



Residual Value Lease Guide

2025 – 2024 Models

January - February 2025 (v1)

Effective 01-03-25 to 02-03-25

Residual Value Lease Guide

The **Residual Value Lease Guide** (RVLG) provides a fast, convenient way to estimate residual values for use in writing SmartLease ® transactions. We accept no responsibility for errors or omissions and make no representations as to values of vehicles in the future. RVLG editions are issued every two months to reflect changes in residual values and depreciation. When warranted, updates to RVLG editions are identified with a revision number and changes are itemized below in the “What’s New?” section.

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What’s New?

Release Date	Revision Number	Section	Model Year	Description	Effective Dates
1/2/2025	1	All	2025-2024	Initial Publication	01-03-25 to 02-03-25
		Text		Updating the Disposition Fee section to specify that the fee is excluded for New York.	

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January 03, 2025 to February 03, 2025

GENERAL INFORMATION

Introduction

The Residual Value Lease Guide (RVLG) contains the basic information needed to determine residual values. In most cases, residuals for eligible transactions can be obtained by accessing the Residual Value Lease Guide at www.allydealer.com.

Mileage

The residuals in this guidebook are based on 15,000 miles per year (1,250 per month). On vehicles where the anticipated usage is in excess of the standard miles per year (or beginning mileage exceeds 500 miles) the residual must be reduced at lease inception or the base mileage allowance must be reduced by the vehicle's starting odometer mileage as indicated in the Beginning Mileage section and the Mileage Adjustment Formula section. To adjust a residual for excess mileage and/or starting miles, see the Mileage Programs & Parameters section and Beginning Mileage section.

Manufacturer's Suggested Retail Price (MSRP)

The suggested retail price of the vehicle (including freight).

How to Use This Guide to Calculate New Vehicle Residuals

- 1) Enter the MSRP of the vehicle to be leased.
- 2) Delete the MSRP of any equipment removed from the vehicle.
- 3) Add the amount of any dealer installed options that reflect added value, listed on page 5, to the MSRP to calculate the residuals.
- 4) Turn to the vehicle to be leased or reference the OEM incentive message/rate sheet for the incentivized residual.
- 5) Determine the residual factor for the appropriate lease term (12, 24, 30, 36, 48, or 60 months).
- 6) Determine the appropriate residual increment for low, ultra low, or super ultra low mileage use, if applicable.
- 7) Determine the appropriate residual decrements for manual transmission or conversion and/or beginning mileage over 500 miles, if applicable.
- 8) Multiply the total residual factor (line 5 + line 6 - Line 7) times the total of lines 1 through 3 above.

Odd Term Residual Calculation

Interpolate between the *standard mileage* (15,000/yr) residual percentages for the nearest "anchor" terms and round downward if a fraction results. A minimum reduction of 1% will result. An example for calculating a standard mileage (15,000/yr) residual for 40-month term is provided below.

All New Vehicles Standard Mileage (15,000/yr) Residuals								
CHEVROLET	24mo*	27mo	30mo	36mo*	39mo	42mo	48mo*	60mo*
MALIBU								
4dr Sdn LS	59%	57%	55%	51%	49%	48%	46%	42%
40-month example:								
• 40-month contract term				RVLG	<u>36mo</u>		<u>48mo</u>	
					51%		46%	
$51 - [(51 - 46) \div 12 \times 4] = 49.3\%$ rounded downward								
Residual for 40-month standard mileage transaction is 49%								
<i>Note: There are 12 months between anchor terms. The 4 in red above represents the odd term minus the lower anchor term (40mo - 36mo = 4)</i>								
*Anchor Term								

GM Employee/Supplier Vehicle Purchase Program

The GM Vehicle Purchase Programs can be combined with the SmartLease rates and residuals. Additionally, prior QRD vehicles (except PHEV, Hybrid and Electric vehicles), with up to 7,500 beginning miles, will be considered eligible for all new vehicle programs unless otherwise designated.

Chrysler Employee Advantage Program

The Chrysler Employee Advantage Programs can be combined with the SmartLease rates and residuals.

Customer Eligibility

Eligible customers include businesses or individuals with a satisfactory credit history whose financial condition, credit and insurance qualifications support the terms included in a proposed SmartLease.

Eligible New Vehicles

The following current and prior model year new passenger cars and light duty trucks up to 15,000 lbs. gross vehicle weight (GVW) are eligible for SmartLease:

- GM
- Fiat Chrysler Automobiles (FCA) (includes Alfa Romeo)
- Maserati (passenger cars only)
- Mitsubishi

Additionally, select new vehicles from the following OEM's are eligible if there are residuals published in the RVLG:

Acura	Honda	Lexus	Nissan	Volvo
Audi	Hyundai	Lincoln	Porsche	
BMW	Infiniti	Mazda	Subaru	
Ford	Kia	Mercedes Benz	Toyota	
Genesis	Land Rover	Mini	Volkswagen	

The following additional vehicles are eligible:

- Prior Dealer Demonstrator Program vehicles with up to 7,500 beginning miles (1,000 beginning on Exotic). Excludes Maserati.
- Prior Dealer Service/Rental Program (Courtesy Transportation Program) vehicles with up to 7,500 beginning miles. Excludes, Maserati and Exotic.
- Prior Driver Education Program vehicles with up to 7,500 beginning miles. Excludes Maserati and Exotic.
- Prior GM and FCA Company-Owned Program vehicles with up to 7,500 beginning miles..
- Repaired Hail Damaged Vehicles (dealers should contact their local Ally office for guidelines).
- Certain current series new light truck conversions listed in this guide.

NOTE: The maximum beginning mileage in Nevada is 2,500 miles.

Used Vehicles

Used vehicles are ineligible for SmartLease. This includes vehicles classified as used and not eligible for any incentives. See the "Eligible New Vehicles" section for information on vehicles that may be treated as used.

Ineligible Vehicles

The following vehicles are specifically excluded from SmartLease eligibility:

1. New vehicles for which a dealer is not franchised. Such vehicles are classified as used and are not eligible for new vehicle leasing.
 - a. NY Qualified Dealers are eligible to submit new vehicle lease transactions, provided they have executed an MRLA.
2. Vehicles which will be sub-leased, rented, or used for hire.
3. Vehicles to be used for demonstrators or driver education.
4. Motor homes or Limousines.
5. Vehicles equipped with special equipment (e.g., Right Hand Drive).
6. Emergency or Law Enforcement Vehicles.
7. Compressed Natural Gas (CNG) vehicles.
8. Medium Duty Trucks.
9. Vans with a capacity of 11 or more people (including driver) to be used to transport students to/from school or school related events.
10. Unrepaired Hail Damaged Vehicles. Repaired hail damaged vehicles not meeting specific parameters may also be excluded.
11. Discontinued Brands.
12. Vehicles with collision damage (repaired or unrepaired), frame damaged vehicles, vehicles with Flawed or Branded titles (e.g., Lemon Law settled titles, salvage titles, totaled vehicles, water or flood damaged vehicles and vehicles affected by odometer tampering) are ineligible for SmartLease.

