

**2016 C Class 36 Month/10k Miles**Build Title: C300  
VIN: 55SWF4JB1GU098997

<b>Base Cap Cost (MSRP + Destination)</b>	<b>\$40,500</b>	< Manufacturer's Sticker
<b>Additional Lease Costs/Credits</b>		< Add these in for a Sign & Drive, or leave blank to pay at signing.
Acquisition Fee	\$795.00	< "
Dealer Fee/Shop Fee	\$699.95	< "
Tag	\$235.00	< "
Warranty/Service Contract	\$0.00	< "
<b>Your Trade In</b>		
Value Of Trade In	\$0.00	< Agreed value of the trade
Payoff Of Trade In	\$0.00	< Remaining loan balance. Obtain a PayOff Quote from your finance company.
Net Value Of Trade In	\$0.00	Positive (or Negative) Equity
<b>Gross Capitalized Cost</b>	<b>\$42,230</b>	Includes Positive/Negative Trade Equity
Discount Percent	0%	< Enter any Discounts as a Percent. Use Calculator Below To Get Percentage
Discount Off MSRP	\$8,735.00	
Lease Cash, Other Incentives		< Enter any Manufacturer Lease Cash (Bank of America fleet discount from website)
<b>Net Capitalized Cost</b>	<b>\$33,495</b>	
<b>Residual Percentage</b>	<b>63%</b>	< For 12,000 Miles/Year Change To 61%
Residual Value 10,000 Miles/Year	\$25,515	
Money Factor	0.00152	< Current MB Financial Money Factor (Lease Interest Rate)
APR	3.6%	Money Factor expressed as APR
Term of Lease	36	< If you change the Term, also change the Residual Percentage
Sales Tax	7.00%	< Enter your State Sales Tax Rate
<b>Calculation of Lease Cost</b>		
Depreciation	\$7,979.95	
Finance or Rent Charge	\$3,229.02	
Sales Tax on Lease	\$784.63	
<b>Total of All Payments</b>	<b>\$11,993.60</b>	The amount you'll pay over the life of the lease.
<b>Calculation of Monthly Lease Payment</b>		
Monthly Lease Payment	\$311.36	
Sales Tax on Lease Payment	\$21.80	
<b>Total Monthly Lease Payment</b>	<b>\$333.16</b>	
<b>Due At Signing (No Dealer Fee, Shop Fee, or Acquisition Fee if Sign &amp; Drive. Add these numbers to MSRP.)</b>		
1 <sup>st</sup> Month's Rent & Tax	\$333.16	
Dealer Fee/Shop Fee	0	< Dealer prep, tire disposal, etc.
Acquisition Fee (Included in Base)	0	< Bank fee to set up the loan
<b>Total Due At Signing</b>	<b>\$333.16</b>	
<b>Variances</b>		
Quoted Payment		< Enter the payment the dealer is quoting
<b>Difference (Savings in Red, Overage Black)</b>		Spreadsheet payment vs Dealer quote
Difference Over Term		The total difference over the life of the lease