## Section 2.1

| Vehicle Type | Sub-Compact Vehicle | Compact Vehicle | Sport Utility Vehicle (SUV) | Truck | Van | Electric Vehicle | Hybrid Vehicle |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Base Price | \$18,635.00 | \$26,745.00 | \$40,490.00 | \$28,949.00 | \$26,140.00 | \$35,145.00 | \$27,480.00 |
| Options | \$2,255.00 | \$1,875.00 | \$2,750.00 | \$895.00 | \$1,450.00 | \$850.00 | \$1,215.00 |
| Transportation and Preparation Charges | \$1,675.00 | \$1,715.00 | \$1,895.00 | \$1,800.00 | \$1,895.00 | \$1,785.00 | \$1,717.00 |
| Air Conditioner Excise Tax ("air tax") | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 |
| Tire Eco Fee ("tire tax") | \$20.00 | \$18.75 | \$14.00 | \$28.00 | \$16.50 | \$18.50 | \$20.00 |
| Trade-in Value | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 |
| Total Price | \$19,185.00 | \$26,953.75 | \$41,749.00 | \$28,272.00 | \$26,101.50 | \$34,398.50 | \$27,032.00 |
| Taxes | \$2,302.20 | \$3,234.45 | \$5,009.88 | \$3,392.64 | \$3,132.18 | \$4,127.82 | \$3,243.84 |
| Total Cost | \$21,487.20 | \$30,188.20 | \$46,758.88 | \$31,664.64 | \$29,233.68 | \$38,526.32 | \$30,275.84 |

## Section 2.2

| Down Payment | \$2,500.00 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicle Type | Sub-Compact Vehicle | Compact Vehicle | Sport Utility Vehicle (SUV) | Truck | Van | Electric <br> Vehicle | Hybrid Vehicle |
| Total Cost | \$21,487.20 | \$30,188.20 | \$46,758.88 | \$31,664.64 | \$29,233.68 | \$38,526.32 | \$30,275.84 |
| Down Payment | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2500.00 |
| Loan Amount | \$18,987.20 | \$27,688.20 | \$44,258.88 | \$29,164.64 | \$26,733.68 | \$36,026.32 | \$27,775.84 |
| Loan Term (years) 6 <br> Interest Rate $3 \%$ <br> Amount paid per $\$ 1000$ $\$ 15.19$ |  |  |  |  |  |  |  |
| Monthly Payment | \$288.42 | \$420.58 | \$672.29 | \$443.01 | \$406.08 | \$547.24 | \$421.92 |
| Total Cost of Loan | \$20,765.92 | \$30,282.03 | \$48,405.05 | \$31,896.78 | \$29,238.09 | \$39,401.27 | \$30,377.88 |
| Interest Charges | \$1,778.72 | \$2,593.83 | \$4,146.17 | \$2,732.14 | \$2,504.41 | \$3,374.95 | \$2,602.04 |
| Total Amount Paid | \$23,265.92 | \$32,782.03 | \$50,905.05 | \$34,396.78 | \$31,738.09 | \$41,901.27 | \$32,877.88 |
| Loan Term (years) 3 <br> Interest Rate $3 \%$ <br> Amount paid per $\$ 1000$ $\$ 29.08$ <br> Mon  |  |  |  |  |  |  |  |
| Monthly Payment | \$552.15 | \$805.17 | \$1,287.05 | \$848.11 | \$777.42 | \$1,047.65 | \$807.72 |
| Total Cost of Loan | \$19,877.32 | \$28,986.22 | \$46,333.74 | \$30,531.88 | \$27,986.95 | \$37,715.23 | \$29,077.97 |
| Interest Charges | \$890.12 | \$1,298.02 | \$2,074.86 | \$1,367.24 | \$1,253.27 | \$1,688.91 | \$1,302.13 |
| Total Amount Paid | \$22,377.32 | \$31,486.22 | \$48,833.74 | \$33,031.88 | \$30,486.95 | \$40,215.23 | \$31,577.97 |


