

February 28, 2022

2022 Chevrolet Equinox LT FWD
Retail Pricing Information

Base MSRP 2022 Equinox LT FWD (Stock/VIN#).....	28,095.00
Ext: Blue Glow Metallic / Int: Medium Ash Gray.....	0.00
Confidence & Convenience Package	1,745.00
Total MSRP.....	29,840.00

Selling Price

Agreed Upon Value (includes dealer discount and any non-taxable incentives)	29,340.00
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Amounts Financed (Capitalized)

GM Acquisition Fee.....	695.00
Lorain County Sales Tax @ 6.50% × 11,041.56	717.70

Capitalized Costs/Reductions

Gross Capitalized Cost.....	30,752.70
Cap Cost Reduction – Trade Equity - 2019 Buick Envision Essence.....	2,413.28
Cap Cost Reduction – Partial GM Customer Non-Cash Loyalty Credit.....	656.10
Adjusted Capitalized Cost.....	27,683.32

Residual Data

Residual Factor.....	0.56
Residual Value (Residual Factor × MSRP).....	16,710.40

Cost of Money/Term

Money Factor.....	0.00050
Term (months).....	36

Lease Payment Itemization

Contractual Monthly Lease Payment.....	327.00
Taxable Monthly Base Payment.....	306.71
Tax Base 36 × 306.71.....	11,041.56

Fees Payable at Lease Origination

Total Capitalized Cost Reduction	3,069.38
250 Doc. Fee plus Tax @6.50%.....	266.25
GM Loyalty Cap Reduction Tax @6.50%.....	42.65
License, Registration Fee.....	35.00
1 st . Payment.....	327.00
Total Amount Due at Lease Signing.....	3,740.28
Trade Equity Allowance Credit.....	-2,413.28
GM Customer Loyalty Credit.....	-1,000.00
Net Amount Due at Lease Signing.....	327.00

327.00 first payment due at lease inception plus 35 remaining payments of 327.00 each

Fund Provider: GM Financial	Disposition Fee: \$395
GAP Coverage: Included	Purchase Option Fee: None
Annual Mileage Allowance: 10K	Excess Mileage Charge: \$0.25 per mile

Checklist Plus Required Documents before signing...

Costco Pricing Sheet

MSRP Discount

Incentives/Rebates - customer incentive acknowledge form. (lists all incentives/rebates)

Trade-in Allowance – determine equity

Dealer lease calculation worksheet (sent to fund provider- to include buy rate, residual)

Factory window sticker

Non-factory add-ons (dealer installed accessories)?

Repair policy shortly after purchase

Odometer disclosure

MF Buy Rate / Residual % (Edmunds) 36mo./10K mi.

Fees: Acq., Doc., Disposition, Registration/License, excess mi. charge

Soft Credit Check

Completed lease contract. (note: buy rate is that rate the fund provider charges the dealer... 0% reserves)

Any lease contract addenda.

Do not pay advertising fees/prep fees (dealer is reimbursed)