

RESIDUAL VALUE LEASE GUIDE

2011 – 2010 MODELS

JANUARY 4 – FEBRUARY 2011 (v5)

Revision #5

Effective 01-13-11 to 01-25-11



RESIDUAL VALUE LEASE GUIDE

The **Residual Value Lease Guide** 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.

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UPDATED EVERY TWO MONTHS TO REFLECT CHANGES
IN RESIDUAL VALUES AND DEPRECIATION

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What's New?

The following updates have been incorporated into the January 4 – February 2011 RVLG:

Revision Date	Revision Number	Section	Model Year	Description	Effective Dates
01/03/11	1	All		Initial Publication	01/04/11 – 01/05/11
01/05/11	2	Chrysler	2011	<ul style="list-style-type: none"> • Model Announcement – Dodge Dakota • Residual Enhancement – Chrysler Town & Country and Dodge Grand Caravan 	01/06/11 – 01/07/11
01/07/11	3	Suzuki	2011 & 2010	<ul style="list-style-type: none"> • Residual Modification – All Suzuki models 	01/08/11 – 01/10/11
01/10/11	4	Chrysler	2011	<ul style="list-style-type: none"> • Residual Enhancement – Dodge Durango 2WD & 4WD Express and Crew (36 months only) 	01/11/11 – 01/12/11
01/12/11	5	Chrysler	2011	<ul style="list-style-type: none"> • Model Announcement – Chrysler 200; Dodge Avenger, Charger and Challenger; Jeep Liberty (Jet trims) 	01/13/11 – 01/25/11

GENERAL INFORMATION

Introduction

The Residual Value Lease Guide contains the basic information needed to determine residual values. Residuals for eligible transactions can be obtained by accessing the Residual Value Lease Guide (RVLG) at www.gmacdealer.com.

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 financed.
- 5) Determine the residual factor for the appropriate lease term (24, 30, 36, 39, or 48 months).
- 6) Multiply the residual factor (line 5) times the total of lines 1 through 3 above.

Sample Page

	Number of Months					
CHEVROLET	12	24	30	36	39	48
CORVETTE						
All Models	59%	59%	55%	51%	49%	46%
			Residual Value			

Odd Term Residual Calculation

Interpolate between the percentages for the nearest terms (excluding 39mo) in the Residual Value Lease Guide and round downward if a fraction results. A minimum reduction of 1% will result. To calculate a 42 month residual continue to use 36mo and 48mo terms as shown in the below example.

25 month example:

- 25 month contract term RVLG 24mo. 30mo.
59% 55%

$$59 - (59 - 55 \div 6 \times 1) = 58.33\% \text{ rounded downward}$$

Residual for 25 month transaction is 58%

42 month example:

- 42 month contract term RVLG 36mo. 48mo.
51% 46%

$$51 - (51 - 46 \div 12 \times 6) = 48.5\% \text{ rounded downward}$$

Residual for 42 month transaction is 48%

Manufacturer's Suggested Retail Price (MSRP)

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

Residualizable MSRP

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

Mileage

The residuals in the guide are based on 15,000 miles per year (1,250 per month). To adjust a residual for excess mileage see "Mileage Adjustment Formula" ([page 5](#)).

Commercial Use Transactions

Residuals in this guidebook (excluding the Light Duty Commercial Vehicle 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. Commercial use vehicles are **not** eligible for the Low Mileage Program or the Ultra Low Mileage Program.

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 Program unless otherwise designated.

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 Include the Following:

1. New GM passenger cars and light trucks up to 15,000 lbs. GVW (current and previous model year).
2. New Chrysler passenger cars and light trucks up to 15,000 lbs. GVW (current and previous model year).
3. New Suzuki passenger cars and light trucks up to 15,000 lbs. GVW (current and previous model year).
4. New Saab passenger cars and light trucks up to 15,000 lbs. GVW (current and previous model year).
5. Certain current series new light truck conversions listed in this guide.
6. Prior Dealer Demos and HSDT Vehicles with up to 7,500 beginning miles.
7. Repaired Hail Damaged Vehicles (dealers should contact their local Ally office for guidelines).

Ineligible New Vehicles Include the Following:

1. Motor homes.
2. Vehicles equipped with special equipment.
3. Vehicles to be used for Driver Education (prior High School Driver Training Vehicles are eligible).
4. Emergency or Law Enforcement Vehicles.
5. Limousines.
6. Unrepaired Hail Damaged Vehicles.
7. "Branded" or "Lemon Law" Vehicles.
8. Frame Damaged Vehicles.
9. Compressed Natural Gas Vehicles.
10. Medium duty trucks.
11. Discontinued brands (e.g., Hummer, Pontiac and Saturn models).
12. Passenger vans with a 15 passenger seating configuration.
13. Vans with a capacity of 11 or more people (including driver) to be used to transport students to/from school or school related events.

Insurance Requirements – SmartLease

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

Public Liability Insurance – Minimum Coverage

- \$100,000 Bodily Injury - per person
- \$300,000 Bodily Injury - per occurrence
- \$50,000 Property Damage - per occurrence

Commercial Use Vehicles over 10,000 GVW

- \$1,000,000 Umbrella Coverage PLUS minimums shown above or
- \$1,000,000 Combined Single Limit for Bodily Injury and Property Damage - per occurrence

Physical Damage Insurance – Maximum Deductibles

- Collision Deductible
- \$500.00 Passenger Cars/Light Duty Trucks

- Comprehensive Deductible
- \$500.00 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.

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.

Security Deposit

A refundable security deposit is required with every SmartLease. 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.

Mileage Adjustment Formula

Residuals are based on 15,000 miles per year (1,250 per month). Residuals for vehicles to be driven in excess of 15,000 miles per year must be reduced at the rate of \$.10 per mile (\$.15 per mile for new Cadillac transactions). For example,

Customer estimates he will drive	1,500	miles per month
Lease guide allowance	<u>-1,250</u>	per month
Excess mileage to be charged	250	miles per month

Reduce residual on a 24mo transaction by \$600.00 (24 x \$.10 x 250)

Under the Low Mileage Program the residual for vehicles to be driven in excess of 12,000 miles per year (1,000 per month) must be reduced at a rate of \$.12 per mile (\$.15 per mile on all terms for new Cadillac transactions). Vehicles to be driven over 13,200 miles per year (1,100 per month) are not eligible for the Low Mileage Program.

Low Mileage Program

SmartLease customers opting to drive 12,000 to 13,200 miles annually may be eligible for additional residual increases. The Low Mileage Program is limited to new non-commercial use vehicles with contract terms of 24-48 months only. For qualifying vehicles, residuals may be increased as follows:

Low Mileage Residual Increments	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48 Month Term
All New Models	0	1	2	3

The residuals of vehicles driven over 12,000 miles (but less than 13,201 miles) annually will be reduced (See Mileage Adjustment Formula).

Ultra Low Mileage Program

SmartLease customers opting to drive 10,000 miles per year may be eligible for additional residual increases. The Ultra Low Mileage Program is limited to new non-commercial use vehicles that have a residualizable MSRP exceeding \$25,000. For qualifying vehicles, residuals may be increased as follows:

Ultra Low Mileage Residual Increments	12-23 Month Terms	24-35 Month Terms	36-47 Month Terms	48 Month Term
All New Models	0	2	4	4

Vehicles to be driven over 10,000 miles per year are not eligible for the Ultra Low Mileage Program. Upfront extra mileage is not allowed and existing mileage may be purchased only on Company Owned Vehicles (formerly PEP) and/or Demo Vehicles at \$.20 per mile.

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. Residuals for vehicles to be driven in excess of 15,000 miles per year must be reduced at the rate of \$.10 per excess mile. Light duty commercial transactions are **not** eligible for the Low Mileage Program or the Ultra Low Mileage Program.

Upfitting

Upfitting 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 cab and chassis are eligible:

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

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

Conversions

Only conversions completed by approved SVM upfitters are allowed. All conversion packages must be approved locally and be supported by a manufacturer's invoice detailing all options. The invoice must show 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. The package may be residualized at 100% of dealer cost. The applicable deductions for converted units are listed under the standard residual for each eligible new model. **Only those new models with conversion deductions are eligible for residualization.** If applicable, deductions for *Manual Transmission* and/or *without Air Conditioning* must be added to the deduction for conversion and the total subtracted from the standard residual when determining the appropriate residual percentage.

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 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)		
Options	OEM Accessories	Non-OEM Accessories
Bed Liner - Removable.....	\$250	N/A
Bed Rug.....	\$250	N/A
Chrome Wheels..... (except 20 & 22 Inch)	\$500	N/A
20 & 22 Inch Wheels		
12 - 35 months.....	\$2,000	N/A
36 - 48 months.....	\$1,500	N/A
Power Sunroof.....	N/A	\$800
Rear Spoiler.....	\$150	N/A
Running Boards.....	\$250	N/A
Tubular Step Products.....	\$325	N/A

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

Dealer Options That Void Warranties

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

OEM Accessories

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

GM Employee/Supplier Vehicle Purchase Program

The GM Vehicle Purchase Programs can be combined with the SmartLease rates and residuals. Additionally, prior PEP Vehicles, with up to 25,000 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.