| Down Payment | \$2,500.00 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicle Type | Sub-Compact Vehicle | Compact Vehicle | Sport Utility Vehicle (SUV) | Truck | Van | Electric <br> Vehicle | Hybrid Vehicle |
| Total Cost | \$21,487.20 | \$30,188.20 | \$46,758.88 | \$31,664.64 | \$29,233.68 | \$38,526.32 | \$30,275.84 |
| Down Payment | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2,500.00 | \$2500.00 |
| Loan Amount | \$18,987.20 | \$27,688.20 | \$44,258.88 | \$29,164.64 | \$26,733.68 | \$36,026.32 | \$27,775.84 |
| Loan Term (years) <br> Interest Rate <br> Amount paid per \$1000 | 3 $6 \%$ $\$ 30.43$ |  |  |  |  |  |  |
| Monthly Payment | \$577.78 | \$842.55 | \$1,346.80 | \$887.48 | \$813.51 | \$1,096.28 | \$845.22 |
| Total Cost of Loan | \$20,800.10 | \$30,331.87 | \$48,484.72 | \$31,949.28 | \$29,286.21 | \$39,466.11 | \$30,427.88 |
| Interest Charges | \$1,812.90 | \$2,643.67 | \$4,225.84 | \$2,784.64 | \$2,552.53 | \$3,439.79 | \$2,652.04 |
| Total Amount Paid | \$23,300.10 | \$32,831.87 | \$50,984.72 | \$34,449.28 | \$31,786.21 | \$41,966.11 | \$32,927.88 |

## Amortization Table 1

Down Payment
\$2,500.00
Term (years)
6
Interest Rate
$3 \%$

## Sub-compact Vehicle

Monthly payment $\$ 288.42$

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 18,987.20$ |  |
| 1 | $\$ 288.42$ | $\$ 47.47$ | $\$ 240.95$ | $\$ 18,746.25$ | $\$ 2,740.95$ |
| 2 | $\$ 288.42$ | $\$ 288.42$ | $\$ 241.55$ | $\$ 2,982.50$ |  |
| 3 | $\$ 288.42$ | $\$ 46.26$ | $\$ 242.15$ | $\$ 3,504.70$ | $\$ 18,262.55$ |
| 4 | $\$ 242.76$ | $\$ 18,019.79$ |  |  |  |

## Compact Vehicle

Monthly payment
\$420.58

| Month | Monthly Payment | Interest Portion of Monthly Payment | Principal Portion of Monthly Payment | Outstanding Balance | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  | \$27,688.20 | \$2,500.00 |
| 1 | \$420.58 | \$69.22 | \$351.36 | \$27,336.84 | \$2,851.36 |
| 2 | \$420.58 | \$68.34 | \$352.24 | \$26,984.60 | \$3,203.60 |
| 3 | \$420.58 | \$67.46 | \$353.12 | \$26,631.47 | \$3,556.73 |
| 4 | \$420.58 | \$66.58 | \$354.01 | \$26,277.47 | \$3,910.73 |

## Sport Utility Vehicle (SUV)

Monthly payment
\$672.29

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 44,258.88$ | $\$ 2,500.00$ |
| 1 | $\$ 672.29$ | $\$ 110.65$ | $\$ 561.65$ | $\$ 3,061.65$ |  |
| 2 | $\$ 672.29$ | $\$ 109.24$ | $\$ 563.05$ | $\$ 43,697.23$ | $\$ 43,134.19$ |
| 3 | $\$ 672.29$ | $\$ 107.84$ | $\$ 564.46$ | $\$ 42,569.73$ |  |
| 4 |  | $\$ 565.87$ | $\$ 4,189.15$ |  |  |

## Truck

Monthly payment
\$443.01

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 29,164.64$ | $\$ 2,500.00$ |
| 1 | $\$ 443.01$ | $\$ 72.91$ | $\$ 370.10$ | $\$ 2,870.10$ |  |
| 2 | $\$ 443.01$ | $\$ 71.99$ | $\$ 371.02$ | $\$ 3,241.12$ |  |
| 3 | $\$ 443.01$ | $\$ 71.06$ | $\$ 371.95$ | $\$ 28,423.52$ | $\$ 28,051.56$ |
| 4 | $\$ 443.01$ | $\$ 70.13$ | $\$ 372.88$ | $\$ 27,678.68$ |  |

## Van

Monthly payment
\$406.08

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 26,733.68$ | $\$ 2,500.00$ |
| 1 | $\$ 406.08$ | $\$ 66.83$ | $\$ 339.25$ | $\$ 2,839.25$ |  |
| 2 | $\$ 406.08$ | $\$ 65.99$ | $\$ 340.10$ | $\$ 3,179.35$ |  |
| 3 | $\$ 406.08$ | $\$ 65.14$ | $\$ 340.95$ | $\$ 26,054.33$ | $\$ 25,713.38$ |
| 4 | $\$ 406.08$ | $\$ 64.28$ | $\$ 341.80$ | $\$ 25,371.58$ |  |

## Electric Vehicle

Monthly payment
\$547.24

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 36,026.32$ | $\$ 2,500.00$ |
| 1 | $\$ 547.24$ | $\$ 90.07$ | $\$ 457.17$ | $\$ 2,957.17$ |  |
| 2 | $\$ 547.24$ | $\$ 58.92$ | $\$ 458.32$ | $\$ 3,415.49$ |  |
| 3 | $\$ 547.24$ | $\$ 87.78$ | $\$ 459.46$ | $\$ 35,110.83$ | $\$ 34,651.37$ |
| 4 | $\$ 86.63$ | $\$ 460.61$ | $\$ 3,874.95$ |  |  |

