It took me two tries in the bitter cold to get it right. Fortunately, I didn't have to wait in line for a charger. Unfortunately, only one of the two 350-kW ultra-fast chargers was in working order — and it was occupied.

I plugged into a slower, 150-kW port, which took 32 minutes to charge instead of the expected 18.

Are we there yet?

I got work done while charging, and Mrs. Payne shopped Meijer. After a total stop of 52 minutes, we unplugged with

2024 KIA EV9

Vehicle type: Battery-powered rear- and all-wheel-drive six-passenger SUV

Price: \$56,395, including \$1,495 destination (\$77,395 GT-Line e-AWD as tested)

Powerplant: 76.1 kWh or 99.8 kWh lithium-ion battery mated to electric motor(s)

Power: 215 horsepower, 258 pound-feet of torque (Light RWD model); 201 horsepower, 258 pound-feet of torque (Light LR RWD); 379 horsepower, 443 pound-feet of torque (Wind and Land e-AWD); 379 horsepower, 516 pound-feet of torque (GT-Line e-AWD)

Transmission: Direct-drive automatic

Performance: 0-60 mph, 5.0 seconds (GT-Line, mfr.); towing, 3,500 pounds (as tested)

Weight: 5,093-5,714 pounds (5,714 pounds as tested)

Fuel economy: EPA est. range, 230-304 miles (270 miles as tested)

Report card

Highs: Tech-tastic, roomy interior; instant torque in a big SUV

Lows: Battery range less than expected; fast-charge connector clunky to operate

Overall: 3 stars

200 miles of range — and range anxiety creeping in.

The Kia's onboard computer had recalculated to predict 25% range degradation in current conditions — but we had actually experienced 45% degradation while taking 176 miles off the battery to go 96 miles to Meijer. ABRP's next stop? A ChargePoint fast-charger in Waters, 108 miles away.

With the temperature dropping to 24 degrees in Gaylord and heavy snow predicted (where is global warming when you need it?), we feared we may not make it. So we charged just 54 miles later in West Branch to assure we'd get to Gaylord.

Are we there yet?

Despite its 5,714-pound girth — 1,300 pounds more than the gas-powered Telluride — the EV9's low center of gravity and all-wheel drive make for good driving dynamics, and I nailed the throttle back onto I-75. Zot! The Kia merged with a burst of liquid-smooth power.

The speed limit jumps to 75 mph north of Bay City, but I backed off to 70 mph to help

range. Range degradation decreased to 25% from the 45% I'd been experiencing.

Boasting an outlet mall, West Branch is peppered with 10 gas stations — but only two fast-charge stalls in the back of an out-of-the-way Ford dealership. After another frustrating few minutes coaxing the Shell charger app to sync with my Kia, I filled to 80% of range in 30 minutes before our last 70-mile leg to Gaylord.

In Gaylord, our dinner hosts admired the Kia's lush interior. Not being motorheads, though, they were more interested as to why it had taken 4¼ hours to make a trip they usually do in three in their gas-powered Ford Edge.

The EV9 would make one more demand before I retired for the night.

Are we there yet?

My wife had a business appointment the next morning in Oakland County, and we needed to be as efficient as possible going south. I dropped her off at our hotel at 10:30 p.m. for a good night's rest and headed to Gaylord's Electrify American charger (another Meijer parking lot) so the Kia battery would be at 100% charge when we took off in the early a.m.

The Gaylord chargers were empty at 10:40 p.m. Kia claims its 800-volt platform can charge quickly on 350 kW chargers, but I never saw a charging rate better than 141 kW. It took an hour to charge from 40% to 100% battery capacity. Exiting Meijer at midnight, I did a few doughnuts in a snowy lot nearby — a big kid enjoying the Kia's all-wheel-drive system.

The next morning, EV9 was wiser for the previous day's travel experience.

It calculated the SUV's range at 214 miles on a full charge (not the full 270 as advertised) — or only 80% of advertised range to account for the sub-freezing temperatures. Still, the Kia would lose another 20% of range going south on I-75 — for a total range degradation of 40%, similar to the previous day.

Our biggest worry was that the Bay City chargers might be occupied at 7:15 a.m. on a work-week Tuesday. They were empty. I refueled from 33% to 88% in 35 minutes on a 350-kW charger and we arrived home in 3.4 hours. I immediately plugged in to my 240-volt garage charger.

An EV trip is more complicated than travel in a gas vehicle — and at greater cost. EA's 48 cents/per kWh rate meant that filling up the EV9 cost me \$74 for the trip compared to \$58 for a 24-mpg Telluride.

I recommend doing small road trips (like our Gaylord shopping jaunt) if you get a battery-powered family SUV. Most folks will buy the cheaper Telluride for its convenience — until Kia retires its gas vehicles to meet government rules, and the EV lineup is all that's left in the showroom.

Are we there yet? In about 10 years.

Henry Payne is auto critic for The Detroit News. Find him at hpayne@detroitnews.com or Twitter @HenryEPayne.

