



GM FINANCIAL

# Dealer Lease Calculation Worksheet

Lessee's Name: \_\_\_\_\_

Vehicle Information: \_\_\_\_\_ Term: \_\_\_\_\_

Dealer's Name: \_\_\_\_\_ Dealer #: \_\_\_\_\_

## Capitalized Cost

1. Agreed Upon Value of Vehicle \$ \_\_\_\_\_
2. Prior Credit or Lease Balance + \$ \_\_\_\_\_
3. Sales / Use Tax + \$ \_\_\_\_\_
4. License, Title and Registration + \$ \_\_\_\_\_
5. Lease Acquisition Fee + \$ \_\_\_\_\_
6. Other + \$ \_\_\_\_\_
7. Extended Service Contract / Warranty / GAP + \$ \_\_\_\_\_
8. Dealer Doc Fee + \$ \_\_\_\_\_
9. Gross Capitalized Cost (Add Lines 1-8) = \$ \_\_\_\_\_
10. Capitalized Cost Reduction  
a. Cash \$ \_\_\_\_\_  
b. Manufacturer Rebate + \$ \_\_\_\_\_  
c. Net Trade-In (If less than 0, enter 0) + \$ \_\_\_\_\_
11. Total Cap Cost Reduction (Line 10a + 10b + 10c) = \$ \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. Adjusted Capitalized Cost (Line 9 – 11) = \$ \_\_\_\_\_

## Calculation of Residual

15. MSRP (per Window Sticker) \$ \_\_\_\_\_
16. Gas Guzzler Tax - \$ \_\_\_\_\_
17. Removed Equipment - \$ \_\_\_\_\_
18. Residualized Dealer Installed Options + \$ \_\_\_\_\_
19. Effective MSRP (Line 15 – 16 – 17 + 18)  
or MRM, whichever is less = \$ \_\_\_\_\_
20. Effective MSRP (or MRM) x Residual Percentage  
Residual Percentage % \_\_\_\_\_ \$ \_\_\_\_\_
21. Initial Mileage Adjustment  
(New vehicles over 1000 miles at inception) Retroactive  
Initial Mileage \_\_\_\_\_  
x \$0.20 per Mile = \$ \_\_\_\_\_
22. Upfront adjustment for Additional Mileage  
Anticipated Additional Miles per Year \_\_\_\_\_  
x Number of Years \_\_\_\_\_  
x \$0.20 per Mile \$ \_\_\_\_\_
23. Residual (Line 20 – Line 21 – Line 22) = \$ \_\_\_\_\_

## Calculation of Lease Payment

24. Adjusted Capitalized Cost (Line 14) \$ \_\_\_\_\_
25. Residual (Line 23) \$ \_\_\_\_\_
26. Depreciation (Line 24 – Line 25) \$ \_\_\_\_\_
27. Adjusted Capitalized Cost Plus Residual  
(Line 24 + Line 25) \$ \_\_\_\_\_
28. Monthly Rent Charge (Money Factor x Line 27) \$ \_\_\_\_\_
29. Total Rent Charge (Line 28 x Term) \$ \_\_\_\_\_
30. Total of Base Monthly Payments (Line 26 + 29) \$ \_\_\_\_\_
31. Base Monthly Payment (Line 30 ÷ by Term) \$ \_\_\_\_\_

32. Monthly Sales / Use Tax (Line 31 x % Tax Rate) \$ \_\_\_\_\_
33. Total Monthly Payment / Single Payment  
Single Payment (Line 31 + 32) x Term  
Monthly Lease (Line 31 + 32) = \$ \_\_\_\_\_

## Amount to Be Collected from Lessee

34. First Total Monthly Payment / Single Payment  
(Line 33) \$ \_\_\_\_\_
35. Capitalized Cost Reduction (Line 11) \$ \_\_\_\_\_
36. Security Deposit (B Tiers only) \$ \_\_\_\_\_
37. Lease Acquisition Fee (Not Capitalized) \$ \_\_\_\_\_
38. Upfront Payments  
a. Sales Tax \$ \_\_\_\_\_  
b. State Fees & Optional Products \$ \_\_\_\_\_
39. Total Cash, Trade Equity and Rebates Due  
From Lessee (Line 34 + 35 + 36 + 37 + 38) = \$ \_\_\_\_\_

## Reserve Due to Dealer

40. Customer's Monthly Rent Charge (Line 28) \$ \_\_\_\_\_
41. Net Monthly Rent Charge (BuyMFactor x Line 27) \$ \_\_\_\_\_
42. Monthly Reserve (Line 40 – 41) \$ \_\_\_\_\_
43. Total Reserve (Line 42 x Lease Term) \$ \_\_\_\_\_
44. Dealer Split % 80
45. Reserve Due Dealer  
(Line 43 x Line 44) or Flat (GM Financial Floorplan Dealer: \$200 Flat;  
GM Financial Non-Floorplan Dealer: \$150 Flat) = \$ \_\_\_\_\_

## Acquisition Fee Markup

46. Lease Acquisition Fee  
a. Capitalized (Line 5) \$ \_\_\_\_\_  
b. Not Capitalized (Line 37) \$ \_\_\_\_\_
47. Base Lease Acquisition Fee (Per Current Rate Sheet) \$ \_\_\_\_\_
48. Disposition Fee Waiver (Not Available) \$ \_\_\_\_\_
49. Net Acquisition Fee Markup (Not Available) \$ \_\_\_\_\_

## Advance Due to Dealer

50. Adjusted Capitalized Cost (Line 14) \$ \_\_\_\_\_
51. First Total Monthly Payment / Single Payment (Line 33) \$ \_\_\_\_\_
52. Lease Acquisition Fee \$ \_\_\_\_\_
53. Acquisition Fee Markup (Line 49) \$ \_\_\_\_\_
54. Security Deposit \$ \_\_\_\_\_
55. Reserve Due Dealer (Line 45) \$ \_\_\_\_\_
56. Other (Misc. Taxes, Manufacturer Lease Cash, etc.)  
add/(deduct) +/- \$ \_\_\_\_\_  
add/(deduct) +/- \$ \_\_\_\_\_
57. Advance Due Dealer  
(Line 50 – 51 – 52 + 53 – 54 + 55 +/- 56) = \$ \_\_\_\_\_