## Hybrid Vehicle

Monthly payment
$\$ 421.92$

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 27,775.84$ | $\$ 2,500.00$ |
| 1 | $\$ 421.92$ | $\$ 69.44$ | $\$ 352.48$ | $\$ 2,852.48$ |  |
| 2 | $\$ 421.92$ | $\$ 68.56$ | $\$ 353.36$ | $\$ 3,205.83$ |  |
| 3 | $\$ 421.92$ | $\$ 67.68$ | $\$ 354.24$ | $\$ 27,070.01$ | $\$ 26,715.77$ |
| 4 | $\$ 421.92$ | $\$ 66.79$ | $\$ 355.13$ | $\$ 26,360.64$ |  |

## Amortization Table 2

| Down Payment | $\$ 2,500.00$ |
| :--- | ---: |
| Term (years) | 3 |
| Interest Rate | $3 \%$ |

## Sub-compact Vehicle

Monthly payment \$552.15

| Month | Monthly Payment | Interest Portion of Monthly Payment | Principal Portion of Monthly Payment | Outstanding Balance | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  | \$18,987.20 | \$2,500.00 |
| 1 | \$552.15 | \$47.47 | \$504.68 | \$18,482.52 | \$3,004.68 |
| 2 | \$552.15 | \$46.21 | \$505.94 | \$17,976.58 | \$3,510.62 |
| 3 | \$552.15 | \$44.94 | \$507.21 | \$17,469.37 | \$4,017.83 |
| 4 | \$552.15 | \$43.67 | \$508.47 | \$16,960.90 | \$4,526.30 |

## Compact Vehicle

Monthly payment
\$805.17

| Month | Monthly Payment | Interest Portion of Monthly Payment | Principal Portion of Monthly Payment | Outstanding Balance | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  | \$27,688.20 | \$2,500.00 |
| 1 | \$805.17 | \$69.22 | \$735.95 | \$26,952.25 | \$3,235.95 |
| 2 | \$805.17 | \$67.38 | \$737.79 | \$26,214.46 | \$3,973.74 |
| 3 | \$805.17 | \$65.54 | \$739.64 | \$25,474.82 | \$4,713.38 |
| 4 | \$805.17 | \$63.69 | \$741.49 | \$24,733.33 | \$5,454.87 |

## Sport Utility Vehicle (SUV)

Monthly payment
\$1287.05

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 44,258.88$ | $\$ 2,500.00$ |
| 1 | $\$ 1,287.05$ | $\$ 110.65$ | $\$ 1,176.40$ | $\$ 3,676.40$ |  |
| 2 | $\$ 1,287.05$ | $\$ 107.71$ | $\$ 1,179.34$ | $\$ 4,855.74$ |  |
| 3 | $\$ 1,287.05$ | $\$ 104.76$ | $\$ 1,182.29$ | $\$ 41,903.14$ | $\$ 40,720.85$ |
| 4 | $\$ 1,287.05$ | $\$ 101.80$ | $\$ 1,185.25$ | $\$ 3,038.03$ |  |

## Truck

Monthly payment
\$848.11

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 29,164.64$ | $\$ 2,500.00$ |
| 1 | $\$ 848.11$ | $\$ 72.91$ | $\$ 775.20$ | $\$ 3,275.20$ |  |
| 2 | $\$ 848.11$ | $\$ 70.97$ | $\$ 777.13$ | $\$ 4,052.33$ |  |
| 3 | $\$ 848.11$ | $\$ 69.03$ | $\$ 779.08$ | $\$ 27,612.31$ | $\$ 26,833.23$ |
| 4 | $\$ 848.11$ | $\$ 67.08$ | $\$ 781.02$ | $\$ 26,052.21$ |  |

## Van

Monthly payment
\$777.42

| Month | Monthly Payment | Interest Portion of Monthly Payment | Principal Portion of Monthly Payment | Outstanding Balance | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  | \$26,733.68 | \$2,500.00 |
| 1 | \$777.42 | \$66.83 | \$710.58 | \$26,023.10 | \$3,210.58 |
| 2 | \$777.42 | \$65.06 | \$712.36 | \$25,310.74 | \$3,922.94 |
| 3 | \$777.42 | \$63.28 | \$714.14 | \$24,596.60 | \$4,637.08 |
| 4 | \$777.42 | \$61.49 | \$715.92 | \$23,880.68 | \$5,353.00 |

