2011 Toyota Avalon

3.5L V6 (2GR-FE) | 6-speed automatic | FWD | Maroon over gray leather | Kentucky-built

VIN 4T1BK3DB3BUXXXXXX | Stock S-1042 | 143,572 mi (10/3/2026) | Base trim

VEHICLE IS AT

Lone Star Motor Co.

1200 Sample Pkwy, Dallas, TX 75201

(214) 555-0142 | lonestarmotor.example | listed since 10/20/2026



OVERALL VERDICT

GREEN

Good buy - checks passed in person 11/13

Clean title, two personal owners, ~8.7k mi/yr, and 101k miles of Toyota-dealer service. Asking $9,724 is ~$930 below trend ($10,650). In person: surface rust only, structure sound; clean interior; dry water pump; no shudder. Lone Star Motor replaced the power steering hoses, reservoir and rear shocks. Still open: thin oil records since 2021 and overdue fluids.

TARGET (BEFORE TAX/TITLE/DOC)

$8,900 - 9,300

WALK AWAY ABOVE

$9,724

ASKING

$9,724

Carfax/CarGurus; TrueCar shows $9,975 with fees

ODOMETER

143,572

~8.7k mi/yr over 16.5 years: low for age

TARGET

$9,100

Midpoint; opens at $8,500. OTD ~ $10,060

HISTORY

2 owners / 2

Damage reports 2018 (rear) and 2021; title clean

Sources: user-provided CARFAX (11/11/2026), CarGurus/TrueCar/Cars.com listing, CarGurus/KBB/Autotrader comps, KBB, CarEdge, NHTSA, CR.

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VEHICLE SPECS

Model	2011 Toyota Avalon sedan (base), FWD	**Engine**	3.5L V6 2GR-FE, 268 hp / 248 lb-ft
Transmission	6-speed automatic (U660E)	**Colors**	Maroon / gray leather
Built	Georgetown, KY; shipped 3/8/2010	**Odometer**	143,572 mi (10/3/2026)
Equipment	Leather, moonroof, backup cam, Bluetooth	**EPA**	20 city / 29 hwy mpg

VIN DECODE 4T1 BK3DB 3 B U S-1042

4T1	Toyota passenger vehicle, USA	**BK3DB**	Avalon sedan, 3.5L V6 (GSX30)	**3**	Check digit
B	Model year 2011	**U**	Georgetown, KY plant (TMMK)	**S-1042**	Production serial

Pattern matches other 2011 Avalons (4T1BK3DB_BU prefixes, e.g. BU434774, BU416649). Listings call it the base trim; it has leather and a moonroof.

CATEGORY RATINGS

Title / history	YELLOW	Clean title, Carfax-guaranteed. Two damage reports: minor rear 4/2018, unspecified 4/2021. Auctioned 2017 and again 10/2026.
Ownership & use	GREEN	Two personal owners: Meadville PA 2010-2017 (101k mi), Erie PA 2018-2026 (~4.8k mi/yr).
Mileage for age	GREEN	143,572 mi over ~16.5 years is ~8.7k/yr, well below average.
Price vs market	GREEN	$9,724 vs trend $10,650 at 144k: about $930 below, inside 1 SD ($1,760). Fits the $11,500 OTD cap.
Rust / climate	YELLOW	16 winters in Erie, PA. Seen in person 11/13: surface rust only, nothing structural. Treat it to keep it that way.
Recalls	GREEN	One campaign for the model year (15V047, subwoofer wiring). Carfax shows no open recalls; confirm by VIN.
Engine (2GR-FE)	YELLOW	Water pump area dry in person. Oil records thin since 2021; plugs and coolant never on record, so do them now.
Transmission (U660E)	YELLOW	Quiet and smooth on light acceleration in person. Fluid last changed at 33k, so a drain-and-fill is due.
Steering & chassis	GREEN	Lone Star Motor replaced the leaking power steering hoses and reservoir and both rear shocks. Front struts original.
Interior	GREEN	Seen in person 11/13: clean and consistent with the miles. Dash, seats and trim in good shape.
Walk-away triggers	RED	Rotted brake/fuel lines or subframe, structural rust, coolant in oil, slipping trans, wet carpets, title not ready.

