

SCENARIO 1: Lease vs. Finance

| | Financing | vs. | Lease |
|---------------------------------|----------------------|------------|--------------------|
| Purchase Price | \$100,000.00 | | \$100,000.00 |
| Down Payment | <u>(\$10,000.00)</u> | | <u>\$0.00</u> |
| Financed Amount | \$90,000.00 | | \$100,000.00 |
| Rate / Money Factor | 3.79% | | 0.00145 |
| Term (Months) | 60 | | 36 |
| Residual (12k miles / yr) | N/A | | 50% |
| Tax Rate | 7.00% | | 7.00% |
| Monthly Payment | \$1,648.97 | | \$1,726.63 |
| Total Out of Pocket Costs: | | | |
| Sales Tax | \$7,000.00 | | \$0.00 |
| Down Payment | \$10,000.00 | | \$0.00 |
| 36 Monthly Payments | <u>\$59,362.98</u> | | <u>\$62,158.62</u> |
| Total Paid by end of 3rd Year | \$76,362.98 | | \$62,158.62 |
| Loan Balance at End of 3rd Year | \$37,934.98 | | |
| Net Selling Price to Breakeven | \$52,139.33 | | |
| "Effective Residual" | 52% | | |

SCENARIO 2: Lease w/ MSD vs. Finance

| | Financing | vs. | Lease |
|---------------------------------|----------------------|------------|--------------------|
| Purchase Price | \$100,000.00 | | \$100,000.00 |
| Down Payment | <u>(\$10,000.00)</u> | | <u>\$0.00</u> |
| Financed Amount | \$90,000.00 | | \$100,000.00 |
| Rate / Money Factor (w/ MSD) | 3.79% | | 0.00096 |
| Term (Months) | 60 | | 36 |
| Residual (12k miles / yr) | N/A | | 50% |
| Tax Rate | 7.00% | | 7.00% |
| Monthly Payment | \$1,648.97 | | \$ 1,645.63 |
| Total Out of Pocket Costs: | | | |
| Sales Tax | \$7,000.00 | | \$0.00 |
| Down Payment | \$10,000.00 | | \$0.00 |
| 36 Monthly Payments | <u>\$59,362.98</u> | | <u>\$59,242.70</u> |
| Total Paid by end of 3rd Year | \$76,362.98 | | \$59,242.70 |
| Loan Balance at End of 3rd Year | \$37,934.98 | | |
| Net Selling Price to Breakeven | \$55,055.25 | | |
| "Effective Residual" | 55% | | |