## Electric Vehicle

Monthly payment
\$1047.65

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 36,026.32$ | $\$ 2,500.00$ |
| 1 | $\$ 1,047.65$ | $\$ 90.07$ | $\$ 957.58$ | $\$ 3,457.58$ |  |
| 2 | $\$ 1,047.65$ | $\$ 87.67$ | $\$ 959.97$ | $\$ 4,417.55$ |  |
| 3 | $\$ 1,047.65$ | $\$ 1,047.65$ | $\$ 82.27$ | $\$ 962.37$ | $\$ 34,108.77$ |
| 4 |  | $\$ 964.78$ | $\$ 33,146.39$ | $\$ 279.93$ |  |

## Hybrid Vehicle

Monthly payment
\$807.72

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 27,775.84$ | $\$ 2,500.00$ |
| 1 | $\$ 807.72$ | $\$ 69.44$ | $\$ 738.28$ | $\$ 3,238.28$ |  |
| 2 | $\$ 807.72$ | $\$ 67.59$ | $\$ 740.13$ | $\$ 3,978.41$ |  |
| 3 | $\$ 807.72$ | $\$ 65.74$ | $\$ 741.98$ | $\$ 26,297.43$ | $\$ 25,555.45$ |
| 4 | $\$ 63.89$ | $\$ 743.83$ | $\$ 24,811.62$ |  |  |

## Amortization Table 3

Down Payment
\$2,500.00
Term (years) 3
Interest Rate 6\%

## Sub-compact Vehicle

Monthly payment $\$ 577.78$

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 18,987.20$ |  |
| 1 | $\$ 577.78$ | $\$ 94.94$ | $\$ 482.84$ | $\$ 18,504.36$ | $\$ 2,982.84$ |
| 2 | $\$ 577.78$ | $\$ 92.52$ | $\$ 485.26$ | $\$ 3,468.10$ |  |
| 3 | $\$ 577.78$ | $\$ 90.10$ | $\$ 487.69$ | $\$ 3,919.10$ | $\$ 17,531.41$ |
| 4 | $\$ 577.78$ | $\$ 87.66$ | $\$ 17,041.29$ |  |  |

## Compact Vehicle

Monthly payment
\$842.55

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 27,688.20$ | $\$ 2,500.00$ |
| 1 | $\$ 842.55$ | $\$ 138.44$ | $\$ 704.11$ | $\$ 3,204.11$ |  |
| 2 | $\$ 842.55$ | $\$ 134.92$ | $\$ 707.63$ | $\$ 3,911.74$ |  |
| 3 | $\$ 842.55$ | $\$ 131.38$ | $\$ 711.17$ | $\$ 26,276.46$ | $\$ 25,565.29$ |
| 4 | $\$ 842.55$ | $\$ 127.83$ | $\$ 714.73$ | $\$ 24,850.56$ |  |

## Sport Utility Vehicle (SUV)

Monthly payment
\$1346.80

| Month | Monthly Payment | Interest Portion of Monthly Payment | Principal Portion of Monthly Payment | Outstanding Balance | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 0 |  |  |  | \$44,258.88 | \$2,500.00 |
| 1 | \$1,346.80 | \$221.29 | \$1,125.50 | \$43,133.38 | \$3,625.50 |
| 2 | \$1,346.80 | \$215.67 | \$1,131.13 | \$42,002.25 | \$4,756.63 |
| 3 | \$1,346.80 | \$210.01 | \$1,136.79 | \$40,865.46 | \$5,893.42 |
| 4 | \$1,346.80 | \$204.33 | \$1,142.47 | \$39,722.99 | \$7,035.89 |

## Truck

Monthly payment
$\$ 887.48$

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 29,164.64$ | $\$ 2,500.00$ |
| 1 | $\$ 887.48$ | $\$ 145.82$ | $\$ 741.66$ | $\$ 3,241.66$ |  |
| 2 | $\$ 887.48$ | $\$ 142.11$ | $\$ 745.37$ | $\$ 3,987.02$ |  |
| 3 | $\$ 887.48$ | $\$ 138.39$ | $\$ 749.09$ | $\$ 27,677.62$ | $\$ 26,928.53$ |
| 4 | $\$ 887.48$ | $\$ 134.64$ | $\$ 752.84$ | $\$ 26,175.69$ |  |

## Van

Monthly payment
\$813.51

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 26,733.68$ | $\$ 2,500.00$ |
| 1 | $\$ 813.51$ | $\$ 133.67$ | $\$ 679.84$ | $\$ 3,179.84$ |  |
| 2 | $\$ 813.51$ | $\$ 130.27$ | $\$ 683.24$ | $\$ 3,863.07$ |  |
| 3 | $\$ 813.51$ | $\$ 126.85$ | $\$ 686.65$ | $\$ 25,370.61$ | $\$ 24,683.95$ |
| 4 | $\$ 123.42$ | $\$ 690.09$ | $\$ 23,549.73$ |  |  |

