

# CERRITOS INFINITI

## Deal Summary

Phone: (562) 402-7855  
Fax: (562) 345-1335

Salesperson:  
F&I Manager:

Today's Date: 11/02/2012  
Deal Date: 11/01/2012

### BUYER

### CO-BUYER

Name: New Customer  
Address:

County: Los Angeles  
SS#:  
DOB:  
License No/State:  
Home Phone:  
Work Phone:  
Email:

#### DUE ON DELIVERY

**\$5,000.00**

#### MONTHLY PAYMENTS

First payment of **\$499.99**  
followed by 38 payments of **\$499.99**.  
Total of monthly payments: **\$19,499.61**

#### DUE ON DELIVERY ITEMIZATION

Cap Cost Reduction:	\$3,656.33
Documentation Fee:	\$80.00
Sales Tax @ 8.750%:	\$326.93
1st Month Payment:	\$499.99
License Fees:	\$428.00
Government Fees:	\$8.75
<b>TOTAL DRIVE OFF:</b>	<b>\$5,000.00</b>
Net-Trade Amount:	\$4,000.00
Rebate Amount:	\$1,000.00
<b>CASH DUE ON DELIVERY:</b>	<b>\$0.00</b>

#### GROSS CAP. COST ITEMIZATION

Vehicle Price:	\$47,775.00
Acquisition Fee:	\$700.00
<b>GROSS CAPITALIZED COST:</b>	<b>\$48,475.00</b>

#### MONTHLY PAYMENT DETERMINATION

Value of Vehicle + AMO's:	\$47,775.00
Gross Cap Cost:	\$48,475.00
Cap Cost Reduction:	\$3,656.33
Adj. Cap Cost:	\$44,818.67
Residual:	\$28,111.20
Depreciation:	\$16,707.47
Rent:	\$1,223.04
<b>TOTAL OF BASE PAYMENTS:</b>	<b>\$17,930.51</b>
# of Pmts:	39
Base Pmt:	\$459.76
Monthly Tax @ 8.750%:	\$40.23
<b>TOTAL PAYMENT:</b>	<b>\$499.99</b>

#### DEAL VEHICLE (NEW)

#### TRADE-IN VEHICLE(S)

Stock Number:	510396
VIN:	JN1BY1AP7DM510396
Year:	2013
Make:	Infiniti
Model:	M37
Body Style:	
Odometer:	



# CERRITOS INFINITI

## Deal Summary

Phone: (562) 402-7855  
Fax: (562) 345-1335

Salesperson:  
F&I Manager:

Today's Date: 11/02/2012  
Deal Date: 11/01/2012

### BUYER

### CO-BUYER

Name: New Customer  
Address:

County: Los Angeles  
SS#:  
DOB:  
License No/State:  
Home Phone:  
Work Phone:  
Cell Phone:  
Email:

Employer:

#### DUE ON DELIVERY

**\$5,000.00**

#### MONTHLY PAYMENTS

First payment of \$499.99 due on 12/1/2012  
followed by 38 payments of \$499.99.  
due on the 1st of each month.  
Total of monthly payments: \$19,499.61

#### DUE ON DELIVERY ITEMIZATION

Cap Cost Reduction:	\$3,656.33
Documentation Fee:	\$80.00
Sales Tax @ 8.750%:	\$326.93
1st Month Payment:	\$499.99
License Fees:	\$428.00
Government Fees:	\$8.75
<b>TOTAL DRIVE OFF:</b>	<b>\$5,000.00</b>
Net-Trade Amount:	\$4,000.00
Rebate Amount:	\$1,000.00
<b>CASH DUE ON DELIVERY:</b>	<b>\$0.00</b>

#### MONTHLY PAYMENT DETERMINATION

Value of Vehicle + AMO's:	\$47,775.00
Gross Cap Cost:	\$48,475.00
Cap Cost Reduction:	\$3,656.33
Adj. Cap Cost:	\$44,818.67
Residual:	\$28,111.20
Depreciation:	\$16,707.47
Rent:	\$1,223.04
<b>TOTAL OF BASE PAYMENTS:</b>	<b>\$17,930.51</b>
# of Pmts:	39
Base Pmt:	\$459.76
Monthly Tax @ 8.750%:	\$40.23
<b>TOTAL PAYMENT:</b>	<b>\$499.99</b>

#### GROSS CAP COST ITEMIZATION

Vehicle Price:	\$47,775.00
Acquisition Fee:	\$700.00
<b>GROSS CAPITALIZED COST:</b>	<b>\$48,475.00</b>

#### AFTER MARKET OPTIONS

<b>TOTAL TAXABLE:</b>	<b>\$0.00</b>
<b>TOTAL NON TAXABLE:</b>	<b>\$0.00</b>

#### GOVERNMENT FEES

CA Tire Fee	\$8.75
<b>TOTAL:</b>	<b>\$8.75</b>

#### LICENSE FEES

DMV Add On Amt	\$10.00
DMV Electronic Filing Fee	\$18.00
CA Base DMV Fee	\$69.00
CA RLP Fee	\$1.00
CA VLF Amount	\$310.00
Smog Abatement	\$20.00
<b>TOTAL:</b>	<b>\$428.00</b>

#### VEHICLE INFORMATION

##### DEAL VEHICLE (NEW)

##### TRADE-IN VEHICLE(S)

Stock Number:	510396
VIN:	JN1BY1AP7DM510396
Year:	2013
Make:	Infiniti
Model:	M37
Body Style:	
Color:	Liquid Plati
License No/State:	
Odometer:	
Number of Cylinders:	

This is a non-binding proposal. All sales subject to credit approval.

Prepared by Grapevine Software  
Data Consultants - Fresno, CA



# CERRITOS INFINITI

## Deal Worksheet

Phone: (562) 402-7855  
Fax: (562) 345-1335

Salesperson:  
F&I Manager:

Today's Date: 11/02/2012

### BUYER

### CO-BUYER

Name: New Customer  
Address:

Home Phone:  
Work Phone:  
Email:

STOCK	YEAR	MAKE	MODEL	VIN	LICENSE	MILEAGE	NEW/USED
510396	2013	Infiniti	M37	JN1BY1AP7DM510396			New

### SALE PRICE

### TRADE

\$ 47,775.00

\$ 40.23

### DOWN PAYMENT

### PAYMENTS

\$ \_\_\_\_\_

\_\_\_\_\_ @ \$ \_\_\_\_\_

*Please enter my offer, subject to your acceptance. I understand this offer is not binding until accepted in writing by officer or sales manager of seller.*

BUYER: \_\_\_\_\_ DATE: \_\_\_\_\_

MANAGER: \_\_\_\_\_ DATE: \_\_\_\_\_

