



CLEAN VEHICLE
REBATE PROJECT™



Center for
Sustainable
Energy™

Tesla: Contrato completo de compra o alquiler de vehículos

Última versión: 27 de enero de 2021

Ejemplos de documentación para el CVRP

Tesla: Contrato completo de compra o alquiler de vehículos

?Has comprado o alquilado tu vehículo?

Para los vehículos Tesla y otros vehículos pedidos sin un contrato de arrendamiento / compra estándar, la fecha del primer registro con el DMV de California se considera la fecha de compra o arrendamiento. **Si presentó su solicitud antes de la primera fecha de registro de su vehículo Tesla, comuníquese con nosotros para cancelar esta solicitud adelantada. Los solicitantes deberán volver a presentar una solicitud si se envía una solicitud antes de esta fecha.**

- **Contrato de alquiler:** solo hay una opción para enviar un contrato de alquiler completo. Por favor, vea un ejemplo en la página 6.
- **Acuerdo de compra:** hay varias opciones de documentos combinados que son aceptables como un acuerdo de compra completo y legible. Por favor, consulte la tabla de abajo. No aceptamos documentos pro-forma ni hojas de precios estimados.

Opción 1		Opción 2		Opción 3
Contrato de Instalación a Plazos (Debe incluir todas las páginas) <i>Ejemplo en la página 2</i>		Contrato de compra de un vehículo motorizado: Configuración del vehículo* <u>Y</u>		Contrato de compra de un vehículo motorizado: Configuración del vehículo* <u>Y</u>
		<u>O</u> Contrato de compra de un vehículo motorizado: Hoja de precio final <i>Ejemplo en la página 3</i>	<u>O</u>	Contrato de compra de un vehículo motorizado: Hoja de precio final <u>Y TAMBIÉN</u> Declaración de entrega[†] <u>O</u> Contrato de compra de un vehículo motorizado:

Ejemplos de documentación para el CVRP

				Términos y condiciones[†] <i>Ejemplo en la página 4</i>
--	--	--	--	--

*Si la configuración del vehículo no tiene una fecha en el campo "Aceptado por el cliente", se requiere una declaración de entrega firmada o términos y condiciones firmados. Nota: La configuración del vehículo debe tener el VIN.
†Estos documentos deben estar firmados y fechados por el solicitante y un representante de Tesla.

Contrato de compra Opción 1

This is a retention copy of the Electronic Original[®] document managed by the eCore[®] On Demand (EOD[™]) Service.

LAW 553-CA-ARB-eps 7/16

RETAIL INSTALLMENT SALE CONTRACT – SIMPLE FINANCE CHARGE (WITH ARBITRATION PROVISION)

Dealer Number _____ Contract Number _____ R.O.S. Number _____ Stock Number _____

Buyer Name and Address (Including County and Zip Code)	Co-Buyer Name and Address (Including County and Zip Code)	Seller-Creditor (Name and Address) Tesla Motors Inc. 45500 Fremont Blvd. Fremont, CA 94538
---	--	---

You, the Buyer (and Co-Buyer, if any), may buy the vehicle below for cash or on credit. By signing this contract, you choose to buy the vehicle on credit under the agreements on all pages of this contract. You agree to pay the Seller - Creditor (sometimes "we" or "us" in this contract) the Amount Financed and Finance Charge in U.S. funds according to the payment schedule below. We will figure your finance charge on a daily basis. The Truth-In-Lending Disclosures below are part of this contract.