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- KBB.com

\$439/Mo. 3-Year Low Mileage 10,000 Mile/Year Lease

new 2024 TUNDRA SR 4X4 CREWMAX
Model #8348

\$439 Per Mo.²
36 Mo. Lease | **\$3999** Due At Signing

Excludes applicable taxes & fees. No security deposit required.

new 2024 TUNDRA
includes Hybrid, excludes TRD Pro

4.99% for 60 Mos.³
APR Financing

-or- 5.99% APR for 72 Mos.

Available Electrified 437 HP i-FORCE MAX Hybrid Engine

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AMERICA'S BEST SELLING CAR!⁴

\$305/Mo. 39-Month Low Mileage 10,000 Mile/Year Lease

new 2024 CAMRY LE FWD
Model #2532

\$305 Per Mo.⁵
39 Mo. Lease | **\$2999** Due At Signing

Excludes applicable taxes & fees. No security deposit required.

new 2024 CAMRY
includes AWD, excludes Hybrid

4.99% for 60 Mos.³
APR Financing

-or- 5.99% APR for 72 Mos.

-or- 5.99% APR Financing on new 2024 Camry Hybrid

COROLLA

OVER 50 MILLION SOLD WORLDWIDE!⁷

\$239/Mo. 39-Month Low Mileage 10,000 Mile/Year Lease

new 2024 COROLLA LE
Model #1852

\$239 Per Mo.⁸
39 Mo. Lease | **\$3999** Due At Signing

Excludes applicable taxes & fees. No security deposit required.

new 2024 COROLLA
excludes Hybrid, GR Corolla & Corolla Cross

4.99% for 60 Mos.³
APR Financing

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-or- 5.99% APR Financing on new 2024 Corolla Hybrid
excludes Corolla Cross Hybrid

4RUNNER

OVER 40 YEARS OF OFF-ROAD EXPERIENCE!

\$447/Mo. 3-Year Low Mileage 10,000 Mile/Year Lease

new 2024 4RUNNER SR5 PREMIUM
Model #8666

\$447 Per Mo.⁹
36 Mo. Lease | **\$2999** Due At Signing

Excludes applicable taxes & fees. No security deposit required.

2024 4RUNNER TRD PRO

- 4.0L V6 Engine
- 270 hp; 278 lb.-ft.
- Multi-Terrain Monitor
- Crawl Control
- Multi-Terrain Select
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- 17-in. matte-black TRD alloy wheels

RAV4

AMERICA'S BEST SELLING SUV!¹⁰

new 2024 RAV4
excludes Hybrid

4.99% for 60 Mos.³
APR Financing

-or- 5.99% APR for 72 Mos.

-or- 5.99% APR Financing on new 2024 RAV4 Hybrid
excludes RAV4 Prime

HIGHLANDER

MOST DEPENDABLE SUV IN ITS CLASS¹¹
- JD Power & Associates

new 2024 HIGHLANDER
excludes Hybrid

4.99% for 60 Mos.³
APR Financing

-or- 5.99% APR for 72 Mos.

-or- 5.99% APR Financing on new 2024 Highlander Hybrid

TACOMA

BEST SELLING MID-SIZE TRUCK 18 YEARS IN A ROW!¹³

remaining new 2023 TACOMA
Includes TRD Pro

3.99% for 48 Mos.¹⁴
APR Financing

-or- 4.99% APR for 60 Mos.

-or- 5.49% APR for 72 Mos.