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Dealer Installed Options

While any dealer installed option can be capitalized **provided it does not affect the structure or impair the integrity or future resale value of the vehicle**, only the options listed below may be residualized. To calculate the residual value of a new vehicle with eligible dealer installed options, add the amount of the option shown below (**regardless of dealer cost**) to the MSRP of the new vehicle.

All New Models (except Cadillac, Maserati & Exotic)		
<u>Options</u>	<u>OEM Accessories</u>	<u>Non-OEM Accessories</u>
Bed Liner - Removable.....	\$250	N/A
Bed Rug.....	\$250	N/A
Premium Wheels (Mitsubishi only).....	\$795	N/A
Power Sunroof (except Mitsubishi).....	N/A	\$800
Rear Spoiler.....	\$150	N/A
Running Boards.....	\$250	N/A
Tubular Step Products.....	\$325	N/A
Wheels - Chrome (except Mitsubishi) (excludes 20 & 22 Inch).....	\$500	N/A
Wheels - 20 & 22 Inch (except Mitsubishi)		
12 - 35 months.....	\$2,000	N/A
36 - 48 months.....	\$1,500	N/A
49 - 60 months.....	\$1,000	N/A

New Cadillac Models Only		
<u>Options</u>	<u>OEM Accessories</u>	<u>Non-OEM Accessories</u>
Power Astro Roof.....	N/A	\$800
Rear Spoiler.....	\$150	N/A
Running Boards.....	\$250	N/A
Tubular Step Products.....	\$325	N/A
Wheels - Premium..... (excludes 20 & 22 Inch)	\$795	N/A
Wheels - 20 & 22 Inch		
12 - 35 months.....	\$2,000	N/A
36 - 48 months.....	\$1,500	N/A
49 - 60 months.....	\$1,000	N/A

OEM Accessories

Automotive equipment that is produced or approved by the Original Equipment Manufacturer (OEM).

Dealer Options That Void Warranties

Ally will not lease vehicles with options that void manufacturer's warranty.

Upfits

Ally may accept leases with upfits (including conversions, lift kits, and mobility packages). Transactions involving an upfit are approved at the transaction level and must be supported by an invoice detailing all options. The invoice must show the net invoice cost to the dealer (i.e., dealer cost is net of after-sale rebates and/or upfitter incentives).

Upfits completed by an OEM-approved SVM (vehicle is shipped from factory to the SVM) or a nationally recognized brand or reputable SVM are acceptable. Upfits with a lift kit completed by one of the following approved SVM's are acceptable:

- American Expedition Vehicles (AEV)
- American Luxury Coach (ALC)
- Black Widow
- Callaway Cars
- Rocky Ridge
- Tuscany Motor

Upfits may be capitalized (not residualized). Installed equipment must not void the manufacturer's warranty and it must be able to be removed without damage to the vehicle. All other transactions involving a lift kit are ineligible for SmartLease.

Conversions

All conversion packages must be approved at the transaction level and be supported by a manufacturer's invoice detailing all options. The invoice must show the net invoice cost to the dealer (i.e., dealer cost is net of after-sale rebates and/or upfitter incentives). The conversion package will be treated as a dealer installed option. Only those new models with conversion deductions may be residualized. On those models with a conversion deduction, the package may be residualized at 100% of dealer cost.

Ally

Commercial Use Transactions

Residuals in this guidebook (excluding the Light Duty Commercial Sections) reflect percentages/values of vehicles based on personal use. Therefore, Ally may evaluate each commercial transaction for potential excess wear and tear or mileage-related depreciation and may adjust residuals downward accordingly. Light duty commercial cab and chassis and cutaway/high cube vehicles are **not** eligible for the Low Mileage Program, Ultra Low Mileage Program or the Super Ultra Low Mileage Program.

Light Duty Commercial Transactions

The residual value percentages depicted in the Light Duty Commercial Vehicle Section apply to select new Cab and Chassis and Cutaway/High Cube transactions. The standard mileage is 15,000 miles per year. On vehicles where the anticipated usage is in excess of the standard miles per year (or beginning mileage exceeds 500 miles) the residual must be reduced at lease inception or the base mileage allowance must be reduced by the vehicle's starting odometer mileage as indicated in the Beginning Mileage section and the Mileage Adjustment Formula section. To adjust a residual for excess mileage and/or starting miles, see the Mileage Programs & Parameters section and Beginning Mileage section.

Light duty commercial cab and chassis and cutaway/high cube vehicles are **not** eligible for the Low Mileage Program, Ultra Low Mileage Program or the Super Ultra Low Mileage Program.

Upfitting on Commercial Transactions

On select new vehicles, the following commercial upfits will be treated as dealer installed options that add value and should be included on Line 3 of the Leasing Worksheet at no more than 115% (Light Duty) of dealer cost (i.e., dealer cost is net of after-sale rebates or upfitter incentives). This must be approved locally and be supported by an invoice from the Body Manufacturer. The specification of the Cab and Chassis must meet or exceed the requirements necessary for the installed upfit for a particular use. For any upfit not identified on this page, dealers should contact the Ally Commercial Services Group (CSG) to determine eligibility.

The following upgrades to the new Cab and Chassis are eligible:

1. Van Body
2. Stake Bed
3. Flat Bed
4. Utility Body
5. Snow Plows * (capitalized only)
6. Dump Body * (On Highway only)

* Contact the Ally Commercial Services Group (CSG) for restrictions.

Lease Rates

Incentivized Rates	Refer to OEM incentive program
Standard Rates	See applicable national/regional rate sheet

Regular monthly and single payment SmartLease

- Minimum lease rate is 0.01 pp
- For federally tax-exempt leases, increase lease rate 0.75 pp

Single payment SmartLease

	12-35 Months Reduce lease rate by	36-60 Months Reduce lease rate by
All Models	0.50 pp	1.25 pp

Single Payment Lease

A payment option for the SmartLease customer to pay all regularly scheduled lease payments upfront. The upfront payment may be less than the total of payments under a conventional SmartLease. All vehicles eligible for SmartLease are also eligible for the Single Payment Lease Program unless otherwise designated.

First Payment Waiver Option

Lessee option to waive the first monthly payment amount in exchange for increased lease payments:

- 12-35 month terms = increase lease rate by 1.50 pp
- 36-60 month terms = increase lease rate by 0.70 pp

Security Deposit

The minimum security deposit should equal one Monthly Payment rounded to the next highest \$25.00. Contact the local Ally office for information regarding current alternatives to this policy. For example, the following options may be available to waive the security deposit:

- S-A Tier Waived for Standard Rate and Residual Leases
- Security deposit waiver programs – reference applicable incentive/special program for eligibility
- Lease rate increase of 0.50 pp
- Customer purchase of SmartLease Protect/Select (select OEM's) – new only

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Mileage Programs & Parameters

Ally offers SmartLease transactions with the following mileage allowance options:

- Standard Mileage
- Low Mileage
- Ultra Low Mileage
- Super Ultra Low Mileage (select vehicles only)

Upfront mileage adjustments and excess mileage charges (at termination) are based on the following mileage classes:

Mileage Class	Vehicles
Standard	GM (except Cadillac), Fiat Chrysler Automobiles (including Alfa Romeo), Ford, Genesis, Honda, Hyundai, Kia, Mazda, Mini, Mitsubishi, Nissan, Subaru, and Toyota
High Standard	Acura, Audi, BMW, Cadillac, Infiniti, Lexus, Lincoln, Mercedes Benz, Volkswagen, and Volvo
Mid-Luxury	Land Rover and Porsche
High-Luxury	Maserati
Exotic	N/A

Standard Mileage

The standard mileage allowance is 15,000 miles per year (1,250 per month). Residuals in the RVLG guide are based on 15,000 miles per year.

