

VEHICLE REPLACEMENT & EST. LEASE PRICING SHEET - CITY OF FONTANA - 60mo TERMS, 12k Est. Annual Miles																					
Vehicle ID #	VIN#	Year	Make	Model	Mileage	Est. Annual Mileage	Est. Current Resale Value	PD's Desired Replacement Vehicle	Must Have Options/Features On Vehicle (Engine Size, Factory Options, FWD or AWD, etc)	Est. Factory Order To Delivery Lead Times & Production Information	Est. Monthly Lease Payment - 60 Month Term	Est. Monthly Tax @ 7.75%	Est. Total Monthly Payment w/Tax	Reduced Book Value @ Term (amount left on loan)	Est. Resale Value @ 5yrs 60,000mi (assumes commercial use condition)	Est. Equity From Resale (goes back to Customer)	Est. Sales Tax Re-Capture @ 7.75% (goes back to Customer)	Est. Total Back to City (equity from resale + sales tax re-capture)	Total Effective Monthly Payment After Resale	Optional Monthly Full Maintenance Program - 5yrs & 60,000 Miles (covers all preventative maintenance, unscheduled repairs, & towing, brakes & tires are billed back at cost when needed)	Est. Optional Physical Damage Coverage (enterprise can provide physical damage coverage with deductible of your choice that covers any accident related damage or loss. Program also includes full claims management & subrogation)
7590	1FM5K8D80FGA88476	2015	Ford	Explorer	93,209	15,535	\$13,275	2022 Chevy Traverse	FWD LT CLOTH 3.6L	2022 Order Banks are open, est. January/February delivery	\$500.40	\$38.78	\$539.18	\$5,679.40	\$14,900.00	\$8,820.60	\$683.60	\$9,504.20	\$380.78	\$45.55	\$50.00
9551	1FM5K8D82FGA88477	2015	Ford	Explorer	78,419	13,070	\$14,225	2022 Chevy Traverse	AWD LT CLOTH 3.6L	2022 Order Banks are open, est. Jan/Feb delivery	\$560.17	\$43.41	\$603.58	\$6,368.20	\$15,900.00	\$9,131.80	\$707.71	\$9,839.51	\$439.59	\$45.55	\$50.00
9584	3FA6P0H90FR151251	2015	Ford	Fusion	72,331	12,055	\$7,675	2022 Camry	XLE V6	2022 Order Banks are open, est. Q1 delivery	\$530.32	\$41.10	\$571.42	\$6,096.60	\$12,700.00	\$6,203.40	\$480.76	\$6,684.16	\$460.02	\$43.33	\$50.00
9585	3FA6P0H97FR114682	2015	Ford	Fusion	74,337	12,390	\$7,675	Est. 2022 F150	XLT Crew Cab 4x2 V8	2022 Order Banks are open, est. Q2 delivery	\$630.43	\$48.86	\$679.29	\$7,148.85	\$20,500.00	\$12,951.15	\$1,003.71	\$13,954.86	\$446.71	\$47.62	\$50.00
9561	1FM5K8D89FGA88475	2014	Ford	Explorer	167,000	23,857		Est. 2022 Charger	GT V6	2022 Order Banks open 10/6 with Production Starting in Dec. Est. Q2 Delivery	\$509.84	\$39.51	\$549.35	\$5,815.00	\$10,700.00	\$4,485.00	\$347.59	\$4,832.59	\$468.81	\$44.02	\$50.00
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