GRAND HIGHLANDER

AVAILABLE 362-HP HYBRID MAX POWERTRAIN

new 2024 GRAND HIGHLANDER
excludes Hybrid

\$1000 TFS APR CASH¹⁵

When financed through Toyota Financial Services

-or- new 2024 GRAND HIGHLANDER HYBRID

\$500 TFS APR CASH¹⁵

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Excludes GR Corolla

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APR Financing

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1. Full-Size Pickup Class. Vehicle's projected resale value is specific to the 2023 model year. For more information, visit Kelley Blue Book's KBB.com. Kelley Blue Book is a registered trademark of Kelley Blue Book Co., Inc. 2. New 2024 Tundra 4x4 CrewMax SR Model 8348. Lease based on net cap cost of \$44,089. Lease end purchase option \$35,918. 3. Remaining new 2023 and new 2024 Tundra (Includes Hybrid and Excludes TRD Pro), new 2024 Camry (Excludes Hybrid), new 2024 Corolla (Excludes Hybrid, Corolla Cross & GR Corolla), new 2024 RAV4 (Excludes Hybrid & Prime), and new 2024 Highlander (Excludes Hybrid & Grand Highlander). 4.99% APR for 60 Months with \$18.87 per \$1,000 borrowed OR 5.99% APR for 72 Months with \$16.57 per \$1,000 borrowed. Subject to approved credit thru TFS. Tier 1+ & 1 only. See participating dealer for details. 4. Based on manufacturer estimates, CY 2002-2022 new vehicle registrations. 5. New 2024 Camry LE FWD Model 2532. Lease based on net cap cost of \$24,279. Lease end purchase option \$15,020. 6. New 2024 Camry Hybrid, new 2024 Corolla Hybrid, new 2024 RAV4 Hybrid, and new 2024 Highlander Hybrid (Excludes Grand Highlander Hybrid). 5.99% APR for 36 Months with \$30.42 per \$1,000 borrowed OR 5.99% APR for 48 Months with \$23.48 per \$1,000 borrowed OR 5.99% APR for 60 Months with \$19.33 per \$1,000 borrowed. Subject to approved credit thru TFS. Tier 1+ & 1 only. See participating dealer for details. 7. Based on manufacturer estimates. Source: Toyota.com. 8. New 2024 Corolla LE Model 1852. Lease based on net cap cost of \$20,136. Lease end purchase option \$13,505. 9. New 2024 4Runner 4x4 SR5 Premium V6 Model 8666. Lease based on net cap cost of \$43,143. Lease end purchase option \$32,350. 10. Based on manufacturer estimates, CY 2022 new vehicle registrations. 11. Upper Mid-Size SUV Class. Source: J. D. Power 2023 U. S. Vehicle Dependability Study. 12. Toyota vehicles and components are built using U.S. and globally sourced parts. 13. Based on manufacturers' sales data from CY 2005-2022. 14. Remaining new 2023 Tacoma. 3.99% APR for 48 Months with \$22.57 per \$1,000 borrowed OR 4.99% APR for 60 Months with \$18.87 per \$1,000 borrowed OR 5.49% APR for 72 Months with \$16.33 per \$1,000 borrowed. Subject to approved credit thru TFS. Tier 1+ & 1 only. See participating dealer for details. 15. \$1,000 TFS Standard APR Cash on new 2024 Grand Highlander Gas Models only or \$500 TFS Standard APR Cash on new 2024 Grand Highlander Hybrid Models only. Subject to approved credit when financed through Toyota Financial Services. APR Cash must be applied to deal. Not all customers will qualify - see dealer for details. 16. TCUV Camry Gas/Hybrid, RAV4 Gas/Hybrid/Prime, Corolla Family - includes Corolla Gas/Hybrid, Hatchback, iM & Corolla Cross Gas/Hybrid (excludes GR Corolla Gas/Hybrid), and bZ4X. 5.99% APR for 36 Months with \$30.42 per \$1,000 borrowed OR 5.99% APR for 48 Months with \$23.48 per \$1,000 borrowed OR 5.99% APR for 60 Months with \$19.33 per \$1,000 borrowed. You must take retail delivery from TCUV dealer stock between 1/31/24 and 3/31/24. TCUV models must be current year used vehicles through 6-year-old with 85,000 miles or less. Subject to approved credit thru TFS. Tier 1+ & 1 only. See participating dealer for details. Visit toyotacertified.com for additional information. 17. Qualified current, active-duty military personnel, inactive reserves, veterans honorably discharged within two years of service, retirees regardless of date of separation from active service, and household members of eligible qualifying military personnel are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales USA, Inc., when leased or financed through Toyota Financial Services. Must take retail delivery from select new dealer stock (TCUV not eligible). The Toyota Military Rebate Program is not compatible with the Toyota College Rebate Program or Lease-End Refinancing Program. See participating dealer or visit buyatoyota.com for complete details. 18. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 19. ToyotaCare covers normal factory scheduled maintenance for two years or 25,000 miles, whichever comes first, and 24-hour Roadside Assistance is included for two years, unlimited mileage (NOTE: bZ4X, Mirai, Prius and Prius Prime include enhanced ToyotaCare and/or Roadside Assistance). Roadside assistance limits towing distances and locations and does not include parts and fluids, except emergency fuel delivery for certain vehicles. Excludes rental company fleet sale vehicles. See your Toyota dealer for additional restrictions and exclusions. Valid only in the continental U.S. * NO SECURITY DEPOSIT. Subject to approved credit through Toyota Financial Services. Not all customers will qualify - Tier 1 PLUS customers ONLY. Excludes state and local taxes, license, registration and title, and insurance. Ohio sales tax due at lease inception. License and applicable fees are extra. Other options and dealer charges extra. Your payment may vary depending on final price. Lessee may be charged for excessive wear based on Toyota Financial Services standards for normal use and for mileage in excess of 32,500 (Camry LE & Corolla LE) & 30,000 (Tundra SR & 4Runner SR5 Premium) miles at the rate of \$0.15 per mile (10K low mileage leases). \$350 Disposition Fee is due at lease termination. 2, 3, 5, 6, 8, 9, 14, 15, 17 & 18: Must take retail delivery from new 2024 (and remaining 2023 Tundra and remaining 2023 Tacoma) dealer stock while supply lasts between 1/31/24 and 1/31/24. Delays in new vehicle shipments not in the control of dealer may impact customer delivery date and offer eligibility. Supply limited. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 1/31/24.