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: 30 Months - 7.00% Rate

Net Cap Cost X Net Cap Cost Factor = Net Cap Cost Payment

\$30,000 X 0.0362206 = \$1086.62

Residual Value X Residual Factor = Residual Value Credit

\$13,800 X 0.0302447 = \$417.38

Net Cap Cost Payment – Residual Value Credit = Monthly Payment

\$1086.62 – \$417.38 = \$669.24

JAN 13, 2011 to JAN 25, 2011

SMARTLEASE PAYMENT FACTORS

12 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.30%	0.0834480	0.0831772
0.40%	0.0834862	0.0831252
0.50%	0.0835244	0.0830733
0.60%	0.0835626	0.0830214
0.70%	0.0836009	0.0829695
0.80%	0.0836391	0.0829176
0.90%	0.0836774	0.0828658
1.00%	0.0837156	0.0828140
1.25%	0.0838113	0.0826846
1.50%	0.0839071	0.0825554
1.60%	0.0839454	0.0825038
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
5.00%	0.0852523	0.0807664
5.25%	0.0853487	0.0806399
5.50%	0.0854452	0.0805137
5.75%	0.0855417	0.0803877
5.80%	0.0855610	0.0803625
5.90%	0.0855996	0.0803121
6.00%	0.0856382	0.0802618
6.25%	0.0857348	0.0801361
6.50%	0.0858315	0.0800106
6.75%	0.0859282	0.0798853
7.00%	0.0860249	0.0797602
7.25%	0.0861217	0.0796352
7.30%	0.0861411	0.0796102
7.40%	0.0861798	0.0795603
7.50%	0.0862186	0.0795104
7.75%	0.0863154	0.0793858
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
9.25%	0.0868976	0.0786420
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

24 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.30%	0.0417866	0.0415262
0.40%	0.0418266	0.0414795
0.50%	0.0418666	0.0414328
0.60%	0.0419066	0.0413862
0.70%	0.0419467	0.0413396
0.80%	0.0419868	0.0412930
0.90%	0.0420269	0.0412465
1.00%	0.0420670	0.0412001
1.25%	0.0421674	0.0410841
1.50%	0.0422680	0.0409683
1.60%	0.0423082	0.0409221
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
5.00%	0.0436894	0.0393759
5.25%	0.0437918	0.0392641
5.50%	0.0438945	0.0391526
5.75%	0.0439972	0.0390413
5.80%	0.0440178	0.0390191
5.90%	0.0440589	0.0389747
6.00%	0.0441001	0.0389303
6.25%	0.0442031	0.0388196
6.50%	0.0443063	0.0387091
6.75%	0.0444095	0.0385989
7.00%	0.0445129	0.0384889
7.25%	0.0446164	0.0383792
7.30%	0.0446372	0.0383573
7.40%	0.0446786	0.0383135
7.50%	0.0447201	0.0382697
7.75%	0.0448239	0.0381605
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
9.25%	0.0454492	0.0375107
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

TEXT

JAN 13, 2011 to JAN 25, 2011 (v5)

SMARTLEASE PAYMENT FACTORS

36 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.30%	0.0278995	0.0276426
0.40%	0.0279401	0.0275977
0.50%	0.0279808	0.0275528
0.60%	0.0280215	0.0275080
0.70%	0.0280622	0.0274632
0.80%	0.0281030	0.0274185
0.90%	0.0281438	0.0273738
1.00%	0.0281846	0.0273292
1.25%	0.0282869	0.0272179
1.50%	0.0283893	0.0271070
1.75%	0.0284920	0.0269964
2.00%	0.0285949	0.0268862
2.25%	0.0286980	0.0267763
2.50%	0.0288014	0.0266668
2.75%	0.0289049	0.0265576
3.00%	0.0290087	0.0264488
3.25%	0.0291127	0.0263403
3.50%	0.0292169	0.0262322
3.75%	0.0293213	0.0261244
4.00%	0.0294259	0.0260169
4.25%	0.0295307	0.0259098
4.50%	0.0296358	0.0258030
4.75%	0.0297411	0.0256966
5.00%	0.0298465	0.0255905
5.25%	0.0299522	0.0254848
5.50%	0.0300581	0.0253794
5.75%	0.0301643	0.0252743
6.00%	0.0302706	0.0251696
6.25%	0.0303771	0.0250652
6.50%	0.0304839	0.0249612
6.75%	0.0305908	0.0248575
7.00%	0.0306980	0.0247541
7.25%	0.0308054	0.0246511
7.50%	0.0309130	0.0245484
7.75%	0.0310208	0.0244460
8.00%	0.0311288	0.0243440
8.25%	0.0312371	0.0242423
8.50%	0.0313455	0.0241410
8.75%	0.0314542	0.0240400
9.00%	0.0315630	0.0239393
9.10%	0.0316066	0.0238991
9.20%	0.0316502	0.0238590
9.30%	0.0316939	0.0238189
9.40%	0.0317376	0.0237789
9.50%	0.0317813	0.0237389
9.75%	0.0318908	0.0236392
10.00%	0.0320005	0.0235399
10.25%	0.0321104	0.0234409
10.50%	0.0322205	0.0233422
10.75%	0.0323308	0.0232438

30 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.30%	0.0334543	0.0331961
0.40%	0.0334947	0.0331504
0.50%	0.0335351	0.0331048
0.60%	0.0335755	0.0330592
0.70%	0.0336160	0.0330137
0.80%	0.0336564	0.0329682
0.90%	0.0336970	0.0329228
1.00%	0.0337375	0.0328775
1.25%	0.0338390	0.0327643
1.50%	0.0339406	0.0326514
1.75%	0.0340425	0.0325388
2.00%	0.0341445	0.0324265
2.25%	0.0342466	0.0323146
2.50%	0.0343490	0.0322029
2.75%	0.0344515	0.0320915
3.00%	0.0345542	0.0319805
3.25%	0.0346571	0.0318697
3.50%	0.0347601	0.0317593
3.75%	0.0348633	0.0316491
4.00%	0.0349667	0.0315393
4.25%	0.0350702	0.0314298
4.50%	0.0351740	0.0313205
4.75%	0.0352779	0.0312116
5.00%	0.0353819	0.0311030
5.25%	0.0354862	0.0309946
5.50%	0.0355906	0.0308866
5.75%	0.0356952	0.0307789
6.00%	0.0357999	0.0306714
6.25%	0.0359048	0.0305643
6.50%	0.0360099	0.0304575
6.75%	0.0361152	0.0303509
7.00%	0.0362206	0.0302447
7.25%	0.0363262	0.0301387
7.50%	0.0364320	0.0300331
7.75%	0.0365379	0.0299278
8.00%	0.0366440	0.0298227
8.25%	0.0367503	0.0297179
8.50%	0.0368567	0.0296135
8.75%	0.0369634	0.0295093
9.00%	0.0370701	0.0294054
9.10%	0.0371129	0.0293640
9.20%	0.0371557	0.0293225
9.30%	0.0371985	0.0292812
9.40%	0.0372413	0.0292398
9.50%	0.0372842	0.0291986
9.75%	0.0373915	0.0290956
10.00%	0.0374989	0.0289928
10.25%	0.0376065	0.0288904
10.50%	0.0377143	0.0287883
10.75%	0.0378223	0.0286865

TEXT

JAN 13, 2011 to JAN 25, 2011 (v5)

SMARTLEASE PAYMENT FACTORS

48 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
0.30%	0.0209559	0.0207008
0.40%	0.0209969	0.0206568
0.50%	0.0210379	0.0206129
0.60%	0.0210790	0.0205690
0.70%	0.0211201	0.0205252
0.80%	0.0211613	0.0204814
0.90%	0.0212025	0.0204377
1.00%	0.0212438	0.0203941
1.25%	0.0213471	0.0202854
1.50%	0.0214508	0.0201771
1.75%	0.0215548	0.0200693
2.00%	0.0216590	0.0199619
2.25%	0.0217636	0.0198549
2.50%	0.0218685	0.0197483
2.75%	0.0219737	0.0196422
3.00%	0.0220791	0.0195365
3.25%	0.0221849	0.0194313
3.50%	0.0222910	0.0193264
3.75%	0.0223974	0.0192220
4.00%	0.0225040	0.0191181
4.25%	0.0226110	0.0190145
4.50%	0.0227183	0.0189114
4.75%	0.0228259	0.0188087
5.00%	0.0229337	0.0187064
5.25%	0.0230419	0.0186046
5.50%	0.0231504	0.0185031
5.75%	0.0232591	0.0184021
6.00%	0.0233682	0.0183016
6.25%	0.0234775	0.0182014
6.50%	0.0235872	0.0181017
6.75%	0.0236971	0.0180023
7.00%	0.0238074	0.0179034
7.25%	0.0239179	0.0178049
7.50%	0.0240287	0.0177069
7.75%	0.0241398	0.0176092
8.00%	0.0242512	0.0175120
8.25%	0.0243629	0.0174152
8.50%	0.0244749	0.0173188
8.75%	0.0245872	0.0172228
9.00%	0.0246998	0.0171272
9.25%	0.0248127	0.0170320
9.50%	0.0249258	0.0169372
9.75%	0.0250392	0.0168429
10.00%	0.0251530	0.0167489

60 MONTHS		
LEASE RATE	NET CAP COST FACTOR	RESIDUAL FACTOR
9.00%	0.0206038	0.0130617
9.15%	0.0206736	0.0130071
9.25%	0.0207202	0.0129708
9.50%	0.0208369	0.0128804
9.75%	0.0209540	0.0127906
9.85%	0.0210009	0.0127547
9.90%	0.0210244	0.0127368
10.00%	0.0210714	0.0127011
10.15%	0.0211421	0.0126477
10.25%	0.0211893	0.0126122
10.50%	0.0213075	0.0125238
10.75%	0.0214260	0.0124358
11.00%	0.0215449	0.0123483
11.25%	0.0216642	0.0122613
11.50%	0.0217838	0.0121748
11.75%	0.0219038	0.0120888
12.00%	0.0220242	0.0120032
12.25%	0.0221449	0.0119181
12.50%	0.0222660	0.0118335
12.75%	0.0223874	0.0117493
13.00%	0.0225092	0.0116656
13.25%	0.0226314	0.0115824
13.50%	0.0227539	0.0114996
13.75%	0.0228767	0.0114174
14.00%	0.0229999	0.0113355
14.25%	0.0231235	0.0112542
14.50%	0.0232474	0.0111733
14.75%	0.0233716	0.0110929
15.00%	0.0234962	0.0110129
15.25%	0.0236212	0.0109334
15.50%	0.0237465	0.0108543
15.75%	0.0238721	0.0107757
16.00%	0.0239981	0.0106976
16.25%	0.0241244	0.0106199
16.50%	0.0242511	0.0105426
16.75%	0.0243781	0.0104658
17.00%	0.0245054	0.0103895
17.25%	0.0246331	0.0103136
17.50%	0.0247611	0.0102381
17.75%	0.0248895	0.0101631
18.00%	0.0250182	0.0100885
18.25%	0.0251472	0.0100144
18.50%	0.0252765	0.0099407
18.75%	0.0254062	0.0098674

TEXT

JAN 13, 2011 to JAN 25, 2011 (v5)

GM LIGHT DUTY COMMERCIAL VEHICLES

The residual value percentages depicted below in the Light Duty Commercial Vehicle Section apply to new Cutaway/High Cube and Cab and Chassis transactions. The standard mileage is 15,000 miles per year. Residuals for vehicles to be driven in excess of 15,000 miles per year must be reduced at the rate of \$.10 per excess mile. Light duty commercial transactions are **not** eligible for the Low Mileage Vehicle Program.

