

A California commuter's decision

The luxury hybrid SUV, chosen on the numbers.

Three luxury lines — Lexus, Mercedes-Benz, Land Rover — measured against one driver's real constraints, on every figure that carries the decision.

THE COMMUTE

~90 min a day

~45 min each way, California

CHARGING

None reliable

Self-charging hybrids only

BUDGET

Up to \$100k

As-configured, pre-tax

PRIORITIES

All three

Luxury · safety · efficiency

Lease the Lexus RX 350h AWD.

For a long California commute with no place to plug in reliably, it is the only vehicle in this comparison that wins on all three of your criteria at once. It returns **36 MPG combined** with no plug required — roughly *60% more efficient* than the best Land Rover or Mercedes non-plug-in that fits the budget — carries a genuine luxury cabin, earns a **5-star NHTSA overall rating**, and comes from the most reliable luxury brand on the market. It also leaves the most money on the table against a \$100k ceiling.

EFFICIENCY 36 mpg combined, vs 21–24 for the rivals	SAFETY 5 ★ NHTSA overall rating, AWD — with one caveat, below	RELIABILITY #1 luxury most reliable luxury brand, 4 yrs running (CR)
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Saves ~\$1,350–1,960/yr in fuel versus the rivals in budget – and, leased, its class-leading residual lowers the monthly too (see Leasing).

ONE TRADE TO SEE PLAINLY, NOT BURY

The RX is **not** a 2026 IIHS Top Safety Pick — it scored **Poor** on IIHS's newer, tougher moderate-overlap front test. If the strongest independent crash credential matters most, there is a same-brand answer.

Lexus RX 350h

The pick — for **space and comfort**. Midsize, roomier rear seat and cargo. 5-star NHTSA.

Lexus NX 350h

The honest safety-first alternative — a **2026 IIHS Top Safety Pick+**, the highest award given. Same brand, same reliability, also a self-charging hybrid. One size smaller.

The runner-up is the **Mercedes-Benz GLC 300** (or GLE 450) — a 2026 IIHS Top Safety Pick with a superb cabin, but its self-charging hybrids are only mild hybrids that burn ~55–75% more fuel than the RX, from a mid-pack reliability brand. **Land Rover** is third: the luxury and capability are real and considerable, but on your load-bearing criterion — fuel cost on a 90-minute daily commute — it is the weakest line, and its reliability record is the industry's cautionary tale.

Three lines, on every figure that matters.

All three lines require **premium** fuel. California premium average: \$6.56/gal (AAA, as of 9/19/26). Fuel cost assumes 15,000 mi/yr at that price. The green cell marks the winner in each efficiency and reliability row.

	THE PICK Lexus RX 350h AWD	RUNNER-UP Mercedes GLC 300 / GLE 450	THIRD Range Rover Sport P360
Powertrain	Full self-charging hybrid 2.5L 4-cyl + electric	Mild hybrid (48V) gas engine assist only	Mild hybrid (48V) inline-6 turbo/supercharged
EPA combined MPG	36 37 city / 34 hwy BEST	GLE 450: 21 (19/25) GLC 300: ~23-24 GLE 350: 22	22 (20/25)
Est. annual fuel cost 15k mi, CA premium \$6.56	~\$2,730/yr	GLC ~\$4,100-4,280/yr GLE 450 ~\$4,690/yr	~\$4,470/yr
Fuel-cost gap vs. the RX	— baseline	+\$1,350 to +\$1,960 /yr	+\$1,740 /yr
Price to ~\$100k as-configured, pre-tax/fees	\$52,825-\$63,545 MSRP loads to well under \$80k fully optioned	GLC 300 ~\$50k GLE 450 4MATIC ~\$72,250 base; loads toward \$90k+	\$77,600-\$83,700 loads past \$100k quickly
IIHS 2026 status	Not a Top Safety Pick Good small-overlap & side; Poor updated moderate- overlap front	GLC: 2026 Top Safety Pick GLE: not yet rated for a 2026 award	Not on the 2026 Top Safety Pick list
NHTSA overall	5 stars (AWD) 4 stars (FWD)	No published 2026 overall rating yet	No published 2026 overall rating yet
Reliability	Above-average (CR) BEST Lexus = #6 brand overall, top luxury brand, top-3 reliability, 4 yrs running	Mid-pack Consumer Reports 2026	CR: insufficient data to rank historically near the bottom of the industry

Every figure sourced to the owner's own page or a named third party – see Sources, final page. Prices, sticker MPG, gas prices and ratings all move; confirm current before signing.

