Tesla Sample Purchase/Lease Agreement Documents

Last Versioned: December 3, 2019
Have you purchased or leased your vehicle?

- **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.

<table>
<thead>
<tr>
<th>Option 1</th>
<th>Option 2</th>
<th>Option 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>OR</td>
<td>Motor Vehicle Purchase Agreement: <strong>Final Price Sheet</strong> <em>Example on page 3</em></td>
<td>OR</td>
</tr>
<tr>
<td>AND</td>
<td></td>
<td>Motor Vehicle Purchase Agreement: <strong>Final Price Sheet</strong> *</td>
</tr>
<tr>
<td>AND EITHER</td>
<td>Delivery Declaration †</td>
<td>OR</td>
</tr>
<tr>
<td>OR</td>
<td>Motor Vehicle Order Agreement: <strong>Terms &amp; Conditions</strong> †</td>
<td></td>
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<td></td>
<td>Example on page 4</td>
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</tbody>
</table>

*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.
CVRP Sample Supporting Documents

Purchase Agreement Option 1

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

Purchase Agreement Option 2

Motor Vehicle Purchase Agreement: Vehicle Configuration

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

AND

Motor Vehicle Purchase Agreement: Final Price Sheet
CVRP Sample Supporting Documents

Purchase Agreement Option 3

Motor Vehicle Purchase Agreement: Vehicle Configuration

Motor Vehicle Purchase Agreement: Final Price Sheet

AND

VIN Required

AND EITHER

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

Delivery Declaration

Motor Vehicle Order Agreement: Terms and Conditions

Signatures and dates required if the Vehicle Configuration does not have an “Accepted By Customer on” date*

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

Not Acceptable Pro-Forma Documents and/or Estimated Price Sheet

Pro-Forma

Estimated

Pro-Forma Motor Vehicle Purchase Agreement

Estimated Price Sheet

**DATE OF AGREEMENT:**
December 12, 2015

**BUYER’S NAME AND ADDRESS:**
Tesla Motors, Inc.
3890 Diesel Creek Road
Palo Alto, CA 94306

**VEHICLE TO BE DELIVERED ON OR ABOUT:**
12/13/2015

**DESCRIPTION OF PROPERTY:**

<table>
<thead>
<tr>
<th>Name of/Motor vehicle</th>
<th>Year</th>
<th>Model</th>
<th>VIN</th>
<th>Model S 85D</th>
<th>Color</th>
<th>Options/Extra Charges</th>
</tr>
</thead>
<tbody>
<tr>
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</tr>
</tbody>
</table>

**PRICES:**

1. **Total Cash Price** (A through E)
   - A. Cash price of motor vehicle, options, & accessories
   - B. Showroom Discount
   - C. Other, Reduced Amount
   - D. Subtotal of Taxable Items (A through C)
   - E. Sales Tax
   - Total Cash Price (D through E) $_____ (F)

2. **Amounts Paid to Government (A through C)**
   - A. Sales/Use Tax
   - B. Title Fee
   - C. Other, Reduced Amount
   - Total Government Fees (A through C) $_____ (F)

3. **Subtotal (A through E)**
   - $_____ (F)

4. **Total Credits**
   - A. Order Payment
   - B. Value of Trade-in Vehicle (see Trade-in Allowance)
   - C. Other, Reduced Amount
   - Order Modification Fee Credit
   - Total Credits (A through D) $_____ (E)

5. **Amount Due from Buyer (A through E)**
   - $_____ (F)

*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 $_____ (F)

*This document is provided for your convenience. Amounts included in this Estimated Price Sheet are subject to change. These estimated amounts will be recalculated and finalized at the time of delivery.

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

**Customer:**

**Reserve:**

**Deposit Paid:**

**Accepted for Customer on:**

**Price indicated does not include taxes and governmental fees, which will be calculated as your delivery date nears. You will be responsible for those additional taxes and fees. See price sheet for estimated amounts.**

Customer Name:

Reserve Date:

Deposit Paid:

Accepted for Customer on:

12/31/2015 08:00:10 AM

Price indicated does not include taxes and governmental fees, which will be calculated as your delivery date nears. You will be responsible for those additional taxes and fees. See price sheet for estimated amounts.

Customer Name:

Reserve Date:

Deposit Paid:

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Lease Agreement

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