Count: 0 Red (walk-away row excluded), 4 Yellow, 6 Green. Green: clean title, solid early records, priced below trend, and the in-person checks passed. The two minor damage reports showed nothing visible. The Yellows are overdue fluids and surface rust, covered by the target.

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Carfax History Analysis

86 records, 47 service visits, 2 owners, Pennsylvania until October 2026

2011 Toyota Avalon | VIN 4T1BK3DB3BUXXXXXX

OWNERS
2
Meadville PA 2010-17; Erie PA 2018-26

USE
Personal
Both owners personal; no rental or fleet

DAMAGE
2 reports
Minor rear 2018; unspec. 2021; paint OK 11/13

TITLE
Clean
No brands; Carfax guarantee; no odometer issue

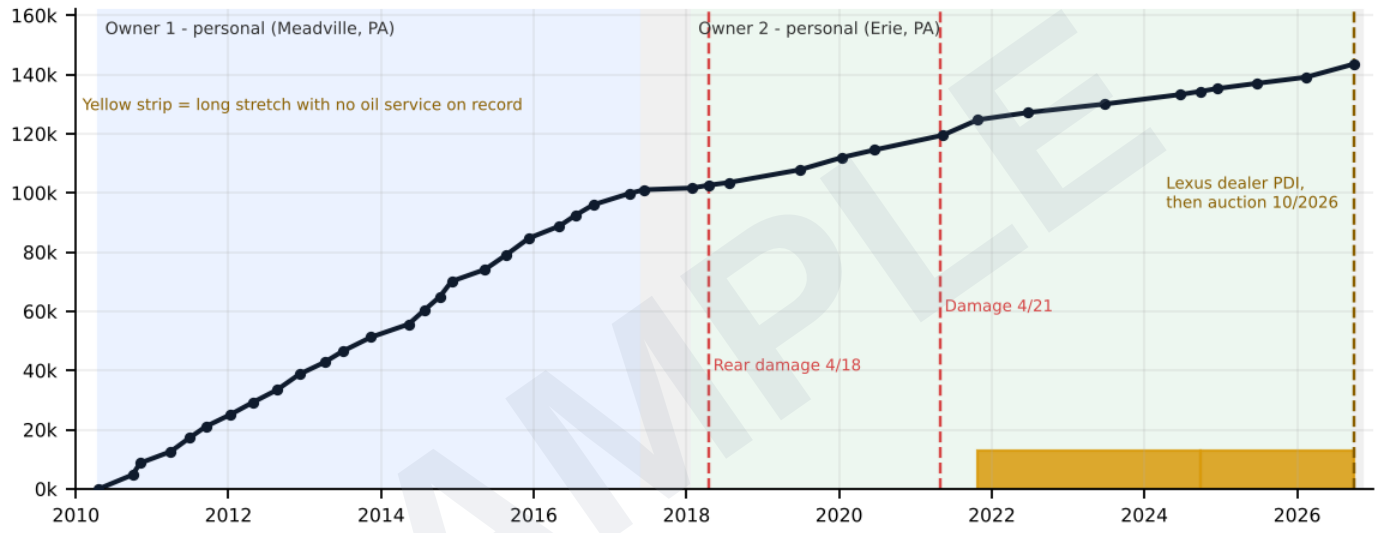
CLIMATE
Salt belt
16 years in PA; surface rust only (seen 11/13)

LIENS
Owner 2
Loan reported 1/2018; no release shown

WHOLESALED
10/2026
A Lexus dealer did a PDI, then sent it to auction 2 days later