## Electric Vehicle

Monthly payment
$\$ 1096.28$

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 36,026.32$ | $\$ 2,500.00$ |
| 1 | $\$ 1,096.28$ | $\$ 180.13$ | $\$ 916.15$ | $\$ 3,416.15$ |  |
| 2 | $\$ 1,096.28$ | $\$ 175.55$ | $\$ 920.73$ | $\$ 4,336.88$ |  |
| 3 | $\$ 1,096.28$ | $\$ 170.95$ | $\$ 925.33$ | $\$ 34,189.44$ | $\$ 3,262.21$ |
| 4 | $\$ 1,096.28$ | $\$ 166.32$ | $\$ 929.96$ | $\$ 32,334.15$ |  |

## Hybrid Vehicle

Monthly payment
\$845.22

| Month | Monthly <br> Payment | Interest Portion of <br> Monthly Payment | Principal Portion of <br> Monthly Payment | Outstanding <br> Balance |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| 0 |  |  |  | $\$ 27,775.84$ | $\$ 2,500.00$ |
| 1 | $\$ 845.22$ | $\$ 138.88$ | $\$ 706.34$ | $\$ 3,206.34$ |  |
| 2 | $\$ 845.22$ | $\$ 135.35$ | $\$ 709.87$ | $\$ 3,916.21$ |  |
| 3 | $\$ 845.22$ | $\$ 131.80$ | $\$ 713.42$ | $\$ 26,359.63$ | $\$ 25,646.21$ |
| 4 | $\$ 128.23$ | $\$ 716.99$ | $\$ 4,629.63$ |  |  |

## Section 3

| Vehicle Type | Sub-Compact | Compact | Sport Utility Vehicle (SUV) | Truck | Van | Electric | Hybrid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly Payment | \$324.76 | \$355.21 | \$594.00 | \$535.00 | \$501.00 | \$734.17 | \$374.37 |
| Acquisition Charges | \$450.00 | \$520.00 | \$468.00 | \$650.00 | \$321.00 | \$510.00 | \$360.00 |
| Residual Value | 58\% | 54\% | 55\% | 55\% | 56\% | 38\% | 52\% |
| Maximum Annual Mileage | 24000 | 20000 | 24000 | 20000 | 24000 | 20000 | 20000 |
| Additional Charge (\$/km) | \$0.08 | \$0.08 | \$0.16 | \$0.16 | \$0.16 | \$0.12 | \$0.08 |
|  |  |  |  |  |  |  |  |
| Calculations |  |  |  |  |  |  |  |
| Total Monthly Payment | \$363.73 | \$397.84 | \$665.28 | \$599.20 | \$561.12 | \$822.27 | \$419.29 |
| Total Monthly Payments | \$13,094.32 | \$14,322.07 | \$23,950.08 | \$21,571.20 | \$20,200.32 | \$29,601.73 | \$15,094.60 |
| Total Paid for Lease | \$13,544.32 | \$14,842.07 | \$24,418.08 | \$22,221.20 | \$20,521.32 | \$30,111.73 | \$15,454.60 |
|  |  |  |  |  |  |  |  |
| Additional Mileage | 0 | 6000 | 0 | 6000 | 0 | 6000 | 6000 |
| Additional Mileage Cost | \$ - | \$480.00 | \$ - | \$960.00 | \$ - | \$720.00 | \$480.00 |
| Additional Costs | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 |
| Taxes | \$54.00 | \$111.60 | \$54.00 | \$169.20 | \$54.00 | \$140.40 | \$111.60 |
| Total Paid at Lease End | \$14,048.32 | \$15,883.67 | \$24,922.08 | \$23,800.40 | \$21,025.32 | \$31,422.13 | \$16,496.20 |
|  |  |  |  |  |  |  |  |
| Residual Value |  |  |  |  |  |  |  |
| Price: Cash Purchase | \$22 685.00 | \$30,453.75 | \$45,249.00 | \$31,772.00 | \$29,601.50 | \$37,898.50 | \$30,532.00 |
| Residual Value | \$13 157.30 | \$16,445.03 | \$24,886.95 | \$17,474.60 | \$16,576.84 | \$14,401.43 | \$15,876.64 |
| Total Purchase Price | \$14,736.18 | \$18,418.43 | \$27,873.38 | \$19,571.55 | \$18,566.06 | \$16,129.60 | \$17,781.84 |
| Total Paid: Lease and Purchase | \$28,784.50 | \$34,302.10 | \$52,795.46 | \$43,371.95 | \$39,591.38 | \$47,551.74 | \$34,278.04 |
|  |  |  |  |  |  |  |  |
| Comparison |  |  |  |  |  |  |  |
| Additional Amount Compared to Cash Purchase | \$7,297.30 | \$4,113.90 | \$6,036.58 | \$11,707.31 | \$10,357.70 | \$9,025.42 | \$4,002.20 |
| Additional Amount Compared to a 3-Year Loan at 3\% | \$6,407.18 | \$2,815.87 | \$3,961.73 | \$10,340.07 | \$9,104.43 | \$7,336.50 | \$2,700.06 |

