



Tesla Sample Purchase/Lease Agreement Documents

Last Versioned: January 27, 2021

CVRP Sample Supporting Documents

Tesla: Complete Vehicle Purchase/Lease Agreement

Have you purchased or leased your vehicle?

For Tesla vehicles and other vehicles ordered without a standard lease/purchase agreement, the date of first registration with the California DMV is considered the date of purchase or lease. **If you applied before the first date of your Tesla vehicle registration, please contact us to cancel this early application. Applicants will need to re-apply if an application is submitted before this date.**

- **Lease Agreement:** There is only one option for submitting a complete lease agreement. Please see an example on page 6.
- **Purchase Agreement:** There are several options of combined documents that are acceptable as a complete, legible purchase agreement. Please see the table below. We do not accept Pro-Forma documents or Estimated Price Sheets.

Option 1		Option 2		Option 3
Retail Installment Sale Contract (all pages) <i>Example on page 2</i>	<u>OR</u>	Motor Vehicle Purchase Agreement: Vehicle Configuration* <u>AND</u> Motor Vehicle Purchase Agreement: Final Price Sheet <i>Example on page 3</i>	<u>OR</u>	Motor Vehicle Purchase Agreement: Vehicle Configuration* <u>AND</u> Motor Vehicle Purchase Agreement: Final Price Sheet <u>AND EITHER</u> Delivery Declaration[†] <u>OR</u> Motor Vehicle Order Agreement: Terms & Conditions[†] <i>Example on page 4</i>

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*If the Vehicle Configuration does not have a date in the "Accepted by Customer On" field, a signed Delivery Declaration or a signed Terms and Conditions are required. Note: The Vehicle Configuration must have a VIN on it.

†These documents need to be signed and dated by the applicant and a Tesla representative.

Purchase Agreement Option 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
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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	[REDACTED]	<input type="checkbox"/> 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
The cost of your credit as a yearly rate.	The dollar amount the credit will cost you.	The amount of credit provided to you or on your behalf.	The amount you will have paid after you have made all payments as scheduled.	The total cost of your purchase on credit, including your down payment of \$4,600.00 is
3.25 %	\$ 5,344.66 (e)	\$ 51,644.06 (e)	\$ 56,988.72 (e)	\$ 61,588.72 (e)
(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 08/26/2020
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
Medical 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.

Buyer X _____
Co-Buyer X _____

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 not received. 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

Buyer Signs X _____ Co-Buyer Signs X _____

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Note: This is a sample of a first page only; your agreement will be multiple pages. Please submit all pages.

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Purchase Agreement Option 2

Motor Vehicle Purchase Agreement: Vehicle Configuration

TESLA

Motor Vehicle Purchase Agreement
Vehicle Configuration

Customization	Total in USD
Model 3	\$35,000.00
Partial Premium Interior	\$0.00
Pearl White Paint	\$0.00
18" Aero Wheels	\$0.00
Autopilot	\$0.00
Model 3	\$35,000.00
Partial Premium Interior	\$0.00

Order Payment: \$0.00
Accepted by: 06/05/2020
Customer Odometer: 15

Price indicated does not include taxes and governmental fees, which will be calculated as your delivery site means. You will be responsible for these additional taxes and fees.

If there is no date in this field, a signed Terms and Conditions or a signed Delivery Declaration is required (see Option 3).

Subtotal: \$ 37,990.00
Destination Fee: \$ 1,125.00
Documentation Fee: \$ 75.00
Order Fee: \$ 100.00
Transportation Fee (if applicable): \$ 0.00
Application Fee (if applicable): \$ 0.00
Total: \$ 39,290.00

Motor Vehicle Purchase Agreement - Vehicle Configuration
Tesla, Inc. ©2019 Page 1 of 1

AND

Motor Vehicle Purchase Agreement: Final Price Sheet

TESLA

MOTOR VEHICLE PURCHASE AGREEMENT
Final Price Sheet

DATE OF AGREEMENT: 06/05/2020

BUYER'S AND CO-BUYER'S NAME AND ADDRESS: [Redacted]

SELLER'S NAME AND ADDRESS: Tesla Motors Inc., 45500 Fremont Blvd., Fremont, CA 94538

DESCRIPTION OF PROPERTY: New/Used: New, Year: 2020, Make: TESLA, Model: Model 3, Style: Sedan, Vehicle Identification Number: [Redacted], Odometer: 15

PURCHASE PRICE

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 \$ 3,044.98 (2D)
- E. Other: N/A \$ 0.00 (2E)

Total Cash Price (1 plus 2D and 2E) \$ 42,334.98 (2)