2011 New GM Light Duty Commercial Vehicles

CHEVROLET CUTAWAY/HIGH CUBE						
EXPRESS CARGO VAN	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500	36	34	32	29	27	24
3dr Van 2500 135wb	36	34	32	29	28	25
3dr Van 2500 155wb	34	32	31	28	26	23
3dr Van 3500 135wb	34	32	31	28	26	23
3dr Van 3500 155wb (w/o ZP3)	34	32	31	28	26	23
3500 Cutaway	34	32	31	28	26	23
deduct with Conversion	4	4	4	4	4	4

EXPRESS CARGO VAN AWD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500	34	32	31	28	26	23
deduct with Conversion	4	4	4	4	4	4

EXPRESS PASSENGER	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 LS	32	30	29	27	25	22
3dr Van 1500 LT	34	32	31	28	26	23
3dr Van 2500 LS	36	34	32	29	28	25
3dr Van 2500 LT	38	36	35	32	30	26
3dr Van 3500 135wb 1LS	33	31	30	28	26	23
3dr Van 3500 135wb 2LS	32	30	29	27	25	21
3dr Van 3500 135wb 1LT	34	32	31	28	26	23
3dr Van 3500 135wb 2LT	33	31	30	28	26	23
3dr Van 3500 155wb 1LS (-ZP3)	33	31	30	28	26	22
3dr Van 3500 155wb 1LT (- ZP3)	34	32	31	28	26	23
3dr Van 3500 155wb 2LS(- ZP3)	33	31	30	28	26	22
3dr Van 3500 155wb 2LT (- ZP3)	34	32	31	28	26	23
deduct with Conversion	4	4	4	4	4	4

EXPRESS PASSENGER AWD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 LS	35	33	32	29	27	24
3dr Van 1500 LT	37	35	33	30	28	25
deduct with Conversion	4	4	4	4	4	4

CHEVROLET CAB AND CHASSIS						
SILVERADO 1500 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	42	41	40	38	36	32
Reg Cab LT	41	40	39	37	35	31
Ext Cab Work Truck	43	42	41	39	37	33
Ext Cab LS	47	46	45	43	41	36
Ext Cab LT	46	44	43	41	39	35
Ext Cab LTZ	45	44	43	41	39	35
Crew Cab Work Truck	45	44	43	41	39	35
Crew Cab LS	48	47	46	44	42	37
Crew Cab LT	48	47	46	44	42	37
Crew Cab LTZ	45	43	42	40	38	34

2011 New GM Light Duty Commercial Vehicles

CHEVROLET CAB AND CHASSIS						
SILVERADO 1500 HYBRID 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab 1HY	51	49	48	46	44	38
Crew Cab 2HY	50	48	47	45	43	37

SILVERADO 2500HD 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	40	39	38	36	34	30
Reg Cab LT	43	41	40	38	36	33
Ext Cab Work Truck	44	42	41	39	37	33
Ext Cab LT	45	44	43	41	39	35
Ext Cab LTZ	46	45	44	42	40	35
Crew Cab Work Truck	51	49	48	46	44	39
Crew Cab LT	53	51	50	48	46	40
Crew Cab LTZ	52	50	49	47	45	40

SILVERADO 3500HD 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab SRW Work Truck	41	39	38	36	34	31
Reg Cab DRW Work Truck	41	40	39	37	35	31
Reg Cab SRW LT	45	43	42	40	38	34
Reg Cab DRW LT	44	42	41	39	37	33
Ext Cab SRW Work Truck	45	44	43	41	39	35
Ext Cab DRW Work Truck	46	45	44	42	40	36
Ext Cab SRW LT	47	46	45	43	41	37
Ext Cab DRW LT	46	45	44	42	40	36
Ext Cab SRW LTZ	48	47	46	44	42	37
Ext Cab DRW LTZ	49	47	46	44	42	38
Crew Cab SRW Work Truck	52	50	49	47	45	40
Crew Cab DRW Work Truck	53	51	50	47	45	40
Crew Cab SRW LT	54	52	51	48	46	41
Crew Cab DRW LT	52	50	49	47	45	40
Crew Cab SRW LTZ	53	51	50	48	46	41
Crew Cab DRW LTZ	53	51	50	48	46	41

SILVERADO 1500 4WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	48	46	45	43	41	37
Reg Cab LT	46	45	44	42	40	35
Ext Cab Work Truck	48	47	46	44	42	37
Ext Cab LS	51	49	48	46	44	40
Ext Cab LT	49	48	47	45	43	38
Ext Cab LTZ	49	47	46	44	42	38
Crew Cab Work Truck	49	48	47	45	43	38
Crew Cab LS	52	50	49	47	45	40
Crew Cab LT	51	49	48	46	44	39
Crew Cab LTZ	49	47	46	44	42	38

2011 New GM Light Duty Commercial Vehicles

CHEVROLET CAB AND CHASSIS						
SILVERADO 1500 HYBRID 4WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab 1HY	55	53	52	49	47	41
Crew Cab 2HY	53	51	50	47	45	40

SILVERADO 2500HD 4WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	45	44	43	41	39	35
Reg Cab LT	46	45	44	42	40	36
Ext Cab Work Truck	48	47	46	44	42	37
Ext Cab LT	48	47	46	44	42	37
Ext Cab LTZ	48	47	46	44	42	37
Crew Cab Work Truck	56	54	53	50	48	43
Crew Cab LT	54	52	51	49	47	42
Crew Cab LTZ	54	52	51	49	47	41

SILVERADO 3500HD 4WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab SRW Work Truck	45	43	42	40	38	34
Reg Cab DRW Work Truck	45	43	42	40	38	34
Reg Cab SRW LT	50	49	48	46	44	39
Reg Cab DRW LT	49	47	46	44	42	38
Ext Cab SRW Work Truck	50	49	48	46	44	39
Ext Cab DRW Work Truck	51	49	48	46	44	39
Ext Cab SRW LT	52	50	49	47	45	40
Ext Cab DRW LT	50	49	48	46	44	39
Ext Cab SRW LTZ	52	50	49	47	45	40
Ext Cab DRW LTZ	54	52	51	49	47	41
Crew Cab SRW Work Truck	56	54	53	50	48	43
Crew Cab DRW Work Truck	56	54	53	51	49	43
Crew Cab SRW LT	57	55	54	51	49	44
Crew Cab DRW LT	55	53	52	50	48	42
Crew Cab SRW LTZ	55	53	52	50	48	42
Crew Cab DRW LTZ	57	55	54	51	49	43

GMC CUTAWAY/HIGH CUBE						
SAVANA CARGO VAN	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500	35	33	31	28	27	24
3dr Van 2500 135wb	34	32	31	28	26	23
3dr Van 2500 155wb	32	30	29	27	25	22
3dr Van 3500 135wb	33	31	30	28	26	22
3dr Van 3500 155wb (-ZP3)	33	31	30	28	26	22
3500 Cutaway	33	31	30	28	26	22
deduct with Conversion	4	4	4	4	4	4

SAVANA CARGO VAN AWD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500	32	30	29	27	25	22
deduct with Conversion	4	4	4	4	4	4

2011 New GM Light Duty Commercial Vehicles

GMC CUTAWAY/HIGH CUBE						
SAVANA PASSENGER	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 LS	31	29	28	26	24	21
3dr Van 1500 LT	34	32	31	28	26	23
3dr Van 2500 LS	35	33	32	29	27	24
3dr Van 2500 LT	37	35	34	31	29	26
3dr Van 3500 135wb 1LS	32	30	29	27	25	22
3dr Van 3500 135wb 2LS	32	30	29	27	25	22
3dr Van 3500 135wb 1LT	33	31	30	28	26	23
3dr Van 3500 135wb 2LT	32	30	29	27	25	22
3dr Van 3500 155wb 1LS (-ZP3)	32	30	29	27	25	22
3dr Van 3500 155wb 2LS (-ZP3)	31	30	29	27	25	22
3dr Van 3500 155wb 1LT(-ZP3)	33	31	30	28	26	23
3dr Van 3500 155wb 2LT(-ZP3)	33	31	30	28	26	22
deduct with Conversion	4	4	4	4	4	4

SAVANA PASSENGER AWD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 135wb LS	32	31	30	28	26	22
3dr Van 1500 135wb LT	35	33	32	29	27	24
deduct with Conversion	4	4	4	4	4	4

GMC CAB AND CHASSIS						
SIERRA 1500 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	43	41	40	38	36	32
Reg Cab SLE	40	39	38	36	34	31
Ext Cab Work Truck	44	42	41	39	37	33
Ext Cab SL	45	44	43	41	39	35
Ext Cab SLE	45	44	43	41	39	35
Ext Cab SLT	45	44	43	41	39	35
Crew Cab Work Truck	45	44	43	41	39	35
Crew Cab SL	48	47	46	44	42	37
Crew Cab SLE	47	45	44	42	40	36
Crew Cab SLT	45	43	42	40	38	34