## Section 4

| Vehicle Type | Sub-Compact | Compact | Sport Utility Vehicle (SUV) | Truck | Van | Electric | Hybrid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dealership Sale |  |  |  |  |  |  |  |
| Sticker Price | \$9790.00 | \$13,400.00 | \$21,900.00 | \$15,980.00 | \$16,495.00 | \$13,100.00 | \$19,726.00 |
| Taxes | \$1,174.80 | \$1,608.00 | \$2,628.00 | \$1,917.60 | \$1,979.40 | \$1,572.00 | \$2,367.12 |
| Total Cost | \$10,964.80 | \$15,008.00 | \$24,528.00 | \$17,897.60 | \$18,474.40 | \$14,672.00 | \$22,093.12 |
|  |  |  |  |  |  |  |  |
| Private Sale |  |  |  |  |  |  |  |
| Price | \$8370.00 | \$11,030.00 | \$18,875.00 | \$12,925.00 | \$14,500.00 | \$11,810.00 | \$17,146.00 |
| Book Value | \$9080.00 | \$12,250.00 | \$20,405.00 | \$14,450.00 | \$15,946.00 | \$12,455.00 | \$18,436.00 |
| PST | \$635.60 | \$857.50 | \$1,428.35 | \$1,011.50 | \$1,116.22 | \$871.85 | \$1,290.52 |
| Inspection Certificate | \$20.00 | \$20.00 | \$20.00 | \$20.00 | \$20.00 | \$20.00 | \$20.00 |
| GST | \$1.00 | \$1.00 | \$1.00 | \$1.00 | \$1.00 | \$1.00 | \$1.00 |
| Necessary Repairs | \$149.99 | \$149.99 | \$149.99 | \$149.99 | \$149.99 | \$149.99 | \$149.99 |
| Taxes | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 |
| Lien Search | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 | \$18.00 |
|  |  |  |  |  |  |  |  |
| Total | \$9,212.59 | \$12,094.49 | \$20,510.34 | \$14,143.49 | \$15,823.21 | \$12,888.84 | \$18,643.51 |
| Difference | \$1,752.21 | \$2,913.51 | \$4,017.66 | \$3,754.11 | \$2,651.19 | \$1,783.16 | \$3,449.61 |

## Section 5

Term (years)

| Vehicle Type | Sub-Compact | Compact | Sport Utility Vehicle (SUV) | Truck | Van | Electric | Hybrid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sticker Price | \$9790.00 | \$13,400.00 | \$21,900.00 | \$15,980.00 | \$16,495.00 | \$13,100.00 | \$19,726.00 |
| Total Cost | \$10,964.80 | \$15,008.00 | \$24,528.00 | \$17,897.60 | \$18,474.40 | \$14,672.00 | \$22,093.12 |
| Initial Administrative Fee | \$395.00 | \$395.00 | \$395.00 | \$395.00 | \$395.00 | \$395.00 | \$395.00 |
| Biweekly Payments | \$155.08 | \$213.06 | \$348.21 | \$254.08 | \$262.27 | \$208.29 | \$313.62 |
| End-of-Lease <br> Administration Fee | \$125.00 | \$125.00 | \$125.00 | \$125.00 | \$125.00 | \$125.00 | \$125.00 |
| Biweekly Payments | \$173.69 | \$238.63 | \$390.00 | \$284.57 | \$293.74 | \$233.28 | \$351.25 |
| Total Weekly Payments | \$13,547.79 | \$18,612.92 | \$30,419.63 | \$22,196.43 | \$22,911.91 | \$18,196.21 | \$27,397.84 |
| Total Amount Paid | \$14,067.79 | \$19,132.92 | \$30,939.63 | \$22,716.43 | \$23,431.91 | \$18,716.21 | \$27,917.84 |