SmartLease customers that anticipate driving more than 15,000 miles per year may purchase extra miles at lease inception. The residual value is reduced at the following rates for each upfront extra mile purchased over 15,000 miles per year.

Mileage Class	Upfront Mileage Charge Rate
Standard	\$0.15
High Standard	\$0.20
Mid-Luxury	\$0.25
High-Luxury	\$0.40
Exotic	N/A

NOTE: Upfront extra miles may not be purchased on Exotic transactions.

Example

Customer estimates he will drive	1,500	miles per month
Lease guide allowance	-1,250	miles per month
Excess mileage to be charged upfront	250	miles per month
Reduce residual on a 36-month standard mileage (15,000/yr) transaction by		
Standard:	reduce by \$1350	(36 x 15¢ x 250)
High Standard:	reduce by \$1800	(36 x 20¢ x 250)
Mid-Luxury:	reduce by \$2250	(36 x 25¢ x 250)
High-Luxury:	reduce by \$3600	(36 x 40¢ x 250)

Low Mileage

The low mileage allowance is 12,000 miles per year (1,000 per month). Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Low Mileage (12,000/yr)	N/A	1	2	3	3

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms ¹	24-35 Month Terms ²	36-47 Month Terms	48-59 Month Terms	60 Month Term
Low Mileage (12,000/yr)	N/A	1	2	3	3

¹ Select Exotic models only
² Maserati Levante and Exotic only

Ultra Low Mileage

The ultra low mileage allowance is 10,000 miles per year (834 per month which equates to 10,008 annually [833 per month / 9,996 annually may also be accepted]).

Ultra Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Ultra Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Ultra Low Mileage (10,000/yr)	1	2	3	4	5

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms ¹	24-35 Month Terms ²	36-47 Month Terms	48-59 Month Terms	60 Month Term
Ultra Low Mileage (10,000/yr)	1	2	3	4	5

¹ Select Exotic models only
² Maserati Levante and Exotic only

Super Ultra Low Mileage

The super ultra low mileage allowance options are as follows:

- 2,500 miles per year (209 per month which equates to 2,508 annually [208 per month / 2,496 annually may also be accepted])
- 5,000 miles per year (417 per month which equates to 5,004 annually [416 per month / 4,992 annually may also be accepted])
- 7,500 miles per year (625 per month)

Super Ultra Low Mileage lease transactions are not eligible for upfront extra miles.

The residual value for qualifying new vehicles on Super Ultra Low Mileage lease transactions must be increased by the number of points outlined below:

All New Vehicles (except High-Luxury & Exotic)	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48-59 Month Terms	60 Month Term
Super Ultra Low Mileage (5,000/yr)	N/A	5	6	7	8
Super Ultra Low Mileage (7,500/yr)	N/A	3	4	5	6

New High-Luxury & Exotic Vehicles Only	12-23 Month Terms ¹	24-35 Month Terms ²	36-47 Month Terms	48-59 Month Terms	60 Month Term
Super Ultra Low Mileage (2,500/yr)	3	6	7	8	9
Super Ultra Low Mileage (5,000/yr)	2	5	6	7	8
Super Ultra Low Mileage (7,500/yr)	1	3	4	5	6

¹ Select Exotic models only
² Maserati Levante and Exotic only

New Vehicle Beginning Mileage

Beginning mileage cannot exceed 7,500 miles on previous demonstrators, previous high school driver education vehicles, special event vehicles purchased from an eligible OEM and prior GM and FCA company-owned program vehicles leased to eligible employees.

- Beginning mileage on Exotic vehicles cannot exceed 1,000 miles.
- Beginning mileage on Nevada transactions cannot exceed 2,500 miles.

For eligible new vehicle transactions where beginning mileage exceeds 500 miles, reduce the residual as outlined below:

Mileage Class	Residual Adjustment
Standard	Adjust the residual downward for all miles over zero by \$0.15 per mile.
High Standard	Adjust the residual value downward for all miles over zero by \$0.20 per mile.
Mid-Luxury	Adjust the residual downward for all miles over zero by \$0.25 per mile.
High-Luxury	Adjust the residual value downward for all miles over zero by \$0.40 per mile.
Exotic	Adjust the residual downward for all miles over zero by \$1.50 per mile on all models with MSRP up to \$275,000 and \$2.50 per mile on all models with MSRP over \$275,000.

Lessees leasing previous demonstrators, previous dealer service/rental program (courtesy transportation program), previous high school driver education vehicles or special event vehicles and eligible employees leasing prior GM and FCA company-owned program vehicles may elect to adjust the residual as outlined above, or handle as described below:

- **All vehicles (except Maserati & Exotic)** – reduce the total allowed mileage by all or a portion of the odometer mileage (up to a maximum of 7,500 miles on prior demonstrators, prior dealer service/rental program (courtesy transportation program), previous high school driver education, special event vehicles and prior GM or FCA company-owned program vehicles).
 - If the total allowed mileage is reduced by only a portion of the beginning mileage, the residual value must be adjusted downward for the remaining portion of the beginning miles by the adjustments outlined above (i.e., Standard \$0.15 per mile, High Standard \$0.20 per mile, and Mid-Luxury \$0.25 per mile).
- **Exotic vehicles** – reduce the total allowed mileage by all or a portion of the odometer mileage (up to a maximum of 1,000 miles on prior demonstrator vehicles).
 - If the total allowed mileage is reduced by only a portion of the beginning mileage, the residual value must be adjusted downward for the remaining portion of the beginning miles by \$1.50 per mile on MSRP's up to \$275,000 and \$2.50 per mile on MSRP's over \$275,000.

Note: Extra miles cannot be purchased if the lessee opts to reduce the base mileage allowance by all or a portion of the vehicle's starting odometer mileage. Lessees must contract for the standard mileage allowance (15,000 miles annually) to purchase extra mileage.