New Used	Year	Make and Model	Odometer	Vehicle Identification Number	Primary Use For Which Purchased
New	2020	Tesla Model 3	15		Personal, family or household unless otherwise indicated below. <input type="checkbox"/> business or commercial

FEDERAL TRUTH-IN-LENDING DISCLOSURES				
ANNUAL PERCENTAGE RATE	FINANCE CHARGE	Amount Financed	Total of Payments	Total Sale Price
3.25 % The cost of your credit as a yearly rate.	\$ 5,344.66 (e) The dollar amount the credit will cost you.	\$ 51,644.06 (e) The amount of credit provided to you or on your behalf.	\$ 56,988.72 (e) The amount you will have paid after you have made all payments as scheduled.	\$ 61,588.72 (e) The total cost of your purchase on credit, including your down payment of 4,600.00 is
(e) means an estimate				

YOUR PAYMENT SCHEDULE WILL BE:		
Number of Payments:	Amount of Payments:	When Payments Are Due:
One Payment of	N/A	N/A
One Payment of	N/A	N/A
One Payment of	N/A	N/A
72	\$ 791.51	Monthly Beginning 08/28/2020
N/A	N/A	N/A
One final payment	N/A	N/A

STATEMENT OF INSURANCE		
NOTICE: No person is required as a condition of financing the purchase of a motor vehicle to purchase or negotiate any insurance through a particular insurance company, agent or broker. You are not required to buy any other insurance to obtain credit. Your decision to buy or not buy other insurance will not be a factor in the credit approval process.		
Vehicle Insurance		
Term	Premium	
\$ N/A Ded. Comp., Fire & Theft	Mos \$ N/A	
\$ N/A Ded. Collision	Mos \$ N/A	
Bodily Injury \$ N/A Limits	Mos \$ N/A	
Property Damage \$ N/A Limits	Mos \$ N/A	
Medical N/A	Mos \$ N/A	
N/A	Mos \$ N/A	
Total Vehicle Insurance Premiums	\$ N/A	

UNLESS A CHARGE IS INCLUDED IN THIS AGREEMENT FOR PUBLIC LIABILITY OR PROPERTY DAMAGE INSURANCE, PAYMENT FOR SUCH COVERAGE IS NOT PROVIDED BY THIS AGREEMENT.
You may buy the physical damage insurance this contract requires from anyone you choose who is acceptable to us. You are not required to buy any other insurance to obtain credit.

Late Charge. If payment is not received in full within 10 days after it is due, you will pay a late charge of 5% of the part of the payment due.
Prepayment. If you pay early, you may be charged a minimum finance charge.
Security Interest. You are giving a security interest in the vehicle being purchased.
Additional Information: See this contract for more information including information about nonpayment, default, any required repayment, the scheduled date, minimum finance charges, and security interest.

AUTO BROKER FEE DISCLOSURE
If this contract reflects the retail sale of a new motor vehicle, the sale is not subject to a fee received by an auto broker.

Name of autobroker receiving fee, if applicable: _____ N/A

Nota: este ejemplo muestra solo la primera página. Su contrato tendrá varias páginas. Debe incluir todas las páginas.

Ejemplos de documentación para el CVRP

Contrato de compra Opción 2

Contrato de compra de un vehículo motorizado: **Configuración del vehículo**

Se requiere VIN

Si no hay fecha en este campo, se requieren términos y condiciones firmados o una declaración de entrega firmada

Item	Total in USD
Model 3	\$35,000.00
Partial Premium Interior	\$0.00
Subtotal	\$ 37,990.00
Destination Fee	\$ 1,125.00
Documentation Fee	\$ 75.00
Order Fee	\$ 100.00
Transportation Fee (if applicable)	\$ 0.00
Modification Fee (if applicable)	\$ 0.00
Total	\$ 39,290.00

Y

Contrato de compra de un vehículo motorizado: **Hoja de precio final**

MOTOR VEHICLE PURCHASE AGREEMENT
Final Price Sheet

DESCRIPTION OF PROPERTY	Year/Model	Make	Model	Style	Vehicle Identification Number	Odometer
New	2020	TESLA	Model 3	Sedan		15