The fuel-cost math.

Efficiency is the load-bearing criterion, so it earns the closest look. Here is the annual fuel bill for each line that fits the budget, at your real driving — and every assumption stated plainly, so it can be checked.

MILES DRIVEN		CA PREMIUM GAS		FUEL REQUIRED	
~22,000/yr		\$6.56/gal		Premium ^{only}	
~90 mi/day × ~5 days, mostly commuting		AAA California, 9/19/26 — a snapshot, climbing this fall		all three lines require it — no regular-fuel option	
VEHICLE	EPA COMB.	FUEL, 15K MI	SCALED TO ~22K	GAP VS. RX	
Lexus RX 350h AWD THE PICK	36	~\$2,730	~\$4,010	— baseline	
Mercedes GLC 300 (mild hybrid)	~23–24	~\$4,100–4,280	~\$6,020–6,280	+\$1,350–1,550	
Mercedes GLE 450 (mild hybrid)	21	~\$4,690	~\$6,880	+\$1,960	
Range Rover Sport P360 (mild hybrid)	22	~\$4,470	~\$6,560	+\$1,740	

Fuel cost ≈ (miles ÷ MPG) × \$6.56. The EPA-standard 15k figure reconciles to the window sticker; the ~22k column scales to your real commute. Figures rounded and shown as ranges.

THE TRAP THIS TABLE CLOSES

A plug-in you can't charge is **not** efficient. With no reliable charging, a plug-in's battery is dead weight you'd pay ~\$10k extra for — a depleted plug-in GLC runs ~25 MPG on gas, and a plug-in RX 450h+ runs 35 MPG while carrying the battery weight for range you'd never use. The self-charging RX 350h beats every plug-in here on cost and simplicity.

WHAT THE MATH IS WORTH

On your ~22,000-mile year, the RX 350h runs about **\$4,010** in premium fuel. The nearest rival in budget runs **\$6,020–6,280**, and the Land Rover **\$6,560**.

That gap is **\$1,350 to \$1,960 every year** — roughly **\$11,000 to \$16,000 over eight years**, before a single gas-price increase. On the criterion you named as deciding, the RX doesn't edge the field. It wins it outright.

Why the RX, why not the other two.

You drive **~90 miles a day** in the most expensive gas market in the country, with no reliable place to charge, and you named three non-negotiables — luxury, safety, fuel efficiency. That makes **efficiency the load-bearing criterion**, and reliability the quiet multiplier on a car that will cover **~22,000 miles a year**. Measured that way, the field sorts cleanly.

THE PICK • LEXUS RX 350H AWD

A self-charging hybrid needs no plug. It recharges through braking and the engine — exactly what a congested 45-minute commute rewards — and returns **36 MPG combined** with zero change to your routine. On efficiency, **nothing else in budget is close**: at ~22k mi/yr it costs roughly **\$1,350–1,960/yr less fuel** than any Mercedes or Land Rover here.

On the two multipliers, it holds: a **5-star NHTSA overall rating** (AWD), and the **most reliable luxury brand on the market** — top-3 overall, four straight years (Consumer Reports). On 22k+ miles a year, reliability is real money — and it leaves the **most budget headroom** (~\$53k–\$64k as configured).