AT DEALER
22 days
Listed 10/20/2026 at Lone Star Motor

ODOMETER TIMELINE



KEY SERVICE AND HISTORY RECORDS

●	**2010-2017**	0-101k	Original Toyota dealer	Dealer service every ~4-5k: oil, rotations, filters, 2 brake jobs
●	**08/2012**	33,434	Original Toyota dealer	Transmission fluid changed (only time on record)
●	**07/2016**	92,414	Original Toyota dealer	Front wheel bearing/hub replaced
●	**2017-2018**	101k	GMC dealer	Trade-in; PDI, alignment, battery; auction; sold to owner 2
●	**04/2018**	102,620	Damage report	Minor rear damage; Toyota dealer visit same day
●	**01/2020**	112,000	Mitsubishi dealer	Alternator replaced
●	**04/2021**	-	Damage report	Damage reported, no detail
●	**2021-2024**	124-134k	-	No oil change on record for ~3 years (~9,600 mi)
●	**2024-2026**	134-139k	Independent shops	Oil 9/2024; tires 12/2024; noise checked 2/2026 (result not listed)
●	**10/2026**	143,569	Lexus dealer, TX	PDI, offered for sale, then sold to auction 2 days later

NOT ON RECORD: spark plugs (due 120k), coolant, water pump, transmission fluid since 33k, brake fluid, any underbody or rust work, what the 2/2026 noise check found, and why the prior Lexus dealer wholesaled it instead of retailing it.

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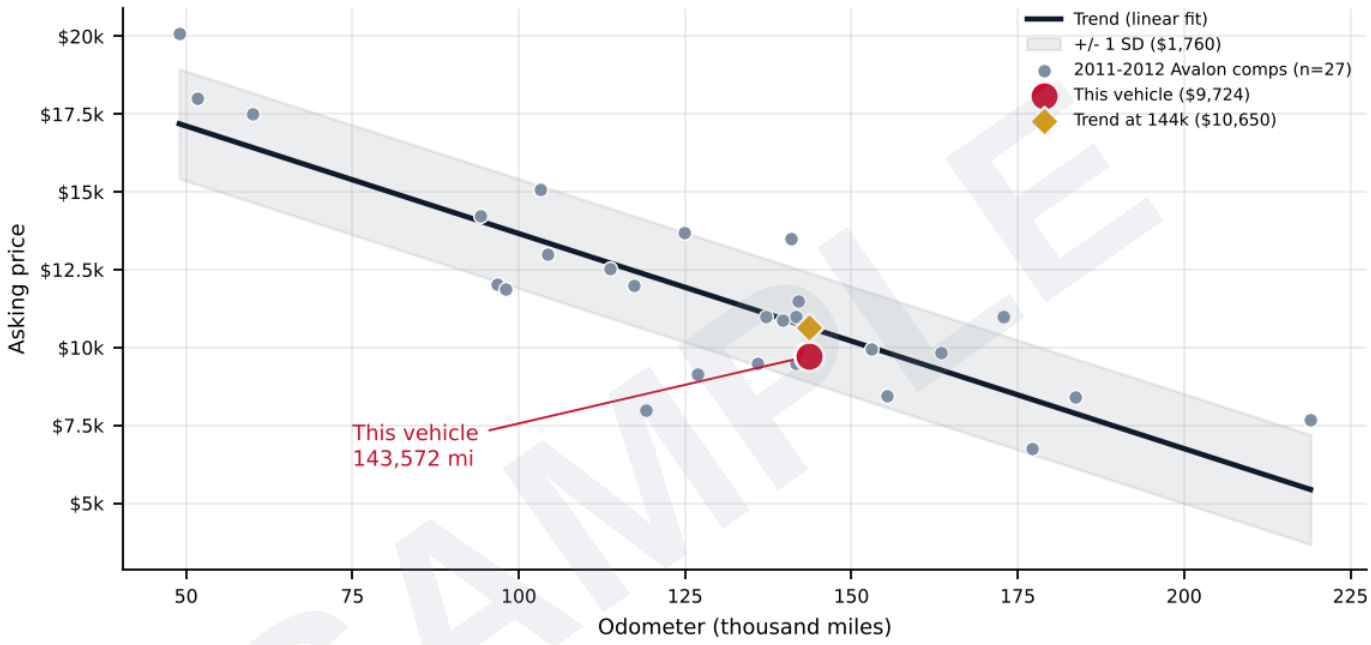
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BOOK VALUES

