

DEALER LEASE WORKSHEET

STANDARD LEASE
 SINGLE PAYMENT LEASE

Mercedes-Benz Financial Services

MULTI-STATE: For states where sales tax is due upfront

LESSEE NAME [REDACTED]		TERM 36	DEALER'S NAME MERCEDES BENZ OF PORTLAND		NO.
PURCHASED TERM MILES 30,000		LEASE DATE 12/16/2023		VIN [REDACTED]	ODOMETER 50
BASE TERM MILES 30,000		SUB CODE N/A	PROGRAM CODE N/A	YEAR 2023	MODEL EQB300 4Matic

NET CAPITALIZED COST

1. Agreed Upon Value of the Vehicle	\$	56938.05
2. Approved Dealer Installed Equipment		N/A
3. Service Contract		N/A
4. Extended Warranty		N/A
5. Credit Life Premium and/or Disability Premium		N/A
6. Current Year Title, License, Registration Fees		N/A
7. a. Acquisition Fee		N/A
b. Markup		N/A
8. Prior Credit or Lease Balance (negative equity)		N/A
9. Other Taxable (explain)		N/A
10. Other Taxable (explain)		N/A
11. Other Taxable (explain)		N/A
12. Other Non-taxable (explain)	N/A	N/A
13. Other Non-taxable (explain)	N/A	N/A
14. Capitalized Cost (Add Lines 1 through 13)	\$	57135.80
15. Capitalized Cost Reduction		
a. Cash Downpayment	\$	N/A
b. Rebate		4244.20
c. Gross Allowance on Trade-In	\$	5254.00
d. Payoff on Trade-In		N/A
e. Net Trade-In Allowance (Line 15c - 15d); if < 0 enter 0		5254.00
f. Total Capitalized Cost Reduction (Line 15a + 15b + 15e)	\$	9498.20
16. Net Capitalized Cost (Line 14 - 15f)	\$	47637.60

FOR USE ONLY IF TAXES ARE TO BE CAPITALIZED

30. Sales Tax Due to be Capitalized (Line 29 - 41)	\$	1802.27
31. Adjusted Capitalized Cost (Line 14 + 30)		57135.80
32. Adjusted Net Capitalized Cost (Line 16 + 30)		47637.60
33. Adjusted Depreciation (Line 32 - 21)		14555.25
34. Adjusted Monthly Depreciation (Line 33 / Term)		404.31
35. Adjusted Net Capitalized Cost Plus Residual (Line 32 + 21)		80719.95
36. Adjusted Monthly Service Charge (Line 25c x 35)		20.18
37. Monthly Payment with Sales Tax Capitalized (Line 34 + 36)		424.49

CASH THAT LESSEE MUST PAY AT INCEPTION

38. First Total Monthly Payment (Line 28 if tax paid upfront or Line 37 if capitalized) or Single Payment (Line 27)	\$	469.06
39. Total Capitalized Cost Reduction (Line 15f)		9498.20
40. a. Acquisition Fee (if not capitalized)		795.00
b. Markup (if not capitalized)		300.00
41. Sales or Use Tax (paid upfront)		445.64
42. Refundable Security Deposit		5500.00
43. Title Fee		N/A
44. License Fee		1097.10
45. Registration Fee		N/A
46. Doc Fee		115.00
47. Other Taxable (explain)		N/A
48. Other Taxable (explain)		N/A
49. Other Non-taxable (explain) Trip Permit		34.00
50. Other Non-taxable (explain) N/A		N/A
51. Total Cash Lessee Must Pay at Inception (Add Lines 38 through 50)	\$	18254.00

CALCULATION OF RESIDUAL

17. MSRP Calculation		
a. MSRP Per Invoice	\$	67515.00
b. Max advance for Dealer Installed Residualized Accessories		N/A
c. Gas Guzzler Tax		N/A
d. Basis for Residual Value (Line 17a + 17b - 17c)	\$	67515.00
18. Total Residual Percent		49 %
19. Base Residual Value (Line 17d x 18)	\$	33082.35
20. Purchased Mileage Adjustment		
a. Total Purchased Miles		N/A
b. Purchased Mileage Amount (Line 20a x Rate)	Mileage Rate: \$	0.25 \$ N/A
21. Adjusted Residual Value (Line 19 - 20b)	\$	33082.35

ADVANCE DUE DEALER

52. Net Capitalized Cost (Line 16 if taxes paid upfront or Line 32 if the sales tax is capitalized)	\$	47637.60
53. Security Deposit (Line 42)		5500.00
54. First Total Monthly Payment (Line 38)		469.06
55. Acquisition Fee (Line 7a or 40a)		795.00
56.		N/A
57. Advance Due Dealer (Line 52 - 53 - 54 - 55 - 56)	\$	40873.54

CALCULATION OF PAYMENT

22. Depreciation (Line 16 - 21)	\$	14555.25
23. Monthly Depreciation (Line 22 / Term)		391.93
24. Adjusted Capitalized Cost Plus Residual (Line 16 + 21)		80719.95
25. Monthly Money Factor		
a. Monthly Money Factor	0.00025	
b. Discount if Single Payment	N/A	
c. Total Money Factor (Line 25a - 25b)		0.00025
d. Monthly Money Factor (Line 24 x 25c)	\$	20.18
26. Base Monthly Payment (Line 23 + 25d)		424.49
27. Total of Base Monthly Payment (Line 26 x Term)		15281.64
28. Total Taxable Obligation		424.49
29. Sales Tax Due (Line 28 x Tax Rate)	Tax Rate: 10.5000%	\$ 1152.91

DEALER RESERVE CALCULATION

58. Customer Money Factor (Line 25c)		0.00025
59. Dealer Money Factor		0.00025
60. Dealer Reserve Money Factor (Line 58 - 59)		N/A
61. Adjusted Net Cap. Cost + Adjusted Residual Value (if tax paid upfront Lines 16 + 21 or Lines 32 + 21 if capitalized)	\$	80719.95
62. Monthly Reserve (Line 60 x 61)		N/A
63. Term		36
64. Total Reserve (Line 62 x 63)		N/A
65. Reserve Percentage		70 %
66. Reserve Due (Line 64 x 65)	\$	N/A

NOTE: Capitalized cost reductions and acquisition fees not capitalized may be subject to sales tax at the applicable rate to be paid at lease signing.

DISCLAIMER. Please contact your own counsel and tax consultant regarding the legal sufficiency of this job aid before you use it. Mercedes-Benz Financial Services USA LLC does not guaranty that this job aid complies with all current laws.