1. Total Vehicle Price	
A. Cash price of motor vehicle, options, accessories and fees. (See attached Vehicle Configuration for itemization)	\$ 39,290.00 (A)
B. Other: N/A	\$ 0.00 (B)
C. Other: N/A	\$ 0.00 (C)
Total Vehicle Price (A through C)	\$ 39,290.00 (1)
2. Sales Tax Calculation	
A. Trade-in tax credit (if applicable)	\$ 0.00 (A)
B. Taxable Fees (if applicable)	\$ 0.00 (B)
C. Subtotal of Taxable Items	\$ 39,290.00 (C)
D. Sales Tax	\$ 3,044.58 (D)
E. Other: N/A	\$ 0.00 (E)
Total Cash Price (1 plus 2D and 2E)	\$ 42,334.58 (2)
3. Amounts Paid to Government Agencies*	
A. Registration/Transfer/Titling Fees	\$ 291.00 (A)
B. License Fee (if applicable)	\$ 255.00 (B)
C. Tire Fee (if applicable)	\$ 7.00 (C)
D. Battery Fee (if applicable)	\$ 0.00 (D)
E. Other Fees (if applicable)	\$ 0.00 (E)
F. Other Fees (if applicable): Electronic Filing Fee	\$ 30.00 (F)
Total Government Fees (A through F)	\$ 553.00 (3)
4. Subtotal (2 plus 3)	\$ 42,887.58 (4)
5. Total Credits	
A. Deposit	\$ 0.00 (A)
B. Financed Amount: Schools First Federal Credit Union	\$ 36,000.00 (B)
C. EV Incentive (if applicable)	\$ 0.00 (C)
D. Trade in value applied to purchase (if applicable)	\$ 0.00 (D)
E. Customer downpayment	\$ 6,887.58 (E)
F. Other Credits	\$ 0.00 (F)
Total Credits (A through F)	\$ 42,887.58 (5)
6. Amount Due from Buyer (4 through 5)	\$ 0.00 (6)

*Seller may retain or receive part of the amounts paid to others.
Auto Broker Fee: This transaction is not subject to a fee received by an auto broker from Seller unless this box is checked.
 If checked, name of auto broker receiving fee: _____