2 Mercedes-Benz GLC 300 / GLE 450 — runner-up

Mercedes builds the **richest cabin** of the three, and the **GLC is a 2026 IIHS Top Safety Pick** — a badge the RX lacks. It lands second on two hard facts against your priorities: its self-charging (non-plug-in) hybrids are only **mild hybrids** (21–24 MPG, no real efficiency gain), and its reliability is **mid-pack**. Its one genuinely efficient option, the GLC 350e, is a plug-in whose advantage only appears with charging you don't have. On your constraints, it can't match the RX on fuel or reliability.

3 Range Rover Sport — third, said plainly and with respect

Land Rover builds some of the most desirable, most capable luxury SUVs in the world. For a buyer whose priority was presence or off-road capability, the Sport would be a serious contender. On *your* three criteria it is the weakest line, on all three:

- **Efficiency — your deciding criterion — is its worst attribute.** The budget-fitting Sport P360 returns 22 MPG, about \$1,740/yr more than the RX. The plug-in that would fix it (P550e) starts around \$121,000 — over budget, and a plug-in you can't feed.
- **No 2026 crash credentials.** No Land Rover on the IIHS Top Safety Pick list, and no published 2026 NHTSA overall rating for the Sport.
- **Reliability is the industry's cautionary tale.** Consumer Reports has insufficient data even to rank the brand, which historically sits near the bottom. On 22k+ miles a year, that is a real financial and practical risk.

THE ONE TRADE THAT STAYS VISIBLE

The RX is **not a 2026 IIHS Top Safety Pick** — it scored **Poor** on the newer, tougher moderate-overlap front test. Its NHTSA rating is a strong 5 stars and its other IIHS scores are Good, so it is a caveat, not a dealbreaker. If the top independent crash badge is decisive for you, the **Lexus NX 350h** answers it directly — a **2026 IIHS Top Safety Pick+**, same brand, same reliability, also a self-charging hybrid, one size smaller. Drive both.

Leasing — and why it strengthens the RX.

The plan is a **lease, not a purchase: sign-and-drive** (only the first month's payment due at signing, nothing else) on the shortest sensible term. Two of the three reasons this car won the analysis get *stronger* under a lease.

Lexus residuals are the best in the class

On a lease you only pay for the value the car loses during the term, so a car that holds its value has a **lower payment**. The 2026 RX 350's residual is currently **66% at 36 months / 12k mi** (Lexus Financial, Sept 2026) — one of the highest of any luxury SUV. A Land Rover, which depreciates hard, carries a lower residual and a higher payment for the same MSRP. The resale gap that mattered on a purchase matters just as much on a lease.

The reliability edge still protects you

Through the lease you're covered by warranty and Lexus's complimentary maintenance, and a self-charging hybrid has no plug-in battery to worry about at turn-in. **The lowest-risk car to own is also the lowest-risk car to lease.** The recommendation is unchanged and, if anything, cleaner: **lease the Lexus RX 350h AWD.**

Term: 24 vs 36 months

24 MONTHS

Under warranty the whole time and out fastest — but the payment is **higher**, because the car depreciates most steeply in its first two years, and 24-month money factors are sometimes less favorable. Fewer total payments, more per payment.

36 MONTHS

Spreads the same depreciation over more payments, so the **monthly is lower**, and it's the term Lexus advertises most aggressively, so incentives tend to be richer. Still comfortably inside the 4-yr / 50k basic warranty.

THE HONEST READ

For the lowest monthly and the best advertised programs, **36 months wins**; if getting out fastest matters more than the monthly, 24 months does it at a higher payment. **Ask each dealer to quote both** and compare — the estimates on the next page are built at 36 months.

The monthly — bound to your real mileage.

