



VEHICLE DESCRIPTION

# LINCOLN NAVIGATOR

LE L23354

2020 NAV L 4X4 RESERVE  
NAVIGATOR 7-PASSENGER  
TWIN-TURBOCHARGED 3.5L V6  
10-SPEED AUTOMATIC O/D TRAN

EXTERIOR  
CERAMIC PEARL  
INTERIOR  
CAPPUCCINO

**STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE**

<p><b>EXTERIOR</b></p> <ul style="list-style-type: none"> <li>• 360 CAM W/FRT &amp; REAR WASH</li> <li>• GRILLE - BC PAINTED MESH</li> <li>• HANDS-FREE LIFTGATE</li> <li>• HEADLAMPS - ADAPTIVE LED W/SIGNATURE LIGHTING</li> <li>• LED FOG LAMPS</li> <li>• LED TAILLAMPS</li> <li>• PANORAMIC VISTA ROOF W/ POWER SHADE</li> <li>• POWER ILLUMINATED RUNNING BOARDS</li> <li>• SIDEVIEW MIRRORS AUTOFOLD/ HEATED/SIGNAL/MEMORY/ SECURITY APPROACH LAMPS</li> </ul>	<p><b>INTERIOR</b></p> <ul style="list-style-type: none"> <li>• 12" LCD DIG INSTR CLUSTER</li> <li>• HEATED STEERING WHEEL</li> <li>• PEDALS - PWR ADJ W/MEMORY</li> <li>• POWER TILT/TELESCOPE STEERING COLUMN</li> <li>• POWERFOLD® 3RD ROW SEATS - ONE TOUCH FOLD-FLAT</li> <li>• PREMIUM AMBIENT LIGHTING</li> <li>• SEATS - REAR HEATED</li> <li>• SEATS-3RD ROW PWR RECLINE</li> <li>• SEATS-HTD/VENTILATED FRONT W/DRIVER MEMORY</li> <li>• SEATS-UPGRADED PREM LTHR</li> <li>• TRI-ZONE CLIMATE CONTROL</li> </ul>	<p><b>FUNCTIONAL</b></p> <ul style="list-style-type: none"> <li>• ADAPTIVE CRUISE CONTROL W/STOP-AND-GO</li> <li>• ADAPTIVE SUSPENSION</li> <li>• DYNAMIC BRAKE SUPPORT</li> <li>• ELECTRIC PWR ASST STEERING</li> <li>• ENHANCED ACTIVE PARK ASSIST</li> <li>• HEAD-UP DISPLAY</li> <li>• LINCOLN CONNECT - 4G MODEM W/WIFI CAPABILITY</li> <li>• LINCOLN DRIVE MODES</li> <li>• PHONE AS A KEY</li> <li>• REMOTE START</li> <li>• SYNC3® W/ VOICE ACT NAV</li> <li>• WINDSHIELD WIPER DE-ICER</li> <li>• WIRELESS CHARGING PAD</li> </ul>	<p><b>SAFETY/SECURITY</b></p> <ul style="list-style-type: none"> <li>• ADVANCETRAC WITH RSC</li> <li>• AIRBAGS-DUAL-STAGE FRONT</li> <li>• AIRBAGS-SIDE IMPACT/SAFETY CANOPY SIDE AIR CURTAINS</li> <li>• BLINDSPOT DETECTION W/CTA &amp; TRAILER COVERAGE</li> <li>• ENHANCED SECURITY PKG</li> <li>• PERIMETER ALARM</li> <li>• PERSONAL SAFETY SYSTEM™</li> <li>• PRE-COLLISION ASSIST W/AEB</li> <li>• TIRE PRESSURE MONITOR SYS</li> </ul> <p><b>WARRANTY</b></p> <ul style="list-style-type: none"> <li>• 4YR/50K MILE WARRANTY</li> <li>• 4YR/50K PICKUPDELIVERY SVC</li> <li>• 6YR/70K MI POWERTRAIN WARR</li> </ul>
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<p><b>INCLUDED ON THIS VEHICLE</b></p> <p><b>EQUIPMENT GROUP 208A</b> •BODY COLOR EXT MIRROR FINISH •MONOCHROMATIC LINCOLN BADGE •MONOCHROMATIC LINCOLN GRILLE •EMBRACE - HEAD UP DISPLAY •EMBRACE - LIT GRILLE STAR</p>	<p><b>(MSRP)</b> 3,495.00</p>	<p><b>PRICE INFORMATION</b></p> <p>BASE PRICE \$87,600.00 TOTAL OPTIONS/OTHER 9,270.00</p> <hr/> <p>TOTAL VEHICLE &amp; OPTIONS/OTHER DESTINATION &amp; DELIVERY 96,870.00 1,295.00</p>
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**OPTIONAL EQUIPMENT/OTHER**