SIERRA 1500 DENALI 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab	46	44	43	41	39	35

SIERRA 1500 HYBRID 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab 3HA	51	49	48	46	44	38
Crew Cab 3HB	50	48	47	45	43	37

SIERRA 2500HD 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck	40	39	38	36	34	30
Reg Cab SLE	42	40	39	37	35	31
Ext Cab Work Truck	44	42	41	39	37	33
Ext Cab SLE	44	42	41	39	37	33
Ext Cab SLT	45	44	43	41	39	35
Crew Cab Work Truck	51	49	48	46	44	39
Crew Cab SLE	52	50	49	47	45	40
Crew Cab SLT	53	51	50	47	45	40

SIERRA 2500HD DENALI 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab	53	51	50	48	46	41

2011 New GM Light Duty Commercial Vehicles

GMC CAB AND CHASSIS							
SIERRA 3500HD 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab SRW Work Truck	41	40	39	37	35	31
	Reg Cab DRW Work Truck	42	41	40	38	36	32
	Reg Cab SRW SLE	44	43	42	40	38	34
	Reg Cab DRW SLE	43	41	40	38	36	32
	Ext Cab SRW Work Truck	45	44	43	41	39	35
	Ext Cab DRW Work Truck	46	45	44	42	40	35
	Ext Cab SRW SLE	46	45	44	42	40	35
	Ext Cab DRW SLE	45	43	42	40	38	34
	Ext Cab SRW SLT	48	46	45	43	41	37
	Ext Cab DRW SLT	49	47	46	44	42	37
	Crew Cab SRW Work Truck	52	50	49	47	45	40
	Crew Cab DRW Work Truck	53	51	50	47	45	40
	Crew Cab SRW SLE	53	51	50	48	46	40
	Crew Cab DRW SLE	51	49	48	46	44	39
	Crew Cab SRW SLT	52	50	49	47	45	40
	Crew Cab DRW SLT	52	50	49	47	45	40

SIERRA 3500HD DENALI 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab SRW		53	51	50	48	46	41
Crew Cab DRW		52	50	49	47	45	40

SIERRA 1500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck		47	45	44	42	40	36
Reg Cab SLE		45	43	42	40	38	34
Ext Cab Work Truck		48	46	45	43	41	37
Ext Cab SL		51	49	48	46	44	39
Ext Cab SLE		49	47	46	44	42	38
Ext Cab SLT		49	47	46	44	42	38
Crew Cab Work Truck		48	47	46	44	42	37
Crew Cab SL		53	51	50	48	46	41
Crew Cab SLE		50	49	48	46	44	39
Crew Cab SLT		48	47	46	44	42	37

SIERRA 1500 DENALI 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab		50	48	47	45	43	38

SIERRA 1500 HYBRID 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab 3HA		55	53	52	49	47	41
Crew Cab 3HB		53	51	50	47	45	39

SIERRA 2500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck		45	44	43	41	39	35
Reg Cab SLE		46	44	43	41	39	35
Ext Cab Work Truck		48	47	46	44	42	37
Ext Cab SLE		50	48	47	45	43	38
Ext Cab SLT		49	47	46	44	42	37
Crew Cab Work Truck		56	54	53	50	48	42
Crew Cab SLE		53	51	50	48	46	41
Crew Cab SLT		54	52	51	49	47	41

SIERRA 2500HD DENALI 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab		55	53	52	49	47	42

2011 New GM Light Duty Commercial Vehicles

GMC CAB AND CHASSIS							
SIERRA 3500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab SRW Work Truck	45	43	42	40	38	34
	Reg Cab DRW Work Truck	45	43	42	40	38	34
	Reg Cab SRW SLE	50	48	47	45	43	38
	Reg Cab DRW SLE	49	47	46	44	42	38
	Ext Cab SRW Work Truck	51	49	48	46	44	39
	Ext Cab DRW Work Truck	52	50	49	47	45	40
	Ext Cab SRW SLE	52	50	49	47	45	40
	Ext Cab DRW SLE	49	47	46	44	42	38
	Ext Cab SRW SLT	52	50	49	47	45	40
	Ext Cab DRW SLT	53	51	50	48	46	40
	Crew Cab SRW Work Truck	56	54	53	50	48	43
	Crew Cab DRW Work Truck	56	54	53	50	48	43
	Crew Cab SRW SLE	56	54	53	50	48	43
	Crew Cab DRW SLE	54	52	51	48	46	41
	Crew Cab SRW SLT	55	53	52	49	47	42
	Crew Cab DRW SLT	56	54	53	50	48	42

SIERRA 3500HD DENALI 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab SRW		55	53	52	50	48	42
Crew Cab DRW		55	53	52	50	48	42

2010 New GM Light Duty Commercial Vehicles

CHEVROLET CUTAWAY/HIGH CUBE							
EXPRESS CARGO VAN		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	3dr Van 1500	28	26	25	23	22	19
	3dr Van 2500 135wb	29	27	26	24	22	19
	3dr Van 2500 155wb	28	26	25	23	22	19
	3dr Van 3500 135wb	27	25	24	22	21	19
	3dr Van 3500 155wb (-ZP3)	28	27	26	24	22	19
	3500 Cutaway	28	27	26	24	22	19
	deduct with Conversion	4	4	4	4	4	4

EXPRESS CARGO VAN AWD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	3dr Van 1500	28	26	25	23	22	19
	deduct with Conversion	4	4	4	4	4	4

EXPRESS PASSENGER		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	3dr Van 1500 LS	27	25	24	22	21	18
	3dr Van 1500 LT	28	26	25	23	22	19
	3dr Van 2500 LS	28	26	25	22	21	19
	3dr Van 2500 LT	28	26	25	23	22	19
	3dr Van 3500 135wb LS	26	24	23	21	20	17
	3dr Van 3500 135wb LT	27	25	24	22	21	18
	3dr Van 3500 155wb LS (-ZP3)	25	24	23	21	20	17
	3dr Van 3500 155wb LT (-ZP3)	27	25	24	22	21	18
	deduct with Conversion	4	4	4	4	4	4

EXPRESS PASSENGER AWD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	3dr Van 1500 LS	28	26	25	23	22	19
	3dr Van 1500 LT	29	27	26	24	22	19
	deduct with Conversion	4	4	4	4	4	4

CHEVROLET CAB AND CHASSIS							
SILVERADO 1500 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	34	33	32	31	29	26
	Reg Cab LT	33	32	31	29	28	25
	Ext Cab Work Truck	36	35	34	32	30	27
	Ext Cab LS	38	37	36	34	32	29
	Ext Cab LT	38	37	36	34	32	29
	Ext Cab LTZ	39	38	37	35	33	30
	Crew Cab Work Truck	37	36	35	33	31	28
	Crew Cab LS	40	39	38	36	34	30
	Crew Cab LT	39	38	37	35	33	30
	Crew Cab LTZ	38	37	36	34	32	29

SILVERADO 1500 HYBRID 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Crew Cab 1HY	41	39	38	36	34	30
	Crew Cab 2HY	41	39	38	36	34	30

2010 New GM Light Duty Commercial Vehicles

CHEVROLET CAB AND CHASSIS							
SILVERADO 2500HD 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	29	28	27	26	25	22
	Reg Cab LT	33	32	31	30	28	25
	Ext Cab Work Truck	34	33	32	31	29	26
	Ext Cab LT	36	35	34	33	31	28
	Ext Cab LTZ	38	37	36	34	32	29
	Crew Cab Work Truck	44	42	41	39	37	33
	Crew Cab LT	43	41	40	38	36	32
	Crew Cab LTZ	44	43	42	40	38	34

SILVERADO 3500HD 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab SRW Work Truck	35	34	33	31	29	26
	Reg Cab DRW Work Truck	35	34	33	31	29	26
	Reg Cab SRW LT	38	37	36	34	32	29
	Reg Cab DRW LT	38	37	36	34	32	29
	Ext Cab SRW Work Truck	38	37	36	34	32	29
	Ext Cab DRW Work Truck	38	37	36	34	32	29
	Ext Cab SRW LT	40	39	38	36	34	30
	Ext Cab DRW LT	40	38	37	35	33	30
	Ext Cab SRW LTZ	41	40	39	37	35	31
	Ext Cab DRW LTZ	42	40	39	37	35	31
	Crew Cab SRW Work Truck	44	42	41	39	37	33
	Crew Cab DRW Work Truck	45	43	42	40	38	34
	Crew Cab SRW LT	45	44	43	41	39	35
	Crew Cab DRW LT	44	43	42	40	38	34
	Crew Cab SRW LTZ	45	44	43	41	39	35
	Crew Cab DRW LTZ	45	43	42	40	38	34

SILVERADO 1500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	40	39	38	36	34	31
	Reg Cab LT	42	40	39	37	35	32
	Ext Cab Work Truck	40	38	37	35	33	30
	Ext Cab LS	43	42	41	39	37	33
	Ext Cab LT	44	42	41	39	37	33
	Ext Cab LTZ	44	42	41	39	37	33
	Crew Cab Work Truck	41	40	39	37	35	31
	Crew Cab LS	44	42	41	39	37	34
	Crew Cab LT	45	43	42	40	38	34
	Crew Cab LTZ	43	41	40	38	36	32

SILVERADO 1500 HYBRID 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Crew Cab 1HY	44	42	41	38	36	32
	Crew Cab 2HY	43	41	40	38	36	32