READ THE LABEL FIRST — EVERY FIGURE HERE IS AN ESTIMATE, CONFIRM WITH THE DEALER

A lease payment is built from three things that *change every month and vary by region and credit tier*: the **money factor**, the **residual %**, and any **lease cash / incentives**. Unlike MPG and safety ratings, a live monthly **cannot be verified to the dollar in advance**. What follows is a realistic estimate from stated, sourced assumptions — built so you can see the shape of the deal and how the mileage cap moves it. **No figure below is a quote.**

INPUT	ASSUMPTION USED	SOURCE / BASIS
Vehicle	2026 RX 350h Premium AWD, MSRP \$57,250	CarsDirect trim list, 9/24/26
Selling price (cap cost)	~\$55,500 (≈\$1,750 off MSRP)	Negotiate this — the one number you control
Money factor	0.00231 ≈ 5.5% APR	Carwhere Lexus program tracker, Sept 2026. Credit-tier dependent CONFIRM
Residual (12k/yr, 36mo)	66% of MSRP	Carwhere Sept 2026; ALG 2025 Residual Awards (RX 350h 65.8%)
CA sales tax on lease	~9% on each monthly	CA taxes each payment; rate ~7.25–10.75% by city
Mileage cap	~20,000 mi/yr (recommended)	Your confirmed ~18–22k/yr commute; cap sized to protect at 20k
Term	36 months, first month only at signing	Your stated sign-and-drive structure

MILEAGE CAP	FOR YOU?	EST. RESIDUAL	EST. MONTHLY, TAX IN (first month only at signing)
~20,000 mi/yr	✓ RECOMMENDED matches your ~18–22k commute	~60–61% (~\$34,600)	~\$845–875/mo
15,000 mi/yr	▲ under-cap ~5,000+ excess mi/yr	~64% (~\$36,600)	~\$790–820/mo cheaper headline, costs more — see below
12,000 mi/yr	✗ the trap ~8,000 excess mi/yr	~66% (~\$37,800)	~\$760–790/mo cheapest headline, most expensive total

Ranges, not single figures, on purpose — the exact number moves with the negotiated selling price, your credit tier’s money factor, and your city’s tax rate. Sanity check: dealers advertise this trim around \$599–689/mo with ~\$5,000 due at signing (KBB / Edmunds, Sept 2026); rolling that \$5,000 into a true sign-and-drive raises the monthly ~\$140 — which is why the sign-and-drive estimates land higher. Every dollar not paid up front rides in the payment.

The mileage-cap trap.

This is the objective catch this analysis exists to catch. Your commute is **35–40 miles each way** — **~18,000–22,000 miles a year**, well above the 12k or 15k cap a showroom quotes by default. It is the one lease term to get right, and it's worth real money.

▲ DON'T UNDER-CAP THE MILES

Sign a 12k lease and drive 20k, and at lease-end you owe an **excess-mileage penalty of ~\$0.25/mi** (Lexus Financial standard rate — [CONFIRM ON THE CONTRACT](#)) on every mile over the cap. Over three years, at your real driving, that is:

AT A 12K CAP	AT A 15K CAP	AT A 20K CAP
~\$6,000	~\$3,750	\$0
24,000 excess mi × \$0.25 — approaches ~\$7,500 at 22k/yr	15,000 excess mi × \$0.25 at 20k/yr driving	overage on 20k/yr — the miles are already bought

The 20k cap costs roughly **\$55–85/mo more** — about \$2,000–3,000 over 36 months — but it *removes* a **\$6,000–\$7,500** overage bill. A mile bought at signing is ~\$0.10–0.15; a mile bought at turn-in is \$0.25.

THE CALL ON THE CAP

Buying the miles up front is unambiguously the cheaper total cost at your driving level. This is not a close call: **take the ~20k cap, not the tempting-but-wrong 12k headline payment.** If you think you can hold nearer 18k, an 18k cap is the modestly cheaper hedge — but at your stated range, size up, not down.

What the lease costs, and what to demand.

