

# The Credit Union Lease (Lease Worksheet)



Dealer Name
Dealer Contact
Dealer Phone

Name of Lessee		
<input type="checkbox"/> Personal Use <input type="checkbox"/> Business Use		
Year	Make	Model

## 1. MAXIMUM ADVANCE

1	MSRP (new)/ NADA or KBB (used)	\$		Lease Term	_____
2	+ Dealer Hard Adds (as of 9-4-08, no hard adds allowed to be residualized)			Dealer Cost	_____
3	+ Discount Packages			Trunk Key	_____
4	x _____%			Ignition Key	_____
5	=Max Up Front Advance				
6	-Acquisition Fee, Warranty				
7	=Maximum Initial Value				

  

<b>Dealer Adds</b>	
\$ _____	Air Cond.
_____	Radio
_____	Roof
_____	Wheels
_____	Other
_____	Other
_____	Other
_____	<b>TOTAL</b>

## 3. LEASE CALCULATION

8	Actual Initial Value (Acquisition Fee Included)	\$	_____
9	- Cash Down and Trades		_____
10	=Adjusted Initial Value		_____
11	Actual Lease-End Value		_____
12	Lease Term Depreciation (Line 10 Minus Line 11)		_____
13	Avg. Mo. Depreciation (Line 12 Divided by Term)		_____
14	Avg. Mo. Lease Charge=00 _____ x x \$ _____ (Line 10 Plus Line 11)		_____
15	Base Mo. Lease Payment (Line 13 Plus Line 14)		_____
16	+Monthly Sales/use Tax (If Applicable)		_____
17	=Total Monthly Payment		_____

## 2. RESIDUAL VALUE

MSRP	\$	_____
Guide %		_____
Base Residual		_____
<b>Value Adds (Wholesale)</b>		
Air Cond.	\$	_____
Cruise		_____
Radio		_____
Roof		_____
Wheels		_____
Other		_____
<b>Total</b>		_____
Base Residual		_____
Total Adds		_____
Less Excess Mileage		_____
<b>Total Max Residual</b>		_____

## 4. DEALER PARTICIPATION

A.	Avg. Customer Mo. Lease Charge (Line 14)	_____
B.	Avg. Mo. Base Lease Charge	
1.	Base Rate	_____
	Less -	
2.	Vol. Disc.	_____
	Plus +	
3.	Waive Sec. Dep.	_____
	Plus +	
4.	Waive Acq. Fee	_____
	=	
5.	Rate	_____
	x	
	(Line 10 + Line 11)	_____
C.	Monthly Dealer Participation Amount (A - B)	_____
D.	As Earned Dealer Participation (C x Term)	_____
E.	Up - Front Dealer Participation	_____
F.	Dealer Selection	
	Line D	_____
	Or	
	Line E	_____

## 5. DEALER PAYMENT

18	Actual Initial Value (Line 8)	\$	_____
19	- Acquisition Fee (Line 6)		_____
20	- Cash Down and Net Trades (Plus Tax)		_____
21	- Security Deposit		_____
22	- First Mo. Payment		_____
23	- Pro-Rated Rent		_____
24	= Lease Proceeds		_____
25	+ Up-front Dealer Participation		_____
26	= Advance Payment		_____

## 6. DOCUMENTATION REQUIRED FOR FUNDING

<input type="checkbox"/>	Lease Agreement	<input type="checkbox"/>	Title/Registration
<input type="checkbox"/>	Invoice	<input type="checkbox"/>	Worksheet
<input type="checkbox"/>	Window Sticker	<input type="checkbox"/>	Loan Officer Stips
<input type="checkbox"/>	Acceptable Sticker Replacement	<input type="checkbox"/>	Credit Application
<input type="checkbox"/>	Insurance Confirmation	<input type="checkbox"/>	New Member Documentation

Reviewed \_\_\_\_\_

Approved \_\_\_\_\_