Excess Mileage Charges

At lease end, if the odometer mileage exceeds the total contracted mileage the lessee is responsible for excess mileage charges as specified in the lease agreement. The lease agreement should be completed with the following excess mileage charges:

Mileage Class	Excess Mileage Charge Rate
Standard	\$0.20
High Standard	\$0.25
Mid-Luxury	\$0.30
High-Luxury	\$0.60
Exotic	\$2.75

Maximum Lease Advance/Max Net Cap Cost

	EDC/AWV < \$100K	EDC/AWV ≥ \$100K
S/A/B Tiers =	(EDC x 120%) + DIOs	(EDC x 115%) + DIOs
C Tier =	(EDC x 115%) + DIOs	(EDC x 115%) + DIOs
D Tier =	(EDC x 105%) + DIOs	
EDC =	New Vehicle Dealer Invoice or Amount 310 or equivalent	
DIOs =	Allowable Dealer Installed Options as determined by Ally	

Net Cap Cost may include the following (if capitalized):

- Agreed Upon Value of the Vehicle
- + Admin Fee
- + Aftermarket Products+ Taxes/title/License/Registration
- + Negative Equity
- Capitalized Cost Reductions

Maximum Agreed Value & Negative Equity Calculations

Ally has limits on the Maximum Agreed Upon Vehicle Value and the Maximum Negative Equity. Related lease calculations are provided below:

Maximum Agreed Upon Value of the Vehicle Calculation

New Vehicle:

- 12-36 month terms = (115% x MSRP) + DIOs – Removed Equipment
- 37-60 month terms = (110% x MSRP) + DIOs – Removed Equipment

Maximum Negative Equity Calculation

The Agreed Upon Value of the Vehicle + Capitalized Negative Equity (or Prior Lease Balance) – Cash – CCR – Rebate must be equal to or less than:

New Vehicle:

- 12-36 month terms = (115% x MSRP) + DIOs – Removed Equipment
- 37-60 month terms = (110% x MSRP) + DIOs – Removed Equipment

NOTE: Negative Equity cannot be capitalized in the state of Vermont without offsetting cash, rebate, or capitalized cost reduction allowance.

Minimum Residual Value

Vehicles with base residual values below 15%, as well as vehicles with reduced residual values below 15% based on anticipated use and mileage, are unacceptable for SmartLease.

Residualizable MSRP

Residualizable MSRP equals MSRP from the Manufacturer's invoice plus residualizable dealer installed options minus removed equipment.

Insurance Requirements – SmartLease

Before a vehicle is delivered, the dealer must verify the following:

Public Liability Insurance – Minimum Coverage

For passenger cars and trucks of less than 10,000 lbs. GVW, liability insurance must:

- Meet the minimum requirements for liability insurance as published in the SmartLease Agreement.

For trucks of 10,000lbs. GVW or more and public conveyance vehicles, liability insurance must instead:

- Provide primary coverage of at least \$50,000 for property damage, \$100,000 for bodily injuries to any one person, and \$300,000 for bodily injuries for any one accident, and umbrella coverage of \$1,000,000 or
- Have a combined single limit of at least \$1,000,000 for bodily injuries and property damage for any one accident.

Refer for the applicable version of the SmartLease Agreement for further details and specific coverage requirements.

Physical Damage Insurance – Maximum Deductibles

- Collision Deductible
 - \$1,000.00 Passenger Cars/Light Duty Trucks

- Comprehensive Deductible
 - \$1,000.00 Passenger Cars/Light Duty Trucks

Commercial Use Vehicles over 10,000 GVW

- Physical Damage Deductible
 - \$1,000.00

Unless instructed otherwise by the local Ally office, Ally must be named as additional insured on the public liability insurance and as loss payee on the physical damage insurance.

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Gap Protection

SmartLease offers GAP protection, which limits the lessee's liability when the vehicle is stolen and not recovered or totaled and there is an insurance settlement.

Disposition Fee

All SmartLease transactions should disclose a disposition fee as described in the below table, based on contract state. The disposition fee is payable at the end of the vehicle lease, unless waived as described in the lease agreement.

State Limitation	States Applicable	Example	
		\$192.48 Base Monthly Payment	Maximum Disposition Fee
1X Base Monthly Payment up to \$395*	WI	\$192.48 x 1 = \$192.48	\$192.48
2X Base Monthly Payment up to \$395*	CO, IA, KS, ME, OK, WV, WY	\$192.48 x 2 = \$384.96	\$384.96
3X Base Monthly Payment up to \$395*	IN, SC	\$192.48 x 3 = \$577.44	\$395.00
\$395	All Remaining States	\$192.48	\$395.00

*Fee limit is calculated on the base monthly payment (lease agreement Section 7i). For a single payment lease, determine the base monthly payment by dividing the total of base payments by the term.

**Fee must be \$0 if any of the following conditions are true:

- New York dealer
- New York contract
- Lessee/Co-Lessee with a New York address
- Garaging address in New York

Lease Assignment

All lease agreements should be assigned to Ally Bank Lease Trust. Check the box in the assignment section of the SmartLease agreement and fill in the assignee as follows:

Ally Bank Lease Trust
<input checked="" type="checkbox"/> If this box is checked, Lessor will assign the lease and sell the vehicle to Ally Bank Lease Trust.

Loss Payee and Additional Insured

Record the endorsement name for the loss payee and additional insured as follows:

Ally Financial and its successors and assigns P.O. Box 8105 Cockeysville, MD 21030
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Title/Lien Filing

Titling and lien filing requirements can be found in the Lease Agreement Processing section of the Dealer Guide to Doing Business with Ally.

Lease Agreement Packages

Forward completed lease agreement packages directly to the Contract Processing Center as noted below:

Delivery Method	Address	Fax Number
FedEx (excludes FedEx Ground)	Ally Suite 2070 4054 Willow Lake Blvd. Memphis, TN 38153	877-709-6084
All Others (UPS, USPS, etc.)	Ally Suite 2070 4054 Willow Lake Blvd. Memphis, TN 38118	877-709-6084

SmartLease Payment Factors

SmartLease payment factors for selected terms and rates are provided to assist in the calculation of SmartLease payments. To calculate the payment, locate the factors for the appropriate term and rate and apply these factors to the net capitalized cost and residual value, as shown in the following example:

Payment Calculation: 36 Months – 3.25% Rate

Net Cap Cost X Net Cap Cost Factor = Net Cap Cost Payment
 $\$30,000 \times 0.0291127 = \873.38

Residual Value X Residual Factor = Residual Value Credit
 $\$13,800 \times 0.0263403 = \363.50

Net Cap Cost Payment – Residual Value Credit = Monthly Payment
 $\$873.38 - \$363.50 = \$509.88$

SmartLease payment factors are provided in the following table.