The runners-up on the same yardstick — same assumptions (first month only at signing, 36mo, your recommended ~20k/yr cap, tax in). **Every figure an estimate; confirm the live quote with each dealer.**

VEHICLE	EST. RESIDUAL	EST. MONTHLY (~20K)	WHY IT LANDS THERE
Lexus RX 350h AWD THE PICK ~\$57,250 MSRP	~60–61% class-leading	~\$845–875	High residual = you finance less of the car
Mercedes GLC 300 ~\$50,000 MSRP	~52–55%	~\$775–835	Lower MSRP pulls the payment down, a lower residual pushes it back up — lands near the RX despite costing less to buy
Range Rover Sport P360 ~\$80,000 MSRP	~47–51%	~\$1,200–1,350	High MSRP <i>and</i> a weak residual — the worst of both on a lease; the resale gap shows up as real money every month

The Range Rover costs ~40% more to lease than the RX for the same term — more expensive to buy *and* holds its value worse. On a lease, Lexus's resale strength is a monthly discount; Land Rover's is a monthly penalty. Money factor, residual and incentives shift monthly and by region — **estimates, confirm with each dealer.**

The three numbers to make them quote — in writing

- 1 Residual % (and the dollar residual) for the exact trim and cap. Higher is better for you — it lowers the payment. You can't negotiate it, but knowing it (RX 350 ~66% at 36/12k, Sept 2026) tells you the deal is honest.
- 2 Money factor — ask for it as an APR (money factor $\times$ 2,400 $\approx$ APR). A dealer can quietly *mark up* the money factor above Lexus Financial's buy-rate. Knowing the base rate (~0.00231 / ~5.5% APR, Sept 2026) tells you if you're being marked up. [CONFIRM CURRENT](#)
- 3 Exact due-at-signing total — get it in writing: “first month's payment only, nothing else.” A true sign-and-drive rolls the acquisition fee, registration and doc fee into the payment; watch for “\$0 down” that still hides \$1,500–3,000 due at delivery.

THE SIGN-AND-DRIVE TRAP

An advertised low monthly almost always requires several thousand “due at signing” — that is **not** sign-and-drive. “\$0 down” is not “only first month due at signing.” Also get in writing: the **negotiated selling price** (negotiate it like a cash purchase *first*), the **mileage cap and overage rate**, the **disposition fee** (~\$350–450 at turn-in) and the **acquisition fee** (~\$795–1,095 up front).

ONE HONEST SENTENCE BEFORE YOU CALL

The money factor is **credit-tier dependent** — the best rate goes to the strongest credit. Pull your own credit score / tier before calling (free, from any bureau or your bank), so you know which rate you qualify for — and a dealer can't imply you're a weaker tier to justify a marked-up money factor.

What to confirm at the dealer.

Every figure in this document is dated 9/24/26 and sourced. Prices, sticker MPG, gas prices and ratings all move — the items below are exactly where to re-check before signing. Hand this list to your salesperson and hold them to it.

☐

The pick: RX 350h AWD, self-charging hybrid

No plug required. Charging is resolved — you have no reliable place to plug in, so a plug-in RX 450h+ is off the table unless that changes.

☐

Exact as-configured MSRP, in writing CONFIRM CURRENT

For the specific trim (RX 350h Premium/Luxury, or the NX 350h) before add-ons. The \$52,825–\$63,545 range here is the MSRP field; get the number for your car.

☐

Full California out-the-door number CONFIRM CURRENT

California sales tax, DMV registration, and dealer doc fees — not just MSRP. On a purchase this size these add several thousand dollars.

☐

The window sticker (Monroney) MPG CONFIRM CURRENT

Confirm 36 MPG combined for the exact RX 350h AWD trim on the sticker itself. This is the figure the whole efficiency case rests on.

☐

NHTSA + IIHS for the exact model and trim CONFIRM CURRENT

Confirm the **RX 350h AWD row specifically** shows 5 stars overall on nhtsa.gov (it shares the RX 350 structure, but check the exact row). If considering the NX, confirm its **2026 IIHS Top Safety Pick+**.

☐

The three lease numbers — in writing

Residual %, money factor (as an APR), and the exact due-at-signing total: “first month only, nothing else.” Plus the mileage cap at **~20k/yr** and the overage rate. (Full detail on the lease pages.)

☐

Warranty and complimentary maintenance terms

Lexus includes a period of complimentary scheduled maintenance; confirm the current terms in writing.

