

PRICING

The Fair Market Range is **\$21,078-\$21,892**

[Build & Price](#)

You got the price. Now get the deal.

Price is only a portion of the story. Build your personalized deal with KBB and get the full picture.

[Configure Deal & Payment](#)

Updated weekly, the Kelley Blue Book Fair Purchase Price shows you what others have been paying for this car recently.



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[Pricing Definitions](#)

CLOSE

DEAL ADVISOR

1. Deal Terms



2. Finance & Payment



3. Review Deal

How long will you be financing this Camry?



60 months

What size down payment?



\$5,280 (25%)

Continue

As a reference, assuming
a **25%** down payment...

36 MONTHS

\$370/mo - \$410/mo

Monthly Payment

48 MONTHS

\$290/mo - \$350/mo

Monthly Payment

60 MONTHS

\$260/mo - \$320/mo

Monthly Payment

CLOSE

DEAL ADVISOR

1. Deal Terms



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What's your credit score?

Your credit score determines what kind of interest rate you qualify for.

Enter your score:

740

Continue

Don't know your credit score?

Get your score now - *FREE!*

[CLOSE](#)

DEAL ADVISOR

[SAVE OR PRINT](#)

1. Deal Terms



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\$23,872



This price is **below** Fair Market Range.

This might be a GREAT DEAL but you have to be careful. Things to know:



Volume: Larger dealers sometimes offer more aggressive pricing. They'd rather sell more cars than earn more on one car.



Supply: If a dealers is overstocked with one car, they might reduce their price to reduce inventory.



Interest Rate: Some dealers quote you a low price, but plan to make up the difference with higher loan rates and longer terms.

Deal Checklist

- Negotiability score
- Check Lightstream
- Incentive
- Four square



Purchase Price

| | |
|-----------------|----------|
| Price | \$16,328 |
| Tax & License | \$2,070 |
| Options | \$2,000 |
| Destination Fee | \$825 |

\$21,101

Trade-In

No trade added[Get a guaranteed value](#)

Down Payment

\$4,231

Monthly Payment

\$336/mo