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SMARTLEASE PAYMENT FACTORS

12 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0839071	0.0825554
1.80%	0.0840220	0.0824007
1.90%	0.0840604	0.0823491
2.00%	0.0840987	0.0822976
2.10%	0.0841370	0.0822462
2.30%	0.0842138	0.0821433
2.40%	0.0842521	0.0820919
2.50%	0.0842905	0.0820406
2.90%	0.0844441	0.0818355
3.00%	0.0844825	0.0817843
3.40%	0.0846362	0.0815797
3.50%	0.0846747	0.0815287
3.90%	0.0848285	0.0813248
4.00%	0.0848670	0.0812738
4.25%	0.0849633	0.0811467
4.40%	0.0850210	0.0810705
4.50%	0.0850595	0.0810197
4.90%	0.0852137	0.0808170
5.00%	0.0852523	0.0807664
5.75%	0.0855417	0.0803877
5.80%	0.0855610	0.0803625
5.90%	0.0855996	0.0803121
6.00%	0.0856382	0.0802618
6.50%	0.0858315	0.0800106
6.75%	0.0859282	0.0798853
7.00%	0.0860249	0.0797602
7.25%	0.0861217	0.0796352
7.50%	0.0862186	0.0795104
7.30%	0.0861411	0.0796102
7.40%	0.0861798	0.0795603
8.00%	0.0864123	0.0792614
8.15%	0.0864705	0.0791869
8.25%	0.0865093	0.0791372
8.50%	0.0866063	0.0790131
8.75%	0.0867034	0.0788893
8.90%	0.0867616	0.0788150
9.00%	0.0868005	0.0787656
9.65%	0.0870531	0.0784448
9.75%	0.0870920	0.0783956
10.00%	0.0871893	0.0782726
10.25%	0.0872866	0.0781498
10.50%	0.0873840	0.0780272
10.75%	0.0874814	0.0779047
11.00%	0.0875789	0.0777824
11.25%	0.0876763	0.0776604
11.50%	0.0877739	0.0775384
11.75%	0.0878715	0.0774167
12.00%	0.0879691	0.0772952

24 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0422680	0.0409683
1.80%	0.0423888	0.0408298
1.90%	0.0424291	0.0407837
2.00%	0.0424695	0.0407377
2.10%	0.0425098	0.0406917
2.30%	0.0425906	0.0405998
2.40%	0.0426310	0.0405539
2.50%	0.0426715	0.0405081
2.90%	0.0428335	0.0403252
3.00%	0.0428740	0.0402796
3.40%	0.0430364	0.0400975
3.50%	0.0430771	0.0400521
3.90%	0.0432399	0.0398708
4.00%	0.0432807	0.0398256
4.25%	0.0433826	0.0397128
4.40%	0.0434439	0.0396452
4.50%	0.0434847	0.0396003
4.90%	0.0436484	0.0394207
5.00%	0.0436894	0.0393759
5.75%	0.0439972	0.0390413
5.80%	0.0440178	0.0390191
5.90%	0.0440589	0.0389747
6.00%	0.0441001	0.0389303
6.50%	0.0443063	0.0387091
6.75%	0.0444095	0.0385989
7.00%	0.0445129	0.0384889
7.25%	0.0446164	0.0383792
7.50%	0.0447201	0.0382697
7.30%	0.0446372	0.0383573
7.40%	0.0446786	0.0383135
8.00%	0.0449278	0.0380516
8.15%	0.0449902	0.0379863
8.25%	0.0450318	0.0379429
8.50%	0.0451360	0.0378345
8.75%	0.0452402	0.0377263
8.90%	0.0453029	0.0376615
9.00%	0.0453447	0.0376184
9.65%	0.0456167	0.0373389
9.75%	0.0456586	0.0372961
10.00%	0.0457636	0.0371892
10.25%	0.0458686	0.0370825
10.50%	0.0459738	0.0369761
10.75%	0.0460791	0.0368700
11.00%	0.0461845	0.0367641
11.25%	0.0462900	0.0366584
11.50%	0.0463957	0.0365530
11.75%	0.0465015	0.0364479
12.00%	0.0466074	0.0363430

27 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
1.50%	0.0376416	0.0363478
1.80%	0.0377632	0.0362112
1.90%	0.0378038	0.0361657
2.00%	0.0378444	0.0361203
2.10%	0.0378850	0.0360749
2.30%	0.0379663	0.0359844
2.40%	0.0380070	0.0359392
2.50%	0.0380478	0.0358940
2.90%	0.0382109	0.0357137
3.00%	0.0382517	0.0356688
3.40%	0.0384153	0.0354895
3.50%	0.0384563	0.0354447
3.90%	0.0386204	0.0352663
4.00%	0.0386615	0.0352218
4.25%	0.0387643	0.0351108
4.40%	0.0388261	0.0350443
4.50%	0.0388673	0.0350000
4.90%	0.0390323	0.0348234
5.00%	0.0390736	0.0347794
5.75%	0.0393843	0.0344504
5.80%	0.0394051	0.0344286
5.90%	0.0394466	0.0343850
6.00%	0.0394882	0.0343414
6.50%	0.0396964	0.0341241
6.75%	0.0398007	0.0340158
7.00%	0.0399052	0.0339079
7.25%	0.0400098	0.0338002
7.50%	0.0401145	0.0336928
7.30%	0.0400307	0.0337787
7.40%	0.0400726	0.0337357
8.00%	0.0403245	0.0334788
8.15%	0.0403876	0.0334148
8.25%	0.0404297	0.0333722
8.50%	0.0405350	0.0332659
8.75%	0.0406405	0.0331598
8.90%	0.0407039	0.0330964
9.00%	0.0407462	0.0330541
9.65%	0.0410215	0.0327804
9.75%	0.0410640	0.0327385
10.00%	0.0411702	0.0326338
10.25%	0.0412766	0.0325294
10.50%	0.0413831	0.0324253
10.75%	0.0414898	0.0323214
11.00%	0.0415966	0.0322178
11.25%	0.0417035	0.0321145
11.50%	0.0418106	0.0320115
11.75%	0.0419179	0.0319087
12.00%	0.0420253	0.0318062

January 03, 2025 to February 03, 2025

SMARTLEASE PAYMENT FACTORS

30 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0335149	0.0331276
1.75%	0.0340425	0.0325388
1.90%	0.0341036	0.0324714
2.00%	0.0341445	0.0324265
2.50%	0.0343490	0.0322029
2.60%	0.0343900	0.0321583
2.70%	0.0344310	0.0321138
2.75%	0.0344515	0.0320915
3.10%	0.0345953	0.0319361
3.90%	0.0349253	0.0315832
3.95%	0.0349460	0.0315612
4.00%	0.0349667	0.0315393
4.25%	0.0350702	0.0314298
4.65%	0.0352363	0.0312551
4.75%	0.0352779	0.0312116
4.90%	0.0353403	0.0311464
5.00%	0.0353819	0.0311030
5.18%	0.0354570	0.0310249
5.50%	0.0355906	0.0308866
5.75%	0.0356952	0.0307789
5.90%	0.0357580	0.0307144
6.00%	0.0357999	0.0306714
6.40%	0.0359679	0.0305002
6.48%	0.0360015	0.0304660
6.50%	0.0360099	0.0304575
6.65%	0.0360731	0.0303935
6.75%	0.0361152	0.0303509
6.90%	0.0361784	0.0302872
7.00%	0.0362206	0.0302447
7.25%	0.0363262	0.0301387
7.40%	0.0363897	0.0300753
7.50%	0.0364320	0.0300331
7.65%	0.0364955	0.0299699
7.75%	0.0365379	0.0299278
8.15%	0.0367078	0.0297598
8.25%	0.0367503	0.0297179
8.65%	0.0369207	0.0295509
8.75%	0.0369634	0.0295093
8.90%	0.0370274	0.0294469
9.00%	0.0370701	0.0294054
9.15%	0.0371343	0.0293432
9.25%	0.0371771	0.0293018
9.50%	0.0372842	0.0291986
9.65%	0.0373485	0.0291367
9.75%	0.0373915	0.0290956
10.00%	0.0374989	0.0289928
10.25%	0.0376065	0.0288904
10.50%	0.0377143	0.0287883