☐

A back-to-back test drive of the RX 350h and NX 350h

Space and comfort (RX) against the safety badge (NX), in the same afternoon — the two Lexus self-charging hybrids that fit your needs.

The stores, and the one rule.

A **phone purchase** of a Lexus RX 350h in one of two areas: **Palm Springs / Coachella Valley** or **Newport Beach / Orange County**. Below are the real, current Lexus stores in each, verified on their own sites today (9/24/26), plus who to ask for.

THE ONE RULE THAT MAKES A PHONE DEAL WORK

Ask for the **Internet Sales Manager** or **Fleet Sales Manager** — not the front-desk floor. That department exists to quote an out-the-door price by phone and email with no lot visit, which is exactly the transaction you want. This document names the department to ask for, and each dealer's own published internet line where one exists — never an individual's character.

PALM SPRINGS / COACHELLA VALLEY — THE VALLEY'S ONLY LEXUS STORE

Shottenkirk Desert Lexus

[See current inventory →](#)

67855 East Palm Canyon Drive, Cathedral City, CA 92234 · Sales (760) 904-3654 · Main (760) 321-5750

Ask for: the Internet / Fleet Sales department (no separate direct line published — ask the sales line to route you).

Why: the only Lexus store in the desert, so it holds the local RX / RX hybrid inventory for Palm Springs, Rancho Mirage and Palm Desert. Good for same-region delivery and local service.

NEWPORT BEACH / ORANGE COUNTY — LISTED IN CALL ORDER

1· Newport Lexus — in Newport Beach

[See current inventory →](#)

3901 MacArthur Blvd, Newport Beach, CA 92660 · Sales (949) 477-7107 · **Internet Sales Manager** (949) 477-7173

Closest to your Newport Beach target and publishes a direct Internet Sales Manager line — start here; a phone quote is a normal ask for this desk.

2· Tustin Lexus — ~10 mi inland, near Irvine

[See current inventory →](#)

45 Auto Center Drive, Tustin, CA 92782 · Sales / Main (714) 368-3200 · **Internet Sales** (714) 368-3243

Large new-Lexus inventory (300+ new units listed) and a dedicated Internet Sales team — a strong second quote to play against Newport's number.

Two more, and the price anchor.

3 · Lexus of Cerritos — NW OC edge / LA County line

[See current inventory →](#)

18800 Studebaker Road, Cerritos, CA 90703 · Sales (877) 670-1646 · **Fleet & Internet Sales** (562) 294-0135

High-volume metro store with a dedicated Fleet/Internet desk — worth a third quote, and often aggressive on price to win a phone buyer.

The price anchor · Longo Lexus — El Monte, LA County

[See current inventory →](#)

3530 North Peck Road, El Monte, CA 91731 · Sales (626) 539-2955 · **Ask for:** Internet or Fleet Sales

The largest Lexus dealership in California and the #1 Lexus new-vehicle retailer in the Western US (Penske Motor Group). The biggest store almost always has the exact trim/color and the volume to sharpen a phone price — get their quote and take it back to the OC stores. Complimentary flatbed pickup/delivery.

SEE CURRENT INVENTORY — THE LIVE WAY, NOT A STALE LIST

Each store's **See current inventory** link goes to that dealer's own new-vehicle search — tap it for real-time stock instead of any snapshot that would age the moment this document prints. Where a store publishes MSRP on its own listing, it shows there; where it doesn't, it won't. Phone numbers and departments were verified on each dealer's own site 9/24/26; call to confirm any line before relying on it.

The phone script — ready to read.

The whole call is five things: the department, the exact vehicle, an out-the-door number including all fees, inventory and color, and a written quote by email. Read it as-is at each store, then compare the emailed figures side by side.

READ THIS ON THE PHONE

WHEN THEY ANSWER

“Hi, could you connect me with your **Internet Sales Manager** or **Fleet department**, please?”

