

San Francisco Special Lease Examples

March, 2010

	2010 Corolla	2010 Matrix	2010 Prius	2010 Camry	2010 Camry Hybrid	2010 RAV4	2010 Highlander	2010 Tundra
Model	1838	1932	1223	2532	2560	4430	6942	8241
Equipment	FE CM LE QA CF	FE CL PO CF	FE CF	CA CF	FE UP CF	FE QV CF	FE CQ RL CF	FE EV CK HM OF WR CF
Due at Signing	\$1,499	\$1,499	\$1,499	\$1,499	\$2,999	\$1,999	\$2,999	\$1,659
Base MSRP	\$16,850	\$17,360	\$22,400	\$21,900	\$26,150	\$21,500	\$25,855	\$26,940
Residual + Adds	\$11,053	\$11,709	\$16,128	\$14,235	\$17,896	\$14,505	\$15,513	\$15,536
Cap Cost	\$17,462	\$19,168	\$23,356	\$21,700	\$27,042	\$22,111	\$25,675	\$30,388
Down Payment	\$1,340	\$1,310	\$1,260	\$1,310	\$2,770	\$1,820	\$2,730	\$1,320
Down Payment Match	NA	NA	NA	NA	NA	NA	NA	\$1,320
Acquisition Fee	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Net Cap Cost	\$16,772	\$18,508	\$22,746	\$21,040	\$24,922	\$20,941	\$23,595	\$28,398
Lease Payment	\$159	\$189	\$239	\$189	\$229	\$179	\$269	\$359
Term	36	36	36	36	36	36	36	36
Mileage	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Front End Gross	\$770	\$720	\$1,005	\$610	\$910	\$575	\$700	\$910
HB (2%)	\$337	\$347	\$448	\$438	\$523	\$430	\$517	\$538
W. Fin. R. (1%)	\$168	\$173	\$224	\$219	\$261	\$215	\$258	\$269
Lease Dealer Cash	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Residual*	65%	65%	72%	65%	67%	67%	60%	56%
Money Factor	0.00002	0.00002	0.00143	0.00001	0.00080	0.00002	0.00115	0.00005
Eligible Models	ALL 10 Corolla	ALL 10 Matrix	ALL 10 Prius	ALL 10 Camry	ALL 10 Camry Hybrid	ALL 10 RAV4	ALL 10 Highlander	ALL 10 Tundra
	Corolla: Low mileage lease example based on model 1838 equipped with FE CM LE QA CF only. Payment will vary based on model and equipment choice.	Matrix: Low mileage lease example based on model 1932 equipped with FE CL PO CF only. Payment will vary based on model and equipment choice.	Prius: Low mileage lease example based on model 1223 equipped with FE CF only. Payment will vary based on model and equipment choice.	Camry: Low mileage lease example based on model 2532 equipped with CA CF only. Payment will vary based on model and equipment choice.	Camry Hybrid: Low mileage lease example based on model 2560 equipped with FE UP CF only. Payment will vary based on model and equipment choice.	RAV4: Low mileage lease example based on model 4430 equipped with FE QV CF only. Payment will vary based on model and equipment choice.	Highlander: Low mileage lease example based on model 6942 equipped with FE CQ RL CF only. Payment will vary based on model and equipment choice.	Tundra: Low mileage lease example based on model 8241 equipped with FE EV CK HM OF WR CF only. Payment will vary based on model and equipment choice.

Disclosures

Examples do not include tax or any fee (No DMV fee)

- Examples are for Tier 1+ customers. Please contact TFS for other tier rates

- The above scenarios are examples only. Actual costs should be assessed at dealership and will vary based on individual customer.

- Amount due at signing includes down payment and first month's payment

- Security deposit waived on these lease

- * Low-mileage residuals