36 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0279604	0.0275752
1.75%	0.0284920	0.0269964
1.90%	0.0285537	0.0269303
2.00%	0.0285949	0.0268862
2.50%	0.0288014	0.0266668
2.60%	0.0288428	0.0266231
2.70%	0.0288842	0.0265794
2.75%	0.0289049	0.0265576
3.10%	0.0290503	0.0264054
3.25%	0.0291127	0.0263403
3.95%	0.0294050	0.0260384
4.00%	0.0294259	0.0260169
4.25%	0.0295307	0.0259098
4.65%	0.0296989	0.0257391
4.75%	0.0297411	0.0256966
4.90%	0.0298043	0.0256329
5.00%	0.0298465	0.0255905
5.18%	0.0299226	0.0255144
5.50%	0.0300581	0.0253794
5.75%	0.0301643	0.0252743
5.90%	0.0302280	0.0252115
6.00%	0.0302706	0.0251696
6.40%	0.0304412	0.0250028
6.48%	0.0304753	0.0249695
6.50%	0.0304839	0.0249612
6.65%	0.0305480	0.0248989
6.75%	0.0305908	0.0248575
6.90%	0.0306551	0.0247954
7.00%	0.0306980	0.0247541
7.25%	0.0308054	0.0246511
7.40%	0.0308699	0.0245894
7.50%	0.0309130	0.0245484
7.65%	0.0309777	0.0244870
7.75%	0.0310208	0.0244460
8.15%	0.0311938	0.0242830
8.25%	0.0312371	0.0242423
8.65%	0.0314107	0.0240803
8.75%	0.0314542	0.0240400
8.90%	0.0315194	0.0239795
9.00%	0.0315630	0.0239393
9.15%	0.0316284	0.0238790
9.25%	0.0316721	0.0238389
9.50%	0.0317813	0.0237389
9.65%	0.0318470	0.0236791
9.75%	0.0318908	0.0236392
10.00%	0.0320005	0.0235399
10.25%	0.0321104	0.0234409
10.50%	0.0322205	0.0233422

39 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0258241	0.0254397
1.75%	0.0263574	0.0248649
1.90%	0.0264193	0.0247992
2.00%	0.0264606	0.0247555
2.50%	0.0266679	0.0245378
2.60%	0.0267095	0.0244944
2.70%	0.0267511	0.0244511
2.75%	0.0267719	0.0244295
3.10%	0.0269179	0.0242785
3.90%	0.0272534	0.0239361
3.95%	0.0272744	0.0239148
4.00%	0.0272955	0.0238936
4.25%	0.0274009	0.0237875
4.65%	0.0275700	0.0236185
4.75%	0.0276124	0.0235764
4.90%	0.0276761	0.0235133
5.00%	0.0277185	0.0234714
5.18%	0.0277951	0.0233960
5.50%	0.0279315	0.0232624
5.75%	0.0280383	0.0231585
5.90%	0.0281025	0.0230963
6.00%	0.0281453	0.0230549
6.40%	0.0283171	0.0228900
6.48%	0.0283515	0.0228571
6.50%	0.0283602	0.0228489
6.65%	0.0284248	0.0227874
6.75%	0.0284679	0.0227464
6.90%	0.0285327	0.0226851
7.00%	0.0285759	0.0226443
7.25%	0.0286841	0.0225425
7.40%	0.0287491	0.0224816
7.50%	0.0287926	0.0224411
7.65%	0.0288577	0.0223804
7.75%	0.0289012	0.0223401
8.15%	0.0290756	0.0221791
8.25%	0.0291193	0.0221390
8.65%	0.0292944	0.0219792
8.75%	0.0293382	0.0219394
8.90%	0.0294041	0.0218798
9.00%	0.0294481	0.0218401
9.15%	0.0295141	0.0217807
9.25%	0.0295581	0.0217412
9.50%	0.0296684	0.0216426
9.65%	0.0297347	0.0215836
9.75%	0.0297789	0.0215444
10.00%	0.0298897	0.0214465
10.25%	0.0300006	0.0213490
10.50%	0.0301118	0.0212518

January 03, 2025 to February 03, 2025

SMARTLEASE PAYMENT FACTORS

48 MONTHS			60 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR	LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.45%	0.0210174	0.0206348	0.45%	0.0168517	0.0164706
1.75%	0.0215548	0.0200693	1.75%	0.0173932	0.0159138
1.90%	0.0216173	0.0200048	1.90%	0.0174564	0.0158505
2.00%	0.0216590	0.0199619	2.00%	0.0174986	0.0158084
2.50%	0.0218685	0.0197483	2.50%	0.0177105	0.0155990
2.60%	0.0219105	0.0197058	2.60%	0.0177530	0.0155573
2.70%	0.0219526	0.0196634	2.70%	0.0177956	0.0155158
2.75%	0.0219737	0.0196422	2.75%	0.0178170	0.0154950
3.10%	0.0221214	0.0194944	3.10%	0.0179667	0.0153504
3.90%	0.0224613	0.0191596	3.90%	0.0183119	0.0150236
3.95%	0.0224827	0.0191388	3.95%	0.0183336	0.0150034
4.00%	0.0225040	0.0191181	4.00%	0.0183553	0.0149831
4.25%	0.0226110	0.0190145	4.25%	0.0184642	0.0148823
4.65%	0.0227828	0.0188497	4.65%	0.0186391	0.0147220
4.75%	0.0228259	0.0188087	4.75%	0.0186830	0.0146821
4.90%	0.0228906	0.0187473	4.90%	0.0187489	0.0146225
5.00%	0.0229337	0.0187064	5.00%	0.0187929	0.0145828
5.18%	0.0230116	0.0186330	5.18%	0.0188723	0.0145116
5.40%	0.0231069	0.0185437	5.40%	0.0189697	0.0144249
5.50%	0.0231504	0.0185031	5.50%	0.0190140	0.0143857
5.75%	0.0232591	0.0184021	5.75%	0.0191251	0.0142878
5.90%	0.0233245	0.0183417	5.90%	0.0191920	0.0142294
6.00%	0.0233682	0.0183016	6.00%	0.0192366	0.0141905
6.40%	0.0235433	0.0181415	6.40%	0.0194158	0.0140359
6.48%	0.0235784	0.0181096	6.48%	0.0194517	0.0140051
6.50%	0.0235872	0.0181017	6.50%	0.0194607	0.0139974
6.65%	0.0236531	0.0180420	6.65%	0.0195283	0.0139399
6.75%	0.0236971	0.0180023	6.75%	0.0195734	0.0139016
6.90%	0.0237632	0.0179429	6.90%	0.0196411	0.0138444
7.00%	0.0238074	0.0179034	7.00%	0.0196864	0.0138063
7.40%	0.0239844	0.0177461	7.00%	0.0196864	0.0138063
7.50%	0.0240287	0.0177069	7.50%	0.0199135	0.0136172
7.65%	0.0240954	0.0176482	7.65%	0.0199819	0.0135609
7.75%	0.0241398	0.0176092	7.75%	0.0200276	0.0135234
8.15%	0.0243182	0.0174538	8.15%	0.0202110	0.0133743
8.25%	0.0243629	0.0174152	8.25%	0.0202570	0.0133372
8.65%	0.0245423	0.0172611	8.65%	0.0204416	0.0131897
8.75%	0.0245872	0.0172228	8.75%	0.0204878	0.0131531
8.90%	0.0246547	0.0171654	8.90%	0.0205574	0.0130982
9.00%	0.0246998	0.0171272	9.00%	0.0206038	0.0130617
9.15%	0.0247675	0.0170700	9.15%	0.0206736	0.0130071
9.25%	0.0248127	0.0170320	9.25%	0.0207202	0.0129708
9.50%	0.0249258	0.0169372	9.50%	0.0208369	0.0128804
9.65%	0.0249938	0.0168806	9.65%	0.0209071	0.0128265
9.75%	0.0250392	0.0168429	9.75%	0.0209540	0.0127906