## Section 6.1

| GST | $5 \%$ |
| :--- | :--- |
| PST | $7 \%$ |


| Question 1 |  |  |  |
| :--- | ---: | ---: | ---: |
| Material |  |  | $\$ 45.00$ |
| Hours |  | 0.75 |  |
| Labour |  |  | $\$ 75.00$ |
|  | Sub-total |  | $\$ 101.25$ |
|  | Taxes |  | $\$ 12.15$ |
|  | Total |  | $\$ 113.40$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |


| Question 2 |  |  |  |
| :--- | ---: | ---: | ---: |
| Windshield Wipers |  |  | $\$ 18.00$ |
| Oil |  |  | $\$ 20.00$ |
| Filter |  |  | $\$ 20.00$ |
| Tires |  |  | $\$ 600.00$ |
| Hours |  | 3.5 |  |
| Labour | Sub-total |  | $\$ 990.50$ |
|  | Taxes |  | $\$ 118.86$ |
|  | Total |  | $\mathbf{\$ 1 1 0 9 . 3 6}$ |


| Question 3 |  |  |  |
| :--- | ---: | ---: | ---: |
| Oil |  |  | $\$ 10.00$ |
| Oil Filter |  |  | $\$ 21.00$ |
| Air Filter |  |  | $\$ 7.00$ |
| Antifreeze |  |  | $\$ 16.00$ |
| Belts |  |  | $\$ 58.00$ |
| Hours |  | 1.25 |  |
| Labour |  |  | $\$ 60.00$ |
|  | Sub-total |  | $\$ 187.00$ |
|  | Taxes |  | $\$ 22.44$ |
|  | Total |  | $\$ 209.44$ |


| Question 4 |  |  |  |
| :--- | ---: | ---: | ---: |
| Oil |  |  | $\$ 16.20$ |
| Filter |  |  | $\$ 25.60$ |
| Windshield Wipers |  |  | $\$ 19.75$ |
| Hours |  | 0.75 |  |
| Labour |  |  | $\$ 65.00$ |
|  | Sub-total |  | $\$ 110.30$ |
|  | Taxes |  | $\$ 13.24$ |
|  | Total |  | $\$ \mathbf{1 2 3 . 5 4}$ |


| Question 5 |  |  |  |
| :--- | ---: | ---: | ---: |
| Exhaust pipe |  |  | $\$ 250.00$ |
| Muffler |  |  | $\$ 150.00$ |
| Lights |  |  | $\$ 20.00$ |
| Hours |  | 1.67 |  |
| Labour | Sub-total |  | $\$ 561.67$ |
|  | Taxes |  | $\$ 67.40$ |
|  | Total |  | $\$ 629.07$ |

## Section 6.2

## Depreciation

|  |  | Sub-compact Vehicle |  | Compact Vehicle |  | Sport Utility Vehicle (SUV) |  | Truck |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Cost |  | \$19 185.00 |  | \$26 953.75 |  | \$41749.00 |  | \$28 272.00 |  |
| Vehicle Age | Depreciation Rate | Depreciation Amount | Residual Value | Depreciation Amount | Residual Value | Depreciation Amount | Residual Value | Depreciation Amount | Residual Value |
| 1 | 20\% | \$3,837.00 | \$15,348.00 | \$5,390.75 | \$21,563.00 | \$8,349.80 | \$33,399.20 | \$5,654.40 | \$22 617.60 |
| 2 | 15\% | \$2,302.20 | \$13,045.80 | \$3,234.45 | \$18,328.55 | \$5,009.88 | \$28,389.32 | \$3,392.64 | \$19 224.96 |
| 3 | 15\% | \$1,956.87 | \$11,088.93 | \$2,749.28 | \$15,579.27 | \$4,258.40 | \$24,130.92 | \$2,883.74 | \$16 341.22 |
|  |  |  |  |  |  |  |  |  |  |
| Total Depreciation | (\$) | \$8,096.07 |  | \$11,374.48 |  | \$17,618.08 |  | \$11,930.78 |  |
|  | (\%) | 42.20\% |  | 42.20\% |  | 42.20\% |  | 42.20\% |  |


|  |  | Van |  | Electric Vehicle |  | Hybrid Vehicle |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Cost |  | \$26,101.50 |  | \$34,398.50 |  | \$27,032.00 |  |
| Vehicle Age | $\begin{gathered} \text { Depreciation } \\ \text { Rate } \end{gathered}$ | Depreciation Amount | $\begin{gathered} \text { Residual } \\ \text { Value } \end{gathered}$ | Depreciation Amount | Residual Value | Depreciation Amount | $\begin{gathered} \text { Residual } \\ \text { Value } \\ \hline \end{gathered}$ |
| 1 | 20\% | \$5,220.30 | \$20,881.20 | \$6,879.70 | \$27,518.80 | \$5,406.40 | \$21,625.60 |
| 2 | 15\% | \$3,132.18 | \$17,749.02 | \$4,127.82 | \$23,390.98 | \$3,243.84 | \$18,381.76 |
| 3 | 15\% | \$2,662.35 | \$15,086.67 | \$3,508.65 | \$19,882.33 | \$2,757.26 | \$15,624.50 |
|  |  |  |  |  |  |  |  |
| Total Depreciation | (\$) | \$11,014.83 |  | \$14,516.17 |  | \$11,407.50 |  |
|  | (\%) | 42.20\% |  | 42.20\% |  | 42.20\% |  |