SILVERADO 2500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	37	36	35	33	31	28
	Reg Cab LT	39	38	37	35	33	30
	Ext Cab Work Truck	38	37	36	34	32	29
	Ext Cab LT	39	38	37	35	33	30
	Ext Cab LTZ	41	40	39	37	35	31
	Crew Cab Work Truck	47	46	45	43	41	36
	Crew Cab LT	45	43	42	40	38	34
	Crew Cab LTZ	45	44	43	41	39	35

2010 New GM Light Duty Commercial Vehicles

CHEVROLET CAB AND CHASSIS							
SILVERADO 3500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab SRW Work Truck		37	36	35	33	31	28
Reg Cab DRW Work Truck		36	35	34	32	31	28
Reg Cab SRW LT		41	40	39	37	35	31
Reg Cab DRW LT		41	40	39	37	35	31
Ext Cab SRW Work Truck		42	41	40	38	36	32
Ext Cab DRW Work Truck		42	41	40	38	36	32
Ext Cab SRW LT		44	43	42	40	38	34
Ext Cab DRW LT		43	42	41	39	37	33
Ext Cab SRW LTZ		44	42	41	39	37	33
Ext Cab DRW LTZ		45	43	42	40	38	34
Crew Cab SRW Work Truck		46	45	44	42	40	35
Crew Cab DRW Work Truck		46	45	44	42	40	36
Crew Cab SRW LT		48	46	45	43	41	37
Crew Cab DRW LT		46	45	44	42	40	36
Crew Cab SRW LTZ		46	45	44	42	40	36
Crew Cab DRW LTZ		46	45	44	42	40	36

GMC CUTAWAY/HIGH CUBE							
SAVANA CARGO VAN		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500		27	25	24	22	21	19
3dr Van 2500 135wb		28	26	25	23	22	19
3dr Van 2500 155wb		26	24	23	21	20	18
3dr Van 3500 135wb		25	24	23	21	20	17
3dr Van 3500 155wb (-ZP3)		26	25	24	22	21	18
3500 Cutaway		26	25	24	22	21	18
deduct with Conversion		4	4	4	4	4	4

SAVANA CARGO VAN AWD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500		25	23	22	20	19	17
deduct with Conversion		4	4	4	4	4	4

SAVANA PASSENGER							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 LS		25	23	22	20	19	17
3dr Van 1500 LT		27	25	24	22	21	19
3dr Van 2500 LS		25	23	22	20	19	17
3dr Van 2500 LT		27	25	24	22	21	19
3dr Van 3500 135wb LS		25	23	22	20	19	17
3dr Van 3500 135wb LT		26	24	23	21	20	18
3dr Van 3500 155wb LS (-ZP3)		24	23	22	20	19	17
3dr Van 3500 155wb LT (-ZP3)		26	24	23	21	20	18
deduct with Conversion		4	4	4	4	4	4

SAVANA PASSENGER AWD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
3dr Van 1500 135wb LS		28	26	25	23	22	19
3dr Van 1500 135wb LT		28	27	26	24	22	19
deduct with Conversion		4	4	4	4	4	4

2010 New GM Light Duty Commercial Vehicles

GMC CAB AND CHASSIS							
SIERRA 1500 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck		35	34	33	31	30	27
Reg Cab SLE		33	32	31	29	28	25
Ext Cab Work Truck		36	35	34	32	30	27
Ext Cab SL		38	37	36	34	32	29
Ext Cab SLT		38	37	36	34	32	29
Ext Cab SLE		37	36	35	33	31	28
Crew Cab Work Truck		37	36	35	33	31	28
Crew Cab SL		40	39	38	36	34	30
Crew Cab SLE		38	37	36	34	32	29
Crew Cab SLT		36	35	34	32	30	27

SIERRA 1500 DENALI 2WD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab		38	37	36	34	32	29

SIERRA 1500 HYBRID 2WD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Crew Cab 3HA		41	39	38	36	34	30
Crew Cab 3HB		40	38	37	35	33	29

SIERRA 2500HD 2WD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab Work Truck		29	28	28	27	25	22
Reg Cab SLE		33	32	31	29	28	25
Ext Cab Work Truck		34	33	32	30	29	26
Ext Cab SLE		36	35	34	32	30	27
Ext Cab SLT		38	37	36	34	32	28
Crew Cab Work Truck		43	42	41	39	37	33
Crew Cab SLE		42	41	40	38	36	32
Crew Cab SLT		43	42	41	39	37	33

SIERRA 3500HD 2WD							
		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab SRW Work Truck		33	32	31	30	28	25
Reg Cab DRW Work Truck		33	32	31	30	28	25
Reg Cab SRW SLE		37	36	35	33	31	28
Reg Cab DRW SLE		37	36	35	33	31	28
Ext Cab SRW Work Truck		37	36	35	33	31	28
Ext Cab DRW Work Truck		37	36	35	33	31	28
Ext Cab SRW SLE		38	37	36	34	32	29
Ext Cab DRW SLE		38	37	36	34	32	29
Ext Cab SRW SLT		40	39	38	36	34	30
Ext Cab DRW SLT		40	39	38	36	34	30
Crew Cab SRW Work Truck		44	42	41	39	37	33
Crew Cab DRW Work Truck		45	43	42	40	38	34
Crew Cab SRW SLE		44	43	42	40	38	34
Crew Cab DRW SLE		43	41	40	38	36	33
Crew Cab SRW SLT		44	42	41	39	37	33
Crew Cab DRW SLT		43	42	41	39	37	33

2010 New GM Light Duty Commercial Vehicles

GMC CAB AND CHASSIS							
SIERRA 1500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	40	39	38	36	34	30
	Reg Cab SLE	38	37	36	34	32	29
	Ext Cab Work Truck	40	39	38	36	34	30
	Ext Cab SL	43	42	41	39	37	33
	Ext Cab SLE	43	41	40	38	36	32
	Ext Cab SLT	41	40	39	37	35	31
	Crew Cab Work Truck	39	38	37	35	33	30
	Crew Cab SL	43	42	41	39	37	33
	Crew Cab SLE	43	41	40	38	36	32
	Crew Cab SLT	39	38	37	35	33	30

SIERRA 1500 DENALI 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Crew Cab	42	41	40	38	36	32

SIERRA 1500 HYBRID 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Crew Cab 3HA	45	43	42	40	38	33
	Crew Cab 3HB	43	41	40	38	36	31

SIERRA 2500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab Work Truck	36	35	34	32	30	27
	Reg Cab SLE	39	38	37	35	33	29
	Ext Cab Work Truck	38	37	36	34	32	29
	Ext Cab SLE	39	38	37	35	33	29
	Ext Cab SLT	40	39	38	36	34	30
	Crew Cab Work Truck	47	46	45	43	41	36
	Crew Cab SLE	45	43	42	40	38	34
	Crew Cab SLT	45	44	43	41	39	34

SIERRA 3500HD 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab SRW Work Truck	36	35	34	32	30	27
	Reg Cab DRW Work Truck	36	35	34	32	30	27
	Reg Cab SRW SLE	40	38	37	35	33	30
	Reg Cab DRW SLE	40	38	37	35	33	30
	Ext Cab SRW Work Truck	42	40	39	37	35	32
	Ext Cab DRW Work Truck	42	40	39	37	35	32
	Ext Cab SRW SLE	44	42	41	39	37	33
	Ext Cab DRW SLE	42	41	40	38	36	32
	Ext Cab SRW SLT	44	42	41	39	37	33
	Ext Cab DRW SLT	44	42	41	39	37	33
	Crew Cab SRW Work Truck	46	45	44	42	40	35
	Crew Cab DRW Work Truck	46	45	44	42	40	35
	Crew Cab SRW SLE	47	45	44	42	40	36
	Crew Cab DRW SLE	45	43	42	40	38	34
	Crew Cab SRW SLT	46	45	44	42	40	35
	Crew Cab DRW SLT	45	44	43	41	39	35

CHRYSLER LIGHT DUTY COMMERCIAL VEHICLES

The residual value percentages depicted below in the Light Duty Commercial Vehicle Section apply to new Cutaway/High Cube and Cab and Chassis transactions. The standard mileage is 15,000 miles per year. Residuals for vehicles to be driven in excess of 15,000 miles per year must be reduced at the rate of \$.10 per excess mile. Light duty commercial transactions are **not** eligible for the Low Mileage Program or the Ultra Low Mileage Program.

2011 New Chrysler Light Duty Commercial Vehicles

DODGE CAB AND CHASSIS						
RAM 1500 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST	41	40	39	38	36	31
Reg Cab SLT	43	42	41	40	38	33
Reg Cab Outdoorsman	41	40	39	38	36	31
Reg Cab Sport	42	41	40	38	36	32
Quad Cab ST	46	45	44	42	40	35
Quad Cab SLT	46	45	44	42	40	35
Quad Cab Lone Star	45	44	43	41	39	34
Quad Cab Big Horn	45	44	43	41	39	34
Quad Cab Outdoorsman	46	45	44	42	40	35
Quad Cab Sport	45	44	43	41	39	34
Quad Cab Laramie	44	43	42	40	38	33
Crew Cab ST	49	48	47	46	44	38
Crew Cab SLT	47	46	45	43	41	36
Crew Cab Lone Star	46	45	44	43	41	35
Crew Cab Big Horn	46	45	44	43	41	35
Crew Cab Outdoorsman	47	46	45	43	41	36
Crew Cab Sport	46	45	44	42	40	35
Crew Cab Laramie	45	44	43	41	39	34

RAM 2500 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST	38	37	36	34	32	28
Reg Cab SLT	37	36	35	34	32	28
Reg Cab Outdoorsman	36	35	34	33	31	27
Crew Cab ST	42	41	40	39	37	32
Crew Cab SLT	39	38	37	36	34	30
Crew Cab Lone Star	38	37	37	36	34	29
Crew Cab Big Horn	38	37	37	36	34	29
Crew Cab Outdoorsman	39	38	37	36	34	30
Crew Cab Laramie	41	40	39	38	36	32
Mega Cab SLT	41	40	39	38	36	31
Mega Cab Lone Star	40	39	38	37	35	31
Mega Cab Big Horn	40	39	39	38	36	31
Mega Cab Outdoorsman	41	40	39	38	36	32
Mega Cab Laramie	43	42	41	40	38	33
deduct w/o AutoTran	2	2	2	2	2	2