Ejemplos de documentación para el CVRP

Contrato de compra de un vehículo motorizado: Opción 3

Contrato de compra de un vehículo motorizado: **Configuración del vehículo**

Contrato de compra de un vehículo motorizado: **Hoja de precio final**

Y

Y TAMBIÉN


Declaración de entrega

Contrato de compra de un vehículo motorizado: **Términos y condiciones**

O

Ejemplos de documentación para el CVRP

Contrato de Arrendamiento



Lessee / Co-Lessee ("You") Name and Address		Garaging Address If Different		Lessor ("We," "Us," "Our")																																	
<p>1. Description of Leased Vehicle ("Vehicle") and Trade-In (if applicable):</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">A. Leased Vehicle</td> <td style="width: 10%;">New</td> <td style="width: 10%;">Year 2016</td> <td style="width: 10%;">Make Tesla</td> <td style="width: 10%;">Model Model X</td> <td style="width: 15%;">Vehicle Identification Number</td> <td style="width: 10%;">Odometer 002200</td> </tr> <tr> <td>B. Trade-in</td> <td>Year 2014</td> <td>Make BMW</td> <td>Model 7 Series</td> <td>Agreed Upon Value</td> <td>Payoff Amount</td> <td>Net Value (Item 7A or 12G)</td> </tr> </table>						A. Leased Vehicle	New	Year 2016	Make Tesla	Model Model X	Vehicle Identification Number	Odometer 002200	B. Trade-in	Year 2014	Make BMW	Model 7 Series	Agreed Upon Value	Payoff Amount	Net Value (Item 7A or 12G)																		
A. Leased Vehicle	New	Year 2016	Make Tesla	Model Model X	Vehicle Identification Number	Odometer 002200																															
B. Trade-in	Year 2014	Make BMW	Model 7 Series	Agreed Upon Value	Payoff Amount	Net Value (Item 7A or 12G)																															
<p>THERE IS NO COOLING OFF PERIOD</p> <p>California law does not provide for a "cooling off" or other cancellation period for vehicle leases. Therefore, you cannot later cancel this lease simply because you change your mind, decided the vehicle costs too much, or wish you had acquired a different vehicle. You may cancel this lease only with the agreement of the lessor or for legal cause, such as fraud.</p>																																					
<p>Federal Consumer Leasing Act Disclosures</p>																																					
<p>2. Amount Due at Lease Signing or Delivery (itemized below)*</p>	<p>3. Monthly Payments Your first monthly payment of _____ is due on <u>06/01/2017</u>, followed by _____ payments of _____ due on the <u>1</u> of each month. The total of your monthly payments is _____.</p>	<p>4. Other Charges (not part of your monthly payment) Disposition fee _____ Total _____</p>	<p>5. Total of Payments (the amount you will have paid by the end of the lease) _____</p>																																		
<p>*Itemization of Amount Due at Lease Signing or Delivery</p>																																					
<p>6. Amount Due at Lease Signing or Delivery</p> <table border="0" style="width: 100%;"> <tr><td>A. Capitalized cost reduction</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>B. First monthly payment</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>C. Title fees</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>D. Registration fees</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>E. License fees</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>F. Sales/use tax</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>G. Sales tax on capitalized cost reduction</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>H. Acquisition fee</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>I. California fire fee</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>J. Other:</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>Total</td><td style="text-align: right;">\$ _____</td></tr> </table>			A. Capitalized cost reduction	\$ _____	B. First monthly payment	\$ _____	C. Title fees	\$ _____	D. Registration fees	\$ _____	E. License fees	\$ _____	F. Sales/use tax	\$ _____	G. Sales tax on capitalized cost reduction	\$ _____	H. Acquisition fee	\$ _____	I. California fire fee	\$ _____	J. Other:	\$ _____	Total	\$ _____	<p>7. How the Amount Due at Lease Signing or Delivery Will be Paid</p> <table border="0" style="width: 100%;"> <tr><td>A. Net trade-in allowance</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>B. Rebates and noncash credits</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>C. Amount applied from deposit</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>D. Amount to be paid in cash</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>Total</td><td style="text-align: right;">\$ _____</td></tr> </table>			A. Net trade-in allowance	\$ _____	B. Rebates and noncash credits	\$ _____	C. Amount applied from deposit	\$ _____	D. Amount to be paid in cash	\$ _____	Total	\$ _____
A. Capitalized cost reduction	\$ _____																																				
B. First monthly payment	\$ _____																																				
C. Title fees	\$ _____																																				
D. Registration fees	\$ _____																																				
E. License fees	\$ _____																																				
F. Sales/use tax	\$ _____																																				
G. Sales tax on capitalized cost reduction	\$ _____																																				
H. Acquisition fee	\$ _____																																				
I. California fire fee	\$ _____																																				
J. Other:	\$ _____																																				
Total	\$ _____																																				
A. Net trade-in allowance	\$ _____																																				
B. Rebates and noncash credits	\$ _____																																				
C. Amount applied from deposit	\$ _____																																				
D. Amount to be paid in cash	\$ _____																																				
Total	\$ _____																																				