## Section 6.3

| Vehicle Type | Sub-Compact | Compact | Sport Utility Vehicle (SUV) | Truck | Van | Electric | Hybrid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fuel Tank Size (Litres) | 40 | 64 | 93 | 87 | 76 | 0 | 43 |
| Fuel Consumption (L/100 km) |  |  |  |  |  |  |  |
| City | 7.9 | 8.1 | 12.7 | 12.3 | 13.7 | 0 | 4.6 |
| Highway | 5.9 | 5.7 | 9.6 | 9.3 | 9.4 | 0 | 4.4 |


| Question 1(a) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Initial Reading | Final Reading | Distance Travelled | Litres Used | Fuel Consumption |
| A | 71416.0 | 71739.0 | 323.0 | 26.2 | 8.11 |
| B | 481758.4 | 482943.0 | 1184.6 | 54.9 | 4.63 |
| C | 23165.2 | 23721.9 | 556.7 | 70.7 | 12.70 |
| D | 135714.8 | 136028.3 | 313.5 | 43.1 | 13.75 |
| E | 87158.1 | 88031.4 | 873.3 | 68.9 | 7.89 |
| F | 15632.1 | 16341.8 | 709.7 | 87.3 | 12.30 |

Question 1(b) B
D

Question 1(c)

| Vehicle Type | Sub-Compact | Compact | Sport Utility <br> Vehicle (SUV) | Truck | Van | Hybrid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | E | A | C | F | D | B |

Question 2(a)

|  | City km | Highway km | Cost |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Vehicle Type | 800 | 1000 | $\$ 1.129$ |  |  |  |
| Sub-Compact | Compact | Sport Utility <br> Vehicle (SUV) | Truck | Van | Hybrid |  |
| City Litres | $\mathbf{6 3 . 2}$ | $\mathbf{6 4 . 8}$ | $\mathbf{1 0 1 . 6}$ | $\mathbf{9 8 . 4}$ | $\mathbf{1 0 9 . 6}$ | $\mathbf{3 6 . 8}$ |
| Highway Litres | $\mathbf{5 9 . 0}$ | $\mathbf{5 7 . 0}$ | $\mathbf{9 6 . 0}$ | $\mathbf{9 3 . 0}$ | $\mathbf{9 4 . 0}$ | $\mathbf{4 4 . 0}$ |
| Total Litres Used | $\mathbf{1 2 2 . 2}$ | $\mathbf{1 2 1 . 8}$ | $\mathbf{1 9 7 . 6}$ | $\mathbf{1 9 1 . 4}$ | $\mathbf{2 0 3 . 6}$ | $\mathbf{8 0 . 8}$ |
| Cost | $\mathbf{\$ 1 3 7 . 9 6}$ | $\mathbf{\$ 1 3 7 . 5 1}$ | $\mathbf{\$ 2 2 3 . 0 9}$ | $\mathbf{\$ 2 1 6 . 0 9}$ | $\mathbf{\$ 2 2 9 . 8 6}$ | $\mathbf{\$ 9 1 . 2 2}$ |

Question 2(b) Hybrid Vehicle

Question 3(a)

| Vehicle Type | Sub-Compact | Compact | Sport Utility <br> Vehicle (SUV) | Truck | Van | Hybrid |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Fuel Tank (litres) | 40 | 64 | 93 | 87 | 76 | 43 |
| Highway | 5.9 | 5.7 | 9.6 | 9.3 | 9.4 | 4.4 |
| Maximum Distance (km) | 677.97 | 1122.81 | 968.75 | 935.48 | 808.51 | 977.27 |

## Section 7

| Sheet | The factor that is different is |
| :--- | :--- |
| A | Deductible |
| B | Year |
| C | Basic third-party liability coverage |
| D | Insurance rate group |
| E | Autopac discount |
| F | Postal code |
| G | Loss of use protection |
| H | New vehicle protection |

## Section 8

Possible Answers

## Ownership

| Scenario A | Lease |
| :--- | :--- |
| Scenario B | Used |
| Scenario C | Lease |
| Scenario D | New |
| Scenario E | Used |
| Scenario F | Used |
| Scenario G | Lease |
| Scenario H | Lease to buy |

## Vehicle Type

Sub-compact/compact
Truck
Sport utility vehicle (SUV)
Sport utility vehicle (SUV)/van
Sub-compact/compact
Sport utility vehicle (SUV) from a dealership
Sub-compact/compact
Sub-compact/compact