2011 New Chrysler Light Duty Commercial Vehicles

DODGE CAB AND CHASSIS						
RAM 3500 2WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST	46	45	44	42	40	35
Reg Cab SLT	43	42	41	40	38	33
Crew Cab ST	47	46	45	44	42	36
Crew Cab SLT	43	42	41	40	38	33
Crew Cab Lone Star	43	42	41	39	37	32
Crew Cab Big Horn	43	42	41	39	37	33
Crew Cab Outdoorsman	45	44	43	41	39	34
Crew Cab Laramie	45	44	43	41	39	34
Mega Cab SLT	45	44	43	42	40	34
Mega Cab Lone Star	45	44	43	41	39	34
Mega Cab Big Horn	45	44	43	41	39	34
Mega Cab Outdoorsman	47	46	45	43	41	36
Mega Cab Laramie	47	46	45	43	41	36
deduct w/o AutoTran	2	2	2	2	2	2

RAM 1500 4WD	24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST	42	41	40	39	37	32
Reg Cab SLT	46	45	44	42	40	35
Reg Cab Outdoorsman	44	43	42	41	39	34
Reg Cab Sport	45	44	43	42	40	35
Quad Cab ST	48	47	46	45	43	37
Quad Cab SLT	48	47	46	45	43	37
Quad Cab Lone Star	47	46	45	44	42	36
Quad Cab Big Horn	47	46	45	44	42	36
Quad Cab Outdoorsman	48	47	46	45	43	37
Quad Cab Sport	47	46	45	44	42	36
Quad Cab Laramie	47	46	45	43	41	36
Crew Cab ST	51	50	49	47	45	39
Crew Cab SLT	50	49	48	46	44	38
Crew Cab Lone Star	48	47	46	45	43	37
Crew Cab Big Horn	48	47	46	45	43	37
Crew Cab Outdoorsman	49	48	47	45	43	38
Crew Cab Sport	47	46	45	44	42	37
Crew Cab Laramie	47	46	45	43	41	35

2011 New Chrysler Light Duty Commercial Vehicles

DODGE CAB AND CHASSIS							
RAM 2500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab ST	42	41	40	39	37	32
	Reg Cab SLT	40	39	38	37	35	31
	Reg Cab Outdoorsman	40	39	38	37	35	31
	Crew Cab ST	47	46	45	43	41	36
	Crew Cab SLT	43	42	41	40	38	33
	Crew Cab Lone Star	43	42	41	39	37	33
	Crew Cab Big Horn	43	42	41	40	38	33
	Crew Cab Outdoorsman	43	42	41	40	38	33
	Crew Cab Laramie	45	44	43	42	40	34
	Mega Cab SLT	45	44	43	42	40	35
	Mega Cab Lone Star	45	44	43	41	39	34
	Mega Cab Big Horn	45	44	43	41	39	34
	Mega Cab Outdoorsman	45	44	43	42	40	34
	Mega Cab Laramie	46	45	44	42	40	35
	deduct w/o AutoTran	2	2	2	2	2	2

RAM 3500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
	Reg Cab ST	50	49	48	47	45	39
	Reg Cab SLT	47	46	45	44	42	37
	Crew Cab ST	53	52	51	49	47	41
	Crew Cab SLT	48	47	46	45	43	37
	Crew Cab Lone Star	47	46	45	44	42	36
	Crew Cab Big Horn	47	46	45	44	42	36
	Crew Cab Outdoorsman	49	48	47	46	44	38
	Crew Cab Laramie	49	48	47	46	44	38
	Mega Cab SLT	50	49	48	47	45	39
	Mega Cab Lone Star	50	49	48	46	44	38
	Mega Cab Big Horn	50	49	48	46	44	38
	Mega Cab Outdoorsman	52	51	50	48	46	40
	Mega Cab Laramie	51	50	49	48	46	40
	deduct w/o AutoTran	2	2	2	2	2	2

2010 New Chrysler Light Duty Commercial Vehicles

DODGE CAB AND CHASSIS							
RAM 1500 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		33	32	31	30	28	24
Reg Cab TRX		37	36	35	33	31	27
Reg Cab SLT		37	36	35	33	31	27
Reg Cab Sport		35	34	33	32	30	26
Quad Cab ST		38	37	36	35	33	28
Quad Cab TRX		38	37	36	35	33	28
Quad Cab SLT		38	37	36	34	32	28
Quad Cab Sport		38	37	36	34	32	28
Quad Cab Laramie		35	34	33	32	30	26
Crew Cab ST		43	42	41	39	37	32
Crew Cab TRX		40	39	38	36	34	30
Crew Cab SLT		39	38	37	36	34	29
Crew Cab Sport		38	37	36	35	33	29
Crew Cab Laramie		36	35	34	32	30	26

RAM 2500 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		28	27	26	25	23	20
Reg Cab SLT		28	27	26	25	23	20
Crew Cab ST		32	31	31	30	28	24
Crew Cab TRX		30	29	29	28	26	22
Crew Cab SLT		29	28	28	27	25	22
Crew Cab Laramie		30	29	29	28	26	23
Mega Cab SLT		31	30	30	29	27	23
Mega Cab Laramie		31	30	30	29	27	23
deduct w/o AutoTran		2	2	2	2	2	2

RAM 3500 2WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		35	34	33	32	30	26
Reg Cab SLT		33	32	31	30	28	24
Crew Cab ST		40	39	38	37	35	30
Crew Cab SLT		37	36	35	33	31	27
Crew Cab Laramie		37	36	35	33	31	27
Mega Cab SLT		38	37	36	34	32	28
Mega Cab Laramie		37	36	35	34	32	27
deduct w/o AutoTran		2	2	2	2	2	2

RAM 1500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		36	35	34	32	30	26
Reg Cab TRX		38	37	36	35	33	28
Reg Cab SLT		37	36	35	33	31	27
Reg Cab Sport		38	37	36	34	32	28
Quad Cab ST		40	39	38	37	35	30
Quad Cab TRX		40	39	38	37	35	30
Quad Cab SLT		39	38	37	36	34	29
Quad Cab Sport		40	39	38	36	34	30
Quad Cab Laramie		37	36	35	34	32	27
Crew Cab ST		42	41	40	39	37	32
Crew Cab TRX		42	41	40	38	36	31
Crew Cab SLT		38	37	36	35	33	29
Crew Cab Sport		41	40	39	37	35	30
Crew Cab Laramie		37	36	35	33	31	27

2010 New Chrysler Light Duty Commercial Vehicles

DODGE CAB AND CHASSIS							
RAM 2500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		32	31	30	29	27	24
Reg Cab SLT		31	30	30	29	27	23
Crew Cab ST		38	37	36	34	32	28
Crew Cab TRX		36	35	34	32	30	26
Crew Cab SLT		36	35	34	32	30	26
Crew Cab Laramie		35	34	33	32	30	26
Mega Cab SLT		36	35	34	33	31	27
Mega Cab Laramie		36	35	34	33	31	27
deduct w/o AutoTran		2	2	2	2	2	2

RAM 3500 4WD		24 mo	27 mo	30 mo	36 mo	39 mo	48 mo
Reg Cab ST		38	37	36	35	33	29
Reg Cab SLT		36	35	34	33	31	27
Crew Cab ST		45	44	43	41	39	33
Crew Cab SLT		40	39	38	37	35	30
Crew Cab Laramie		40	39	38	37	35	30
Mega Cab SLT		43	42	41	39	37	32
Mega Cab Laramie		41	40	39	37	35	31
deduct w/o AutoTran (ex Mega Cab SLT)		2	2	2	2	2	2