<p>8. Your Monthly Payment is Determined as Shown Below:</p> <p>A. Gross Capitalized Cost. The agreed upon value of the vehicle (\$ _____) and any items you pay for over the lease term (such as taxes, fees, service contracts, insurance, and any outstanding prior credit or lease balance) (see item 12 for an itemization of this amount) \$ _____</p> <p>B. Capitalized Cost Reduction. The amount of any net trade-in allowance, rebate, noncash credit, or cash you pay that reduces the gross capitalized cost. - \$ _____</p> <p>C. Adjusted Capitalized Cost. The amount used in calculating your monthly payment.</p> <p>D. Residual Value. The value of the vehicle at the end of the lease term.</p> <p>E. Depreciation and Any Amortized Amounts. The amount charged for depreciation and for other items paid over the lease term.</p> <p>F. Rent Charge. The amount charged in addition to the depreciation.</p> <p>G. Total of Base Monthly Payments. The depreciation and any other items paid over the lease term.</p> <p>H. Lease Payments. The number of payments in your lease.</p> <p>I. Base Monthly Payment.</p> <p>J. Monthly Sales/use Tax.</p> <p>Total Monthly Payment.</p>																																					
<p>Early Termination. You may have to pay a substantial charge of _____ dollars. The actual charge will depend on when the lease is terminated.</p>																																					
<p>9. Excessive Wear and Use. You may be charged for excessive wear and use over the scheduled lease term of <u>30,000</u> miles, at the rate of _____ per mile, plus official fees and taxes.</p> <p>10. Purchase Option at End of Lease Term. You will have an option to purchase the vehicle at the scheduled end of the lease for _____ plus official fees and taxes.</p> <p>11. Other Important Terms. See your lease documents for additional information on early termination, purchase options and maintenance responsibilities, warranties, late and default charges, and insurance.</p>																																					
<p>12. Itemization of Gross Capitalized Cost</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;"> <table border="0" style="width: 100%;"> <tr><td>A. Agreed upon value of vehicle as equipped</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>B. Title fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>C. Registration fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>D. License fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>E. Sales/use tax</td><td style="text-align: right;">\$ 0.00</td></tr> </table> </td> <td style="width: 50%;"> <table border="0" style="width: 100%;"> <tr><td>F. Maintenance agreement</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>G. Net trade-in balance</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>H. Sales tax on capitalized cost reduction</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>I. Other</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>Total (A to I)</td><td style="text-align: right;">\$ _____</td></tr> </table> </td> </tr> </table>						<table border="0" style="width: 100%;"> <tr><td>A. Agreed upon value of vehicle as equipped</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>B. Title fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>C. Registration fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>D. License fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>E. Sales/use tax</td><td style="text-align: right;">\$ 0.00</td></tr> </table>	A. Agreed upon value of vehicle as equipped	\$ _____	B. Title fees	\$ 0.00	C. Registration fees	\$ 0.00	D. License fees	\$ 0.00	E. Sales/use tax	\$ 0.00	<table border="0" style="width: 100%;"> <tr><td>F. Maintenance agreement</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>G. Net trade-in balance</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>H. Sales tax on capitalized cost reduction</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>I. Other</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>Total (A to I)</td><td style="text-align: right;">\$ _____</td></tr> </table>	F. Maintenance agreement	\$ 0.00	G. Net trade-in balance	\$ 0.00	H. Sales tax on capitalized cost reduction	\$ 0.00	I. Other	\$ 0.00	Total (A to I)	\$ _____										
<table border="0" style="width: 100%;"> <tr><td>A. Agreed upon value of vehicle as equipped</td><td style="text-align: right;">\$ _____</td></tr> <tr><td>B. Title fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>C. Registration fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>D. License fees</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>E. Sales/use tax</td><td style="text-align: right;">\$ 0.00</td></tr> </table>	A. Agreed upon value of vehicle as equipped	\$ _____	B. Title fees	\$ 0.00	C. Registration fees	\$ 0.00	D. License fees	\$ 0.00	E. Sales/use tax	\$ 0.00	<table border="0" style="width: 100%;"> <tr><td>F. Maintenance agreement</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>G. Net trade-in balance</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>H. Sales tax on capitalized cost reduction</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>I. Other</td><td style="text-align: right;">\$ 0.00</td></tr> <tr><td>Total (A to I)</td><td style="text-align: right;">\$ _____</td></tr> </table>	F. Maintenance agreement	\$ 0.00	G. Net trade-in balance	\$ 0.00	H. Sales tax on capitalized cost reduction	\$ 0.00	I. Other	\$ 0.00	Total (A to I)	\$ _____																
A. Agreed upon value of vehicle as equipped	\$ _____																																				
B. Title fees	\$ 0.00																																				
C. Registration fees	\$ 0.00																																				
D. License fees	\$ 0.00																																				
E. Sales/use tax	\$ 0.00																																				
F. Maintenance agreement	\$ 0.00																																				
G. Net trade-in balance	\$ 0.00																																				
H. Sales tax on capitalized cost reduction	\$ 0.00																																				
I. Other	\$ 0.00																																				
Total (A to I)	\$ _____																																				

Nota: este ejemplo muestra solo la primera página. Su contrato tendrá varias páginas. Debe incluir todas las páginas.

Page 1 of 3

© 2014 Tesla Finance LLC

CA14290