2020 MODEL YEAR CERAMIC PEARL	695.00
.22" MONOCHROMATIC WHEEL	
CARGO CONVENIENCE PACKAGE	420.00
ADVANCED CARGO MANAGER	
ROOF RAIL - CROSS BARS	
LUXURY PACKAGE	2,500.00
.PERFECT POSITION ST W/ACT MOT	
.REVEL ULTIMA AUDIO 20-SPEAKER	
2ND ROW CAPTAIN W/PASS THRU	NO CHARGE
ALL WTHR LINERS 1ST/2ND ROWS	160.00
LINCOLN PLAY-REAR SEAT ENT	2,000.00
FRONT LICENSE PLATE BRACKET	NO CHARGE

RAMP ONE		<b>TOTAL MSRP \$98,165.00</b>
<b>RK34</b>		
RAMP TWO	<b>RAIL</b>	<p>Whether you decide to lease or finance your vehicle, you'll find the choices that are right for you. See your Lincoln Dealer for details or visit <a href="http://www.lincolnafs.com">www.lincolnafs.com</a>.</p>
	ITEM #: 67-1508 O/T 2	
<p>This label is affixed pursuant to the Federal Automobile Information Disclosure Act. Gasoline, License, and Title Fees, State and Local taxes are not included. Dealer installed options or accessories are not included unless listed above.</p>		LL041 N RD 2X 020 000323 11 04 20

**EPA DOT Fuel Economy and Environment**

Gasoline Vehicle

**Fuel Economy**

**18 MPG** combined city/hwy

16 city 21 highway

Standard SUVs range from 13 to 101 MPG. The best vehicle rates 136 MPGe.

**5.6** gallons per 100 miles

**You spend \$3,750 more in fuel costs over 5 years** compared to the average new vehicle.

**Annual fuel cost \$2,250**

**Fuel Economy & Greenhouse Gas Rating (tailpipe only)** 3

**Smog Rating (tailpipe only)** 5

Best 10 Best 10

This vehicle emits 506 grams CO<sub>2</sub> per mile. The best emits 0 grams per mile (tailpipe only). Producing and distributing fuel also create emissions; learn more at [fuelconomy.gov](http://fuelconomy.gov).

Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 27 MPG and costs \$7,500 to fuel over 5 years. Cost estimates are based on 15,000 miles per year at \$2.70 per gallon. MPGe is miles per gasoline gallon equivalent. Vehicle emissions are a significant cause of climate change and smog.

**fuelconomy.gov**  
Calculate personalized estimates and compare vehicles



**GOVERNMENT 5-STAR SAFETY RATINGS**

**Overall Vehicle Score ★★★★★**  
Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

<b>Frontal Crash</b>	<b>Driver Passenger</b>	★★★★★
Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles of similar size and weight.		
<b>Side Crash</b>	<b>Front seat Rear seat</b>	★★★★★
Based on the risk of injury in a side impact.		
<b>Rollover</b>		★★★★
Based on the risk of rollover in a single-vehicle crash.		

Star ratings range from 1 to 5 stars (★★★★★), with 5 being the highest. Source: National Highway Traffic Safety Administration (NHTSA). [www.safercar.gov](http://www.safercar.gov) or 1-888-327-4236

**THE LINCOLN WAY™ APP**  
Your Dashboard of Services & Features

Download the Lincoln Way app\* and you can:

- Remotely start, lock and unlock your vehicle
- Locate your vehicle and check approximate fuel range
- Receive vehicle health alerts

The Lincoln Connect™ modem is active and sending vehicle data (e.g., diagnostics) to Lincoln. See in-vehicle Settings for connectivity options.

\*Compatible with select smartphone platforms. Lincoln Connect service required (see App Terms for more information). Connected service and related feature functionality is subject to compatible AT&T-network availability. Evolving technology/cellular networks may affect functionality and availability, or continued provision of some features, prohibiting them from functioning. Message and data rates may apply. See your local Lincoln website for our privacy policy.

**Lincoln Protect™**

Insist on Lincoln Protect! The only extended service plan fully backed by Lincoln and honored at every Lincoln dealership in the U.S., Canada and Mexico. See your Lincoln dealer or visit [www.LincolnOwner.com](http://www.LincolnOwner.com)



**WARNING:** Operating, servicing and maintaining a passenger vehicle, pickup truck, van, or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, phthalates, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to [www.P65Warnings.ca.gov/passenger-vehicle](http://www.P65Warnings.ca.gov/passenger-vehicle).

SCAN OR TEXT 5LLEL23354 TO 59173

Msg & Data rates may apply. Text HELP for help

[www.lincoln.com/help/privacy-terms/](http://www.lincoln.com/help/privacy-terms/)