ONCE CONNECTED

“I’m leasing a **2026 Lexus RX 350h AWD** and I’d like to do the whole deal by phone and email — no lot visit. Can you give me your **out-the-door lease terms**, with the residual, the money factor as an APR, and only the first month’s payment due at signing, on that exact trim?”

“Please quote it at a **20,000-mile-a-year cap**, and tell me the excess-mileage rate per mile.”

“What do you currently have in stock in that trim, and in which exterior and interior colors?”

“Please **email me the full quote in writing** with the VIN and the color, and I’ll confirm by phone. What’s the best email to reach you, and yours to reply to?”

THE PLAY, IN ONE LINE

Get an out-the-door quote **in writing (email)** from three stores — start with **Newport Lexus** (closest), add **Tustin Lexus** (inventory), and use **Longo Lexus** (volume) as the price anchor to press the number down. Whoever gives the best out-the-door figure on the exact trim wins; ask that store to arrange delivery.

This names *where* to call and *which department* quotes phone deals — the Internet/Fleet desk at every store. It does not vouch for any individual by name; whoever answers, the script is the same.

The ratings, as sourced facts.

Each store's own aggregate public rating, with the source named and the review count — a fact about the business, the way a restaurant's star rating is a fact. **This is not a ranking, and no dealer is recommended over another on the basis of reviews.** For a phone lease, inventory and the out-the-door number decide the deal, not the star rating. All figures read on the source's own page 9/24/26. Each DealerRater figure carries that site's own note: "This rating includes all reviews, with more weight given to recent reviews."

DEALER	DEALERRATER	REVIEWS	SOURCE READ 9/24/26
Shottenkirk Desert Lexus (Cathedral City)	4.9	447	dealerrater.com/dealer/Shottenkirk-Desert-Lexus-review-26146
Newport Lexus (Newport Beach)	4.9	3,032	dealerrater.com/dealer/Newport-Lexus-review-21155
Tustin Lexus (Tustin)	4.8	2,397	dealerrater.com/dealer/Tustin-Lexus-review-14133
Lexus of Cerritos (Cerritos)	4.9	2,180	dealerrater.com/dealer/Lexus-of-Cerritos-review-15419
Longo Lexus (El Monte)	4.9	2,487	dealerrater.com/dealer/Longo-Lexus-review-8615

A flat read: every store sits at 4.8–4.9 on DealerRater across hundreds to thousands of reviews — a tight, high band. That's a fact about the group, not a reason to pick one; on this evidence there is no weak store to avoid, and the deciding factors stay inventory, the out-the-door number, and who answers the phone. Cross-reference (partial reads): Shottenkirk 4.9 on KBB; Tustin 4.8 (2,392) on Cars.com; Cerritos 4.8 (4,136) on Cars.com. Google ratings were not read on Google's own page — search each store at maps.google.com to check.

SALESPERSON-LEVEL REVIEWS — THE RESOURCE, FOR YOU TO USE

DealerRater publishes individual sales-staff profiles and ratings for each of these stores. On any dealer's page there is an **"All Salespeople"** / **"Select a Salesperson"** menu, and several show a **"Top Reviewed Employees"** panel with each person's own star rating and review count. When a dealer connects you with a specific Internet/Fleet salesperson, **look that person up by name** on the store's DealerRater page and read their own reviews before committing. Cars.com and Edmunds carry per-dealer review pages too. Where a page won't load, search the store's name directly — never rely on a remembered rating.

This section does not rank the dealers, does not recommend one on reviews, and does not name or endorse any individual salesperson. Every rating is the business's own public aggregate, sourced and dated.

Every load-bearing figure, sourced.

Every figure is dated 9/24/26 and sourced to the owner's own page (fuelconomy.gov, iihs.org, nhtsa.gov, AAA) or a named third party (Consumer Reports, Edmunds, Car and Driver, J.D. Power). MPG, safety and price figures are verified fixed facts; **lease payments are estimates**, because money factor, residual and incentives change monthly and by region and credit tier.

