



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) = \$ _____