January 03, 2025 to February 03, 2025

Eligible New Vehicle Summary

ACURA	CHRYSLER	JEEP	MITSUBISHI
2025-2024 INTEGRA	2025-2024 PACIFICA	2025-2024 COMPASS	2025-2024 ECLIPSE CROSS
2025-2024 MDX	2025-2024 PACIFICA HYBRID	2025-2024 GLADIATOR	2024 MIRAGE
2025-2024 RDX	2024 VOYAGER	2025-2024 GRAND CHEROKEE	2024 OUTLANDER
2025-2024 TLX	DODGE TRUCKS	2025-2024 GRAND CHEROKEE 4xe	2025-2024 OUTLANDER PHEV
ALFA ROMEO	2025-2024 DURANGO	2025-2024 GRAND CHEROKEE L	2024 OUTLANDER SPORT
2025-2024 GIULIA	2025-2024 HORNET	2025-2024 GRAND WAGONEER	NISSAN
2025-2024 STELVIO	FORD	2025-2024 GRAND WAGONEER L	2025-2024 ALTIMA
2025-2024 TONALE	2024 MUSTANG	2025-2024 WAGONEER	2024 ARMADA
AUDI	FORD TRUCKS	2025-2024 WAGONEER L	2025-2024 FRONTIER
2025-2024 A3	2024 BRONCO	2025-2024 WRANGLER	2025-2024 KICKS
2025-2024 A4	2024 BRONCO SPORT	2025-2024 WRANGLER 4xe	2024 MURANO
2025-2024 A5	2024 EDGE	2025-2024 WRANGLER 392	2025-2024 PATHFINDER
2025-2024 A6	2025-2024 ESCAPE/PHEV	KIA	2025-2024 ROGUE
2025-2024 A7	2024 EXPEDITION	2025-2024 CARNIVAL	2025-2024 SENTRA
2025-2024 A8	2025-2024 EXPLORER	2024 FORTE	2024 TITAN
2025-2024 Q3	2025-2024 F-150	2025 K4	2024 TITAN XD
2025-2024 Q5/SQ5	2024 F-250 SUPER DUTY	2025-2024 K5	2025-2024 VERSA
2025-2024 Q7	2024 F-350 SUPER DUTY	2025-2024 NIRO/NIRO PHEV	2024 Z
2025-2024 Q8	2024 MAVERICK	2025-2024 SELTOS	PORSCHE
2025-2024 S3/RS 3	2024 RANGER	2025-2024 SORENTO	2025-2024 CAYENNE
2024 S4	GENESIS	2025-2024 SORENTO PHEV	2025-2024 CAYENNE COUPE
2025-2024 S5	2025-2024 G70	2025-2024 SOUL	2025-2024 718 CAYMAN
2025-2024 S6	2025-2024 G80	2025-2024 SPORTAGE	2025-2024 MACAN
2025-2024 S7	2025-2024 G90	2025-2024 SPORTAGE PHEV	RAM
2025-2024 S8	2025-2024 GV70	2025-2024 TELLURIDE	2025-2024 PROMASTER
BMW	2025-2024 GV80	LAND ROVER	2025-2024 RAM 1500
2025-2024 2 SERIES	GMC TRUCKS	2025-2024 DEFENDER	2024 RAM 1500 CLASSIC
2025-2024 2 SERIES GRAN COUPE	2025-2024 ACADIA	2025-2024 DISCOVERY	2024 RAM 2500
2025-2024 3 SERIES	2025-2024 CANYON	2025-2024 DISCOVERY SPORT	2024 RAM 3500
2025-2024 4 SERIES	2025-2024 SAVANA CARGO VAN	2025-2024 RANGE ROVER	SUBARU
2025-2024 4 SERIES GRAN COUPE	2025-2024 SAVANA PASSENGER	2025-2024 RANGE ROVER EVOQUE	2025-2024 ASCENT
2025-2024 5 SERIES	2025-2024 SIERRA 1500	2025-2024 RANGE ROVER SPORT	2025-2024 BRZ
2025-2024 7 SERIES	2025-2024 SIERRA 2500HD	2025-2024 RANGE ROVER VELAR	2025-2024 CROSSTREK
2025-2024 8 SERIES	2025-2024 SIERRA 2500HD DENALI	LEXUS	2025-2024 FORESTER
2025-2024 8 SERIES GRAN COUPE	2025-2024 SIERRA 3500HD	2025-2024 ES	2025-2024 IMPREZA WAGON
2025-2024 M2	2025-2024 SIERRA 3500HD DENALI	2024 GX	2025-2024 LEGACY
2025-2024 M3	2025-2024 TERRAIN	2024 IS	2025-2024 OUTBACK
2025-2024 M4	2025-2024 YUKON	2024 LC	2024 WRX
2025-2024 M5	2025-2024 YUKON XL	2024 LS	TOYOTA
2025-2024 M8	HONDA	2024 LX	2024 4RUNNER
2024 M8 GRAN COUPE	2025-2024 ACCORD	2025-2024 NX	2024 CAMRY
2025-2024 X1	2025-2024 CIVIC	2025-2024 NX PHEV	2025-2024 CAMRY HYBRID
2025-2024 X2	2025-2024 CRV	2024 RC	2025-2024 COROLLA/ HATCHBACK
2024 X3	2025-2024 HRV	2024 RC F	2025-2024 COROLLA CROSS/HYBRID
2024 X3 M	2025-2024 ODYSSEY	2024 RX	2024 COROLLA HYBRID
2025-2024 X4	2025-2024 PASSPORT	2024 TX	2025-2024 CROWN
2025-2024 X4 M	2025-2024 PILOT	2025-2024 UX	2025 CROWN SIGNIA
2025-2024 X5	2025-2024 RIDGELINE	LINCOLN	2024 GRAND HIGHLANDER/HYBRID
2025-2024 X5 M	HYUNDAI	2025-2024 AVIATOR	2025-2024 GR86
2025-2024 X6 M	2025-2024 ELANTRA	2025-2024 CORSAIR	2024 GR COROLLA
2025-2024 X7	2025-2024 KONA	2025-2024 NAUTILUS	2024 HIGHLANDER
2025-2024 Z4	2025-2024 PALISADE	2024 NAVIGATOR	2024 HIGHLANDER HYBRID
BUICK	2025-2024 SANTA CRUZ	MAZDA	2025-2024 LAND CRUISER
2025-2024 ENCLAVE	2025-2024 SANTA FE	2025-2024 CX-30	2025-2024 RAV4
2025-2024 ENCORE GX	2025-2024 SANTA FE HYBRID	2025-2024 CX-5	2025-2024 RAV4 HYBRID
2025-2024 ENVISION	2024 SANTA FE PHEV	2025 CX-50	2025-2024 RAV4 PRIME
2025 ENVISTA	2025-2024 SONATA	2025-2024 CX-90	2025-2024 SEQUOIA
CADILLAC	2025-2024 TUCSON	2025 CX-70/ CX-70 PHEV	2024 SIENNA
2025-2024 CT4	2025-2024 TUCSON HYBRID	2025-2024 MAZDA3	2025-2024 SUPRA
2025-2024 CT5	2025-2024 TUCSON PHEV	2024 MAZDA6	2024 TACOMA
2025-2024 ESCALADE	2025-2024 VENUE	2025-2024 MX-5 MIATA	2025-2024 TUNDRA
2025-2024 XT4	INFINITI	MERCEDES-BENZ	2025-2024 TUNDRA HYBRID
2025-2024 XT5	2024 Q50	2025-2024 C-CLASS/COUPE	2024 VENZA
2025-2024 XT6	2025-2024 QX50	2025-2024 CLA	VOLKSWAGEN
CHEVROLET	2025-2024 QX55	2025-2024 CLE	2024 ARTEON
2024 CAMARO	2025-2024 QX60	2025-2024 E-CLASS/COUPE/WAGON	2025-2024 ATLAS
2025-2024 CORVETTE CONVERTIBLE	2025-2024 QX80	2025-2024 GLA	2025-2024 ATLAS CROSS SPORT
2025-2024 CORVETTE COUPE		2025-2024 GLB	2025-2024 GLI
2025-2024 MALIBU		2025-2024 GLC/COUPE	2024 GOLF R
CHEVROLET TRUCKS		2025-2024 GLE/COUPE/PHEV	2024 GTI
2025-2024 BLAZER		2025-2024 GLS	2025-2024 JETTA SEDAN
2025-2024 COLORADO		2025-2024 S-CLASS	2024 TAOS
2025-2024 EQUINOX		2025-2024 SL	2024 TIGUAN
2025-2024 EXPRESS CARGO VAN		2025-2024 SPRINTER CARGO	VOLVO
2025-2024 EXPRESS PASSENGER		2025-2024 SPRINTER CREW	2025-2024 S60
2025-2024 SILVERADO 1500		2025-2024 SPRINTER PASSENGER	2025-2024 S90
2025-2024 SILVERADO 2500HD	MINI		2025-2024 V60/V60 CROSS COUNTRY
2025-2024 SILVERADO 3500HD	2024 COOPER CLUBMAN		2025-2024 V90 CROSS COUNTRY
2025-2024 SUBURBAN	2024 COOPER CONVERTIBLE		2025-2024 XC40
2025-2024 TAHOE	2025-2024 COOPER COUNTRYMAN/PHEV		2025-2024 XC60
2025-2024 TRAVERSE	2025-2024 COOPER HARDTOP		2025-2024 XC90
2024 TRAVERSE LIMITED			
2025-2024 TRAILBLAZER			
2025-2024 TRAX			