Source / basis	Trade-in	Private party	Retail / FPP
KBB 2011 Avalon sedan, typical dealer price	-	-	~$9,375
CarMax offers, 2012 Avalon at 141k mi	~$4,700	-	-
CarGurus 2011 Avalon average (all miles)	-	-	$10,847
Comps trend at 143,572 mi (n=27)	**-**	**-**	**$10,650**

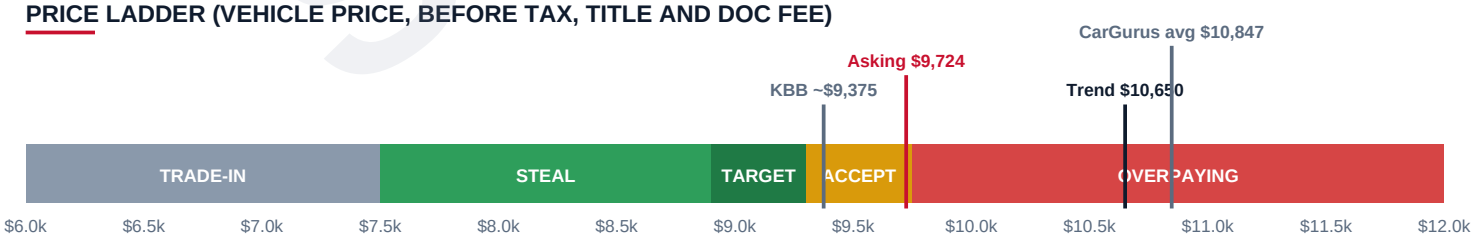
KBB is a typical-condition dealer price; CarMax offers show where trade-in sits. The comps trend is the best guide to retail at this mileage.

COMPS: MILES VS ASKING PRICE



Comps from CarGurus, KBB, Autotrader, carsforsale and dealer sites, collected 11/11/2026. 2011-2012 base and Limited; 2010 and the outlier XLS excluded.

PRICE LADDER (VEHICLE PRICE, BEFORE TAX, TITLE AND DOC FEE)



Reading it: the asking price is already below the comp trend, so this is not an overpriced vehicle. With the in-person checks passed and the Lone Star Motor repairs done, paying close to asking is fair. The target still trims for the overdue fluids (plugs, coolant, transmission fluid: roughly $700-1,200). Do not pay above the $9,724 asking price.

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Inspection Field Guide

Model-specific checks for a 144k-mile 2GR-FE / U660E Avalon from the salt belt

UNDERBODY & RUST (SALT BELT)

- [ ] SEEN 11/13: surface rust only, structure sound
  Rust treatment $150-400
- [ ] Front and rear subframe, lower arms, spring seats
  Structural rot = walk away
- [ ] Rocker pinch welds, rear wheel arches, jack points
  Rust repair $500-2,000
- [ ] Exhaust, hangers, heat shields
  $200-800
- [ ] Brake calipers and rotors seized or pitted
  $300-600 per axle

ENGINE (2GR-FE)

- [ ] Water pump weep: pink crust, coolant smell
  $700-1,100 w/ thermostat
- [ ] Engine mounts: shake in Drive/Reverse
  $350-700
- [ ] Timing cover oil seep, front of engine
  $1,200-2,500
- [ ] Valve cover seep, burning smell
  $300-600
- [ ] Oil level and color; ask about the 2/2026 noise
  Plugs due $300-450

TRANSMISSION (U660E)

- [ ] Light-throttle shudder 30-50 mph
  Fluid $150-300; converter $1,200-2,500
- [ ] Engagement delay P-R-D when hot
  Valve body $900-1,600
- [ ] Cooler lines at radiator: wet or crusty
  $200-500

STEERING & SUSPENSION

- [ ] DONE: PS hoses + reservoir; rack boots still dry?
  Rack $800-1,400 if wet
- [ ] DONE: rear shocks; front struts original
  Fronts $600-1,000
- [ ] Wheel bearing hum at 40-60 mph
  $250-450 each

DAMAGE REPAIRS (2018, 2021)

