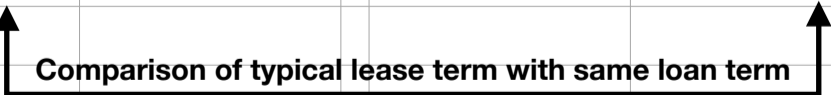
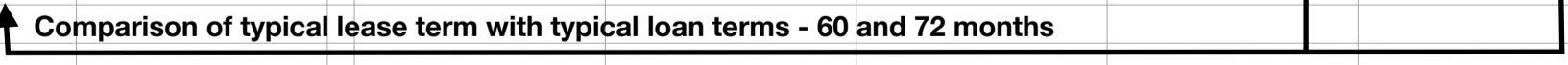


Car Lease vs. Purchase - Various Term Scenarios

Costs	Lease			Buy						
Vehicle MSRP	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	
Negotiated Price	\$28,000	\$28,000	\$28,000	\$28,000	\$28,000	\$28,000	\$28,000	\$28,000	\$28,000	
+ Dealer Fees + Add-Ons	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	
+ Lease Acquisition Fee	\$595	\$595	\$595	n/a	n/a	n/a	n/a	n/a	n/a	
Gross Cost	\$28,895	\$28,895	\$28,895	\$28,300	\$28,300	\$28,300	\$28,300	\$28,300	\$28,300	
- Down Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Net Financed Cost	\$28,895	\$28,895	\$28,895	\$28,300	\$28,300	\$28,300	\$28,300	\$28,300	\$28,300	
Cost Factors	Lease			Buy						
Interest Rate	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	
Term Months	24	36	48	24	36	48	60	72		
Residual Percentage	60	55	50	60	55	50	45	40		
Residual Value	\$18,000	\$16,500	\$15,000	\$18,000	\$16,500	\$15,000	\$13,500	\$12,000		
Sales Tax Rate	6%	6%	6%	6%	6%	6%	6%	6%	6%	
Payments	Lease			Buy						
Payment w/o Sales Tax	\$542	\$429	\$372	\$1,235	\$842	\$645	\$528	\$449		
Payment with Sales Tax	\$574	\$455	\$394	\$1,309	\$892	\$684	\$559	\$476		
Sums	Lease			Buy						
Total of Payments (w/ Tax)	\$13,786	\$16,387	\$18,916	\$31,424	\$32,125	\$32,835	\$33,555	\$34,286		
Total Cost w/Down Payment	\$13,786	\$16,387	\$18,916	\$31,424	\$32,125	\$32,835	\$33,555	\$34,286		
Total of Finance Charges	\$2,110	\$3,064	\$3,951	\$1,346	\$2,006	\$2,676	\$3,356	\$4,045		
Total Sales Tax	\$780	\$928	\$1,071	\$1,698	\$1,698	\$1,698	\$1,698	\$1,698	\$1,698	
Total Cost	24 Months	36 Months	48 Months	24 Months	36 Months	48 Months	60 Months	72 Months		
Total Cost	\$13,786	\$16,387	\$18,916	\$31,424	\$32,125	\$32,835	\$33,555	\$34,286		
- Equity at Term End	\$0	\$0	\$0	\$18,000	\$16,500	\$15,000	\$13,500	\$12,000		
Total Cost (less Equity)	\$13,786	\$16,387	\$18,916	\$13,424	\$15,625	\$17,835	\$20,055	\$22,286		
										
										
<p>Notes: This assumes an average mid-sized, mid-priced, car with a better-than-average residual value (e.g., Toyota Corolla). Official title and tag fees not included in these calculations. Lease assumes sales tax paid on each monthly payment, which is valid for most states in the U.S..</p>										