Consumer / Commercial SmartLease Standard Rates						
Prime and Non-Prime		S	A	B	C	D
12 to 35 Months	MY 2025 - 2024	10.99	11.49	13.49	16.64	19.94
36 to 47 Months	MY 2025 - 2024	9.69	10.19	12.19	15.34	18.64
48 to 59 Months	MY 2025 - 2024	9.94	10.44	12.44	15.59	18.89
60 Months	MY 2025 - 2024	9.19	9.69	11.69	14.84	18.14
Max All in Advance ≤ 60 Months		120%	120%	120%	115%	105%
Security Deposit Waived for S & A Tiers						

Dealer Participation - Prime & Non-Prime					
Min DFI	Net Cap Cost	\$1,250	\$1,000	\$750	\$500
		≥ \$250,000	\$200,000 - \$249,999	\$150,000 - \$199,999	\$75,000 - \$149,999
		\$450	\$350	\$250	\$150
		\$45,000 - \$74,999	\$35,000 - \$44,999	\$25,000 - \$34,999	> \$5,000 - \$24,999
Transaction SmartLease					
Maximum DFI 2.00%					

Additional SmartLease Parameters
Note: Standard lease rates exclude FCA. Refer to the OEM specific rate/residual sheets on RouteOne or Dealertrack to view rate specials on certain models below the published standard rates.
New Models Only listed in on-line RVLG @ AllyDealer.com
Add 0.75 p.p. to lease rate for federal tax-exempt status

Aftermarket
Refer to the Aftermarket Product Matrix for approved products, parameters, and state eligibility.

Contract Package Address	Federal Express (inc. Ground):	Ally Suite 2070 4054 Willow Lake Blvd Memphis, TN 38153	All Other Couriers:	Ally Suite 2070 4054 Willow Lake Blvd Memphis, TN 38118
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Program Notes

- All Ally transactions must conform to published [Underwriting Policies & Provisions](#) (guidelines can be downloaded via DealerTrack or RouteOne)
- Valuation of conversion packages, dealer installed options and up fitted vehicle packages are subject to Ally approval – call your Underwriter for details
- Vehicles for Commercial Use should be submitted to Ally's Commercial Services Group
- Each applicant must demonstrate the ability and willingness to repay the transaction according to its terms
- Ally monitors its Dealers for compliance with various laws, including Fair Lending
- Dealers must never engage in unfair, deceptive or abusive acts and practices (UDAAP) during any aspect of the transaction
- Fair lending and UDAAP concerns could lead to termination of your Dealer Agreement with Ally

Ally reserves the right to change the program, including details such as advance parameters, at any time. Ally's decisions interpreting program guidelines and administering the program are final.

January 03, 2025 to February 03, 2025



2025 – 2024 Models Effective 01-03-25 to 02-03-25

Ally New Residuals – Click on Ally Residual Values Link - (010325 - 020325 Ally Residual Values.xlsx)

January 03, 2025 to February 03, 2025



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