3. Amounts Paid to Government Agencies*

- A. Registration/Transfer/Titling Fees \$ 261.00 (A)
- B. License Fee (if applicable) \$ 255.00 (B)
- C. Title Fee (if applicable) \$ 7.00 (C)
- D. Battery Fee (if applicable) \$ 0.00 (D)
- E. Other Fee(s): N/A \$ 0.00 (E)
- F. Other Fee(s): Electronic Filing Fee \$ 30.00 (F)

Total Government Fees (A through F) \$ 553.00 (3)

4. Subtotal (2 plus 3) \$ 42,887.98 (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 \$ 6,887.98 (E)
- F. Other Credits \$ 0.00 (F)

Total Credits (A through F) \$ 42,887.98 (5)

6. Amount Due from Buyer (4 through 5) \$ 0.00 (6)

*Seller may retain or receive part of the amounts paid to others.

Also Buyer Fee: This transaction is not subject to a fee imposed by an auto lender from either seller unless this box is checked: If checked, enter if auto lender rec'd fee: \$0.00

Motor Vehicle Purchase Agreement - Final Price Sheet (v. 20180731)
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Purchase Agreement Option 3

Motor Vehicle Purchase Agreement: Vehicle Configuration

AND

Motor Vehicle Purchase Agreement: Final Price Sheet

AND EITHER

Delivery Declaration


OR

Motor Vehicle Order Agreement: Terms and Conditions

***The documents need to be signed and dated by the applicant and a Tesla representative.**

CVRP Sample Supporting Documents

Lease Agreement



LEASE AGREEMENT

Lessee / Co-Lessee ("You") Name and Address		Garaging Address if Different		Lessor ("We," "Us," "Our")		
1. Description of Leased Vehicle ("Vehicle") and Trade-In (if applicable):						
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)						
THERE IS NO COOLING OFF PERIOD 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.						
Federal Consumer Leasing Act Disclosures						
2. Amount Due at Lease Signing or Delivery (Itemized below)*		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 _____.		4. Other Charges (not part of your monthly payment) Disposition fee _____ Total _____		
5. Total of Payments (the amount you will have paid by the end of the lease) _____						
*Itemization of Amount Due at Lease Signing or Delivery						
6. Amount Due at Lease Signing or Delivery			7. How the Amount Due at Lease Signing or Delivery Will be Paid			
A. Capitalized cost reduction	\$ _____	A. Net trade-in allowance	\$ _____			
B. First monthly payment	\$ _____	B. Rebates and noncash credits	\$ _____			
C. Title fees	\$ _____	C. Amount applied from deposit	\$ _____			
D. Registration fees	\$ _____	D. Amount to be paid in cash	\$ _____			
E. License fees	\$ _____					
F. Sales/use tax	\$ _____					
G. Sales tax on capitalized cost reduction	\$ _____					
H. Acquisition fee	\$ _____					
I. California tire fee	\$ _____					
J. Other:	\$ _____					
Total	\$ _____	Total	\$ _____			
8. Your Monthly Payment is Determined as Shown Below:						
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). \$ _____						
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. _____						
C. Adjusted Capitalized Cost. The amount used in calculating your base monthly payment. _____						
D. Residual Value. The value of the vehicle at the end of the lease term. _____						
E. Depreciation and Any Amortized Amounts. The amount charged for depreciation and for other items paid over the lease term. _____						
F. Rent Charge. The amount charged in addition to the depreciation. _____						
G. Total of Base Monthly Payments. The depreciation and any amortized amounts plus the rent charge. _____						
H. Lease Payments. The number of payments in your lease. _____						
I. Base Monthly Payment. _____						
J. Monthly Sales/use Tax. _____						
Total Monthly Payment. _____						
Early Termination. You may have to pay a substantial charge if you terminate the lease early. The actual charge will depend on when the lease is terminated.						
9. Excessive Wear and Use. You may be charged for excessive wear and tear in excess of the scheduled lease term of <u>30,000</u> miles, at the rate of _____ per mile, plus official fees and taxes.						
10. Purchase Option at End of Lease Term. You will have an option to purchase the vehicle at the end of the lease term for the amount of _____ plus official fees and taxes.						
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.						
12. Itemization of Gross Capitalized Cost						
A. Agreed upon value of vehicle as equipped	\$ _____	F. Maintenance agreement	\$ _____	0.00		
B. Title fees	\$ _____	G. Net trade-in balance	\$ _____	0.00		
C. Registration fees	\$ _____	H. Sales tax on capitalized cost reduction	\$ _____	0.00		
D. License fees	\$ _____	I. Other	\$ _____	0.00		
E. Sales/use tax	\$ _____	Total (A to I)	\$ _____			

Note: This is a sample of a first page only; your agreement will be multiple pages. Please submit all pages.

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