FUEL EFFICIENCY (EPA, 2026 MY)

Lexus RX 350h AWD — 36 MPG (37 city / 34 hwy). fuelconomy.gov 2026 RX; corroborated Car and Driver (EPA City 37 / Hwy 34).

Mercedes GLC 300 ~23–24; GLE 450 21 MPG (19/25); GLE 350 22. fuelconomy.gov 2026 Mercedes listing + Edmunds. *Confirm GLC 300 EPA at the dealer (Edmunds/C&D figure, not read on a .gov row).*

Range Rover Sport P360 — 22 MPG (20/25). fuelconomy.gov 2026 Land Rover listing; Edmunds; Car and Driver.

CALIFORNIA PRICES

Premium gas \$6.56/gal (regular \$6.14), 9/19/26. AAA Gas Prices, gasprices.aaa.com (California). Snapshot — CA prices rising this fall.

PRICES (MSRP, AS-CONFIGURED, PRE-TAX/FEES)

Lexus RX 350h AWD \$52,825–\$63,545. fuelconomy.gov MSRP field + Lexus configurator. *Confirm as-configured at dealer.*

Mercedes GLC 300 ~\$50k; GLE 450 4MATIC ~\$72,250 base. TrueCar/Edmunds. *Confirm current MSRP.*

Range Rover Sport P360 \$77,600–\$83,700. fuelconomy.gov MSRP field; cars.com 2026 configurator.

SAFETY — IIHS (IIHS.ORG, 2026)

Lexus NX: 2026 Top Safety Pick+. **Lexus RX: not a 2026 TSP** — Good small-overlap & side, Poor updated moderate-overlap front. **Mercedes GLC: 2026 Top Safety Pick.** GLE: no 2026 award. **No Land Rover on the 2026 list.** Read 9/24/26.

SAFETY — NHTSA (5-STAR PROGRAM)

Lexus RX 350/350h AWD: 5 stars overall (4 frontal / 5 side / 4 rollover); FWD = 4. *Confirm the RX 350h AWD row specifically at purchase.* Mercedes GLE and Range Rover Sport: no published 2026 overall rating yet.

RELIABILITY

Consumer Reports 2026 Auto Reliability Survey: Lexus is the most reliable luxury brand, top-3 overall, #6 brand report-card, 4 straight years; RX above-average; NX a CR top-10 most-reliable 2026 model. Land Rover: insufficient data to rank; historically near the industry bottom. Mercedes: mid-pack.

J.D. Power 2026: Lexus above-average across the range (RX ~82, NX ~85, 100-pt scale).

LEASE INPUTS (ESTIMATES)

Residual RX 350 66% (36mo/12k): Carwhere Lexus program tracker, Sept 2026; ALG 2025 Residual Awards (RX 350h 65.8%). **Money factor 0.00231 (~5.5% APR):** Carwhere, Sept 2026. **RX 350h Premium AWD MSRP \$57,250:** CarsDirect. Advertised ~\$599–689/mo with ~\$5,000 due: KBB / Edmunds, Sept 2026. *All lease figures are estimates — confirm live with the dealer.*

DEALERS & RATINGS

Store addresses, phone lines and departments verified on each dealer's own site 9/24/26 (desertlexus.com, newportlexus.com, tustinlexus.com, cerritoslexus.com, longolexus.com). DealerRater aggregates read on dealerrater.com 9/24/26, as sourced facts, not endorsements.

TWO DISCLOSURES, STATED HONESTLY

The fuelconomy.gov side-by-side wire returned a **stale record on 9/24/26**. The RX 350h's 36 MPG — the figure this recommendation rests on — is corroborated by Car and Driver's EPA reading (37 city / 34 hwy); confirm the exact fuelconomy.gov row and the Monroney sticker at purchase.

Prices, sticker MPG, gas and electricity prices, safety ratings, and every lease input all move — the “confirm current” flags throughout mark exactly where to re-check before signing. Lease payments cannot honestly be printed as a to-the-dollar quote; the figures here are estimates built from stated, sourced assumptions.