New GM Models

2011 NEW GM MODELS

BUICK	20
CADILLAC	20
CHEVROLET	20
CHEVROLET TRUCKS	20
GMC TRUCKS	21

2010 NEW GM MODELS

BUICK	23
CADILLAC	23
CHEVROLET	23
CHEVROLET TRUCKS	23
GMC TRUCKS	24

GMC TRUCKS

	12	24	27	30	36	39	48
SAVANA PASSENGER							
3dr Van 1500 LS	29	29	27	26	24	23	21
3dr Van 1500 LT	31	31	29	28	26	25	23
3dr Van 2500 LS	29	29	27	26	24	23	21
3dr Van 2500 LT	31	31	29	28	26	25	23
3dr Van 3500 135wb LS	29	29	27	26	24	23	21
3dr Van 3500 135wb LT	30	30	28	27	25	24	22
3dr Van 3500 155wb LS (w/o ZP3)	28	28	27	26	24	23	21
3dr Van 3500 155wb LT (w/o ZP3)	30	30	28	27	25	24	22
deduct with Conversion	4	4	4	4	4	4	4
Cutaway/High Cube (see Light Duty Commercial Section)							
SAVANA PASSENGER AWD							
3dr Van 1500 135wb LS	32	32	30	29	27	26	23
3dr Van 1500 135wb LT	32	32	31	30	28	26	23
deduct with Conversion	4	4	4	4	4	4	4
Cutaway/High Cube (see Light Duty Commercial Section)							
SIERRA 1500 2WD							
Reg Cab Work Truck	38	38	37	36	34	33	30
Reg Cab SLE	36	36	35	34	32	31	28
Ext Cab Work Truck	39	39	38	37	35	33	30
Ext Cab SL	41	41	40	39	37	35	32
Ext Cab SLT	41	41	40	39	37	35	32
Ext Cab SLE	40	40	39	38	36	34	31
Crew Cab Work Truck	40	40	39	38	36	34	31
Crew Cab SL	43	43	42	41	39	37	33
Crew Cab SLE	41	41	40	39	37	35	32
Crew Cab SLT	39	39	38	37	35	33	30
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 1500 DENALI 2WD							
Crew Cab	41	41	40	39	37	35	32
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 1500 HYBRID 2WD							
Crew Cab 3HA	44	44	42	41	39	37	33
Crew Cab 3HB	43	43	41	40	38	36	32
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 2500HD 2WD							
Reg Cab Work Truck	32	32	31	31	30	28	25
Reg Cab SLE	36	36	35	34	32	31	28
Ext Cab Work Truck	37	37	36	35	33	32	29
Ext Cab SLE	39	39	38	37	35	33	30
Ext Cab SLT	41	41	40	39	37	35	31
Crew Cab Work Truck	46	46	45	44	42	40	36
Crew Cab SLE	45	45	44	43	41	39	35
Crew Cab SLT	46	46	45	44	42	40	36
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 3500HD 2WD							
Reg Cab SRW Work Truck	36	36	35	34	33	31	28
Reg Cab DRW Work Truck	36	36	35	34	33	31	28
Reg Cab SRW SLE	40	40	39	38	36	34	31
Reg Cab DRW SLE	40	40	39	38	36	34	31
Ext Cab SRW Work Truck	40	40	39	38	36	34	31
Ext Cab DRW Work Truck	40	40	39	38	36	34	31
Ext Cab SRW SLE	41	41	40	39	37	35	32
Ext Cab DRW SLE	41	41	40	39	37	35	32
Ext Cab SRW SLT	43	43	42	41	39	37	33
Ext Cab DRW SLT	43	43	42	41	39	37	33
Crew Cab SRW Work Truck	47	47	45	44	42	40	36
Crew Cab DRW Work Truck	48	48	46	45	43	41	37
Crew Cab SRW SLE	47	47	46	45	43	41	37
Crew Cab DRW SLE	46	46	44	43	41	39	36
Crew Cab SRW SLT	47	47	45	44	42	40	36
Crew Cab DRW SLT	46	46	45	44	42	40	36
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 1500 4WD							
Reg Cab Work Truck	43	43	42	41	39	37	33
Reg Cab SLE	41	41	40	39	37	35	32
Ext Cab Work Truck	43	43	42	41	39	37	33
Ext Cab SL	46	46	45	44	42	40	36
Ext Cab SLE	46	46	44	43	41	39	35
Ext Cab SLT	44	44	43	42	40	38	34
Crew Cab Work Truck	42	42	41	40	38	36	33
Crew Cab SL	46	46	45	44	42	40	36
Crew Cab SLE	46	46	44	43	41	39	35
Crew Cab SLT	42	42	41	40	38	36	33
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 1500 DENALI 4WD							
Crew Cab	45	45	44	43	41	39	35
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 1500 HYBRID 4WD							
Crew Cab 3HA	48	48	46	45	43	41	36
Crew Cab 3HB	46	46	44	43	41	39	34
Cab and Chassis (see Light Duty Commercial Section)							
SIERRA 2500HD 4WD							
Reg Cab Work Truck	39	39	38	37	35	33	30
Reg Cab SLE	42	42	41	40	38	36	32
Ext Cab Work Truck	41	41	40	39	37	35	32
Ext Cab SLE	42	42	41	40	38	36	32
Ext Cab SLT	43	43	42	41	39	37	33
Crew Cab Work Truck	50	50	49	48	46	44	39
Crew Cab SLE	48	48	46	45	43	41	37
Crew Cab SLT	48	48	47	46	44	42	37
Cab and Chassis (see Light Duty Commercial Section)							

GMC TRUCKS

	12	24	27	30	36	39	48
SIERRA 3500HD 4WD							
Reg Cab SRW Work Truck	39	39	38	37	35	33	30
Reg Cab DRW Work Truck	39	39	38	37	35	33	30
Reg Cab SRW SLE	43	43	41	40	38	36	33
Reg Cab DRW SLE	43	43	41	40	38	36	33
Ext Cab SRW Work Truck	45	45	43	42	40	38	35
Ext Cab DRW Work Truck	45	45	43	42	40	38	35
Ext Cab SRW SLE	47	47	45	44	42	40	36
Ext Cab DRW SLE	45	45	44	43	41	39	35
Ext Cab SRW SLT	47	47	45	44	42	40	36
Ext Cab DRW SLT	47	47	45	44	42	40	36
Crew Cab SRW Work Truck	49	49	48	47	45	43	38
Crew Cab DRW Work Truck	49	49	48	47	45	43	38
Crew Cab SRW SLE	50	50	48	47	45	43	39
Crew Cab DRW SLE	48	48	46	45	43	41	37
Crew Cab SRW SLT	49	49	48	47	45	43	38
Crew Cab DRW SLT	48	48	47	46	44	42	38
Cab and Chassis (see Light Duty Commercial Section)							
TERRAIN 2WD							
4dr Wgn SLE1	48	48	46	45	42	40	35
4dr Wgn SLE2	46	46	44	43	41	39	34
4dr Wgn SLT1	46	46	44	43	41	39	34
4dr Wgn SLT2	45	45	43	42	39	37	33
TERRAIN AWD							
4dr Wgn SLE1	48	48	46	45	43	41	36
4dr Wgn SLE2	47	47	45	44	42	40	36
4dr Wgn SLT1	47	47	45	44	42	40	36
4dr Wgn SLT2	45	45	43	42	40	38	35
YUKON 2WD							
4dr Wgn SLE	38	38	37	36	35	33	30
4dr Wgn SLT	39	39	38	37	36	34	31
4dr Wgn Denali	46	46	45	44	42	40	36
deduct with Conversion	4	4	4	4	4	4	4
YUKON 4WD							
4dr Wgn SLE	38	38	37	36	35	33	30
4dr Wgn SLT	41	41	40	39	37	35	32
4dr Wgn Denali	44	44	43	42	40	38	35
deduct with Conversion	4	4	4	4	4	4	4
YUKON HYBRID 2WD							
4dr Wgn	44	44	42	41	39	37	34
4dr Wgn Denali	48	48	46	45	43	41	37
deduct with Conversion	4	4	4	4	4	4	4
YUKON HYBRID 4WD							
4dr Wgn	45	45	44	43	41	39	35
4dr Wgn Denali	47	47	45	44	42	40	36
deduct with Conversion	4	4	4	4	4	4	4
YUKON XL 2WD							
4dr Wgn 1500 SLE	38	38	37	36	35	33	30
4dr Wgn 1500 SLT	38	38	37	36	35	33	30
4dr Wgn 2500 SLE	39	39	38	37	35	34	31
4dr Wgn 2500 SLT	41	41	40	39	38	36	33
4dr Wgn Denali	41	41	40	39	37	35	32
deduct with Conversion	4	4	4	4	4	4	4
YUKON XL 4WD							
4dr Wgn 1500 SLE	39	39	38	37	36	34	31
4dr Wgn 1500 SLT	40	40	39	38	37	35	32
4dr Wgn 2500 SLE	41	41	40	39	37	35	32
4dr Wgn 2500 SLT	42	42	41	40	38	36	33
4dr Wgn Denali	41	41	40	39	38	36	33
deduct with Conversion	4	4	4	4	4	4	4

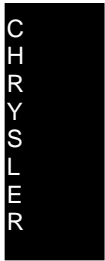
New Chrysler Models

2011 NEW CHRYSLER MODELS

CHRYSLER	27
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2010 NEW CHRYSLER MODELS

CHRYSLER	29
DODGE	29
DODGE TRUCKS	29
JEEP	29



DODGE TRUCKS							
	12	24	27	30	36	39	48
RAM 3500 4WD							
Reg Cab ST	53	53	52	51	50	48	42
Reg Cab SLT	50	50	49	48	47	45	40
Crew Cab ST	56	56	55	54	52	50	44
Crew Cab SLT	51	51	50	49	48	46	40
Crew Cab Lone Star	50	50	49	48	47	45	39
Crew Cab Big Horn	50	50	49	48	47	45	39
Crew Cab Outdoorsman	52	52	51	50	49	47	41
Crew Cab Laramie	52	52	51	50	49	47	41
Mega Cab SLT	53	53	52	51	50	48	42
Mega Cab Lone Star	53	53	52	51	49	47	41
Mega Cab Big Horn	53	53	52	51	49	47	41
Mega Cab Outdoorsman	55	55	54	53	51	49	43
Mega Cab Laramie	54	54	53	52	51	49	43
deduct w/o AutoTran	3	2	2	2	2	2	2
Cab and Chassis (see Light Duty Commercial Section)							
JEEP							
	12	24	27	30	36	39	48
GRAND CHEROKEE 2WD							
4dr Wgn Laredo *	50	50	48	47	45	43	38
4dr Wgn Limited	48	48	46	45	43	41	36
4dr Wgn Overland	48	48	46	45	43	41	36
GRAND CHEROKEE 4WD							
4dr Wgn Laredo *	52	52	50	49	47	45	39
4dr Wgn Limited	48	48	47	46	44	42	37
4dr Wgn Overland	49	49	47	46	44	42	37
LIBERTY 2WD							
4dr Wgn Sport	46	46	44	43	40	38	33
4dr Wgn Sport Jet	47	47	45	44	41	39	34
4dr Wgn Limited	47	47	45	44	41	39	34
4dr Wgn Limited Jet	47	47	45	44	41	39	34
LIBERTY 4WD							
4dr Wgn Sport	47	47	45	43	40	38	34
4dr Wgn Sport Jet	48	48	46	44	41	39	34
4dr Wgn Renegade	45	45	43	42	39	37	33
4dr Wgn Limited	48	48	46	45	42	40	35
4dr Wgn Limited Jet	47	47	45	44	41	39	34
PATRIOT 2WD							
4dr Wgn Sport	48	48	46	45	43	41	36
4dr Wgn Latitude	48	48	46	45	43	41	36
4dr Wgn Latitude X	50	50	48	47	45	43	38
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2
PATRIOT 4WD							
4dr Wgn Sport	52	52	50	49	46	44	39
4dr Wgn Latitude	52	52	50	49	46	44	39
4dr Wgn Latitude X	50	50	48	47	45	43	38
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2
WRANGLER 4WD							
2dr Conv Sport	65	65	63	62	60	58	52
2dr Conv Sahara	62	62	60	59	57	55	51
2dr Conv Rubicon	61	61	60	59	57	55	50
4dr Conv Unlimited Sport	62	62	60	59	57	55	50
4dr Conv Unlimited Sahara	60	60	59	58	56	54	49
4dr Conv Unlimited Rubicon	60	60	58	57	55	53	48
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2