- [ ] SEEN 11/13: paint matches, no visible issues
  No cost expected
- [ ] Panel gaps and overspray: none noted
  Ask for repair records

CABIN & ELECTRICS

- [ ] Dash top: cracks or warping
  Cover $150-300; dash $1,000+
- [ ] A/C cold at idle in heat
  Lines/evaporator $250-1,800
- [ ] HVAC clicking, door locks, windows
  $150-400
- [ ] Sunroof drains: wet carpet or musty smell
  $150-300
- [ ] Seats, armrests, wheel wear
  Re-dye $60-500

RECALLS TO VERIFY

- [ ] 15V047 (subwoofer wiring short): Carfax shows no open recalls; confirm by VIN at nhtsa.gov/recalls or toyota.com/recall.
- [ ] Ask the dealer for the prior Lexus dealer inspection notes, which may say why the vehicle was wholesaled rather than retailed.

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Negotiation Playbook

Leverage, offer script, out-the-door math and first-year budget

LEVERAGE

WHOLESALED
A Lexus dealer inspected it and sent it to auction within 2 days. Lone Star Motor bought it at auction in October.

SURFACE RUST
Seen in person: surface rust only. Worth a mention and a treatment, not a big price lever.

RECORDS GAP
No oil on record for ~3 years; plugs, coolant and trans fluid since 33k not on record: $700-1,200 catch-up.

RECON DONE
Lone Star Motor replaced PS hoses, reservoir and rear shocks. Ask for the invoices; it also means less to deduct.

MARKET (HONEST)
Asking is already ~$930 under trend. Lean on condition and records, not comps.

FEES
Lone Star Motor charges a $225 doc fee and no add-ons (CarEdge). Negotiate the vehicle price; pay cash or bring your own loan.

OFFER SCRIPT

1 OPEN — "$8,500 plus tax, title and the doc fee." Cite the auction history, the records gap, the overdue fluids and the surface rust.

2 INSPECT — Checks passed 11/13. Before signing: rack boots dry, repair invoices in hand, title in hand, and a second short test drive.

3 SETTLE — Land at $8,900-9,300. Go to asking only if they do an oil change and transmission drain-and-fill before delivery.

4 WALK — Don't pay above the $9,724 asking price, and leave on any new walk-away finding. You have other options in this budget.

ESTIMATED OUT-THE-DOOR

Line	At target	At asking
Vehicle price	$9,100	$9,724
Doc fee (CarEdge: $225)	$225	$225
TX sales tax 6.25%	$583	$622
Title + registration (est.)	$150	$150
Out-the-door	**$10,058**	**$10,721**

Both are under your $11,500 out-the-door cap.
Get an itemized buyer's order before agreeing to anything.

FIRST-YEAR OWNERSHIP BUDGET

Oil + filter x3 (0W-20 synthetic)	$240
Spark plugs (due at 120k)	$300-450
Water pump + thermostat + coolant	$700-1,100
Trans drain-and-fill x2	$250-400
Brake fluid flush	$100-150
Reserve: rust treatment, front struts	$600-1,500
Total	**$2,190-3,840**

Lower if the dealer does the overdue fluids before sale.

SOURCES

- CARFAX Vehicle History Report, VIN 4T1BK3DB3BUXXXXXX, provided by user, as of 11/11/2026
- CarGurus, TrueCar and Vehicles.com listings for this VIN at Lone Star Motor Co. ($9,724; TrueCar $9,975 with fees)
- CarGurus Dallas 2011 Avalon page; KBB, Autotrader, carsforsale and dealer listings for 2011-2012 Avalon comps (27 vehicles, 11/11/2026)
- KBB 2011 Toyota Avalon pricing; CarMax 2012 Avalon offers; CarEdge Lone Star Motor dealer profile ($225 doc fee, no add-ons)
- NHTSA campaign 15V047 via VehicleFlaws/RecallCheck; Consumer Reports 2011 Avalon trouble spots
- Au7o and Open Labor Project known-issue summaries for the 2GR-FE Avalon (water pump, rack, shudder, dash)

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