*** NOTE TO DEALERS ONLY:**

2011 Jeep Grand Cherokee Laredo 2WD & 4WD: Add 3 points to 36 month residual only

JEEP	12	24	27	30	36	39	48
COMPASS 4WD							
4dr Wgn SportX	44	44	42	41	39	37	33
4dr Wgn Latitude	39	39	37	36	34	32	29
4dr Wgn Sport	37	37	36	35	33	32	29
4dr Wgn Limited	39	39	37	36	34	32	29
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2
GRAND CHEROKEE 2WD							
4dr Wgn Laredo	34	34	33	32	30	28	24
4dr Wgn Limited	39	39	37	36	33	31	27
GRAND CHEROKEE 4WD							
4dr Wgn Laredo	35	35	33	32	30	28	24
4dr Wgn Limited	38	38	36	35	33	31	26
4dr Wgn SRT-8	47	47	45	43	40	38	33
LIBERTY 2WD							
4dr Wgn Sport	38	38	36	35	33	31	28
4dr Wgn Limited	39	39	37	36	34	32	28
LIBERTY 4WD							
4dr Wgn Sport	38	38	36	35	33	31	28
4dr Wgn Renegade	36	36	35	34	32	30	26
4dr Wgn Limited	39	39	37	36	34	32	28
PATRIOT 2WD							
4dr Wgn SportX	38	38	37	37	36	34	30
4dr Wgn Latitude	36	36	35	35	34	32	29
4dr Wgn Sport	36	36	35	35	34	32	29
4dr Wgn Limited	41	41	40	39	38	36	32
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2
PATRIOT 4WD							
4dr Wgn SportX	41	41	40	39	38	36	32
4dr Wgn Latitude	39	39	38	37	36	34	31
4dr Wgn Sport	39	39	38	37	36	34	31
4dr Wgn Limited	40	40	39	38	37	35	32
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran	3	2	2	2	2	2	2
WRANGLER 2WD							
4dr Conv Unlimited Sport	50	50	49	48	46	44	40
4dr Conv Unlimited Sahara	48	48	47	46	44	42	38
WRANGLER 4WD							
2dr Conv Islander	50	50	49	48	46	44	40
2dr Conv Sport	51	51	50	49	47	45	41
2dr Conv Mountain	48	48	47	46	45	43	39
2dr Conv Sahara	52	52	51	50	48	46	42
2dr Conv Rubicon	50	50	49	48	46	44	40
4dr Conv Unlimited Sport	49	49	48	47	46	44	40
4dr Conv Unlimited Islander	48	48	47	46	44	42	38
4dr Conv Unlimited Mountain	47	47	46	45	43	41	38
4dr Conv Unlimited Sahara	50	50	49	48	47	45	41
4dr Conv Unlimited Rubicon	49	49	48	47	45	43	40
deduct w/o AirCond	3	3	3	3	3	2	2
deduct w/o AutoTran (ex 2dr Islander & Mtn)	3	2	2	2	2	2	2

New Suzuki Models

2011 NEW SUZUKI MODELS

SUZUKI 32

2010 NEW SUZUKI MODELS

SUZUKI 33



SUZUKI	12	24	27	30	36	39	48
EQUATOR 2WD							
61A2B Ext Cab I4 MT	41	41	39	38	36	34	31
61A2C Ext Cab I4 Comfort MT	43	43	41	40	38	36	32
61A8F Ext Cab I4 Premium AT	48	48	46	44	41	39	35
63A8S Crew Cab V6 Sport	50	50	48	46	43	41	38
EQUATOR 4WD							
62AFS Ext Cab V6 Sport	50	50	48	47	44	42	38
64AFS Crew Cab V6 Sport	52	52	50	48	45	43	39
63AFM Crew Cab V6 RMZ-4	51	51	49	48	45	43	38
GRAND VITARA 2WD							
L1NB3S 4dr Wgn MT	42	42	40	39	36	34	29
L1NB3T 4dr Wgn AT Premium	43	43	41	40	37	35	31
L1NB4X 4dr Wgn Limited	51	51	49	47	43	41	36
GRAND VITARA 4WD							
L1NB5S 4dr Wgn AT Premium	48	48	46	44	40	38	34
L1NB5T 4dr Wgn AT Premium w/Alloys	49	49	47	45	41	39	34
L2NB5X 4dr Wgn Limited	54	54	52	50	46	44	38
KIZASHI							
6B233B 4dr Sdn S MT	51	51	50	49	47	45	39
6B239B 4dr Sdn S CVT	50	50	48	47	45	43	38
6B239C 4dr Sdn SE CVT	52	52	51	50	48	46	40
6B233S 4dr Sdn GTS Sport MT	52	52	51	50	48	46	40
6B239S 4dr Sdn GTS Sport CVT	53	53	51	50	48	46	41
6B2336 4dr Sdn SLS Sport MT	51	51	50	49	47	45	40
6B2396 4dr Sdn SLS Sport CVT	52	52	51	50	48	46	40
6B23VB 4dr Sdn S AWD	54	54	52	51	48	46	41
6B23VC 4dr Sdn SE AWD	55	55	53	52	49	47	42
6B23VS 4dr Sdn GTS Sport AWD	55	55	53	52	49	47	42
6B23V6 4dr Sdn SLS Sport AWD	54	54	52	51	48	46	41
SX4							
H3NB14 5dr HB Sportback MT	55	55	52	50	45	42	35
H3NB64 5dr HB Sportback CVT	55	55	52	50	45	42	35
H3NB13 5dr HB Sportback Technology MT	57	57	54	51	46	43	36
H3NB63 5dr HB Sportback Technology CVT	57	57	54	51	46	43	36
H3NB21 5dr HB MT AWD	54	54	51	48	43	40	34
H3NB71 5dr HB Premium CVT AWD	54	54	51	49	44	41	34
H3NB22 5dr HB Technology MT AWD	56	56	53	51	46	43	36
H3NB72 5dr HB Technology CVT AWD	57	57	54	51	46	43	36
S3LB1H 4dr Sdn MT	54	54	51	49	44	41	34
S3LB1J 4dr Sdn LE MT	55	55	52	49	44	41	35
S3LB4F 4dr Sdn LE Anniversary Ed CVT	52	52	49	47	42	39	33
S3LB1N 4dr Sdn Sport S MT	58	58	55	52	47	44	37
S3LB6N 4dr Sdn Sport SE CVT	59	59	56	53	48	45	37
S3LB67 4dr Sdn Sport GTS CVT	56	56	53	50	45	42	35

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SUZUKI

SUZUKI	12	24	27	30	36	39	48
EQUATOR 2WD							
61A2B Ext Cab I4 MT	33	33	32	31	29	27	24
61A2C Ext Cab I4 Comfort MT	35	35	34	33	31	29	26
61A8F Ext Cab I4 Premium AT	41	41	39	38	35	33	30
62A8S Ext Cab V6 Sport	41	41	39	38	35	33	30
63A8S Crew Cab V6 Sport	43	43	41	40	37	35	32
EQUATOR 4WD							
62AFS Ext Cab V6 Sport	43	43	41	40	37	35	32
64AFS Crew Cab V6 Sport	45	45	43	42	39	37	33
63AFM Crew Cab V6 RMZ-4	43	43	41	40	38	36	32
63AFN Crew Cab V6 RMZ-4 Sport	44	44	42	41	38	36	32
GRAND VITARA 2WD							
LNB36 4dr Wgn MT	33	33	32	31	29	27	23
LNB46 4dr Wgn AT Premium	35	35	33	32	29	27	24
LNB4V 4dr Wgn XSport	38	38	36	35	32	30	27
LNB4X 4dr Wgn Limited	40	40	38	36	33	31	27
GRAND VITARA 4WD							
LLNBST 4dr Wgn AT Premium	39	39	37	35	32	30	27
LLNB56 4dr Wgn Special Edition	38	38	36	35	32	30	26
L2MCEV 4dr Wgn V6 XSport	43	43	41	39	36	34	29
L2M5C 4dr Wgn Limited	41	41	39	38	35	33	29
L2MCEX 4dr Wgn V6 Limited	43	43	41	40	37	35	29
KIZASHI							
6B233B 4dr Sdn S MT	41	41	39	38	36	34	30
6B239B 4dr Sdn S CVT	42	42	41	40	38	36	32
6B239C 4dr Sdn SE CVT	43	43	42	41	39	37	32
6B2333 4dr Sdn GTS MT	43	43	42	41	39	37	32
6B2393 4dr Sdn GTS CVT	44	44	42	41	39	37	33
6B2334 4dr Sdn SLS MT	42	42	41	40	38	36	32
6B2394 4dr Sdn SLS CVT	43	43	42	41	39	37	32
6B23VB 4dr Sdn S AWD	44	44	43	42	40	38	33
6B23VC 4dr Sdn SE AWD	45	45	44	43	41	39	34
6B23V3 4dr Sdn GTS AWD	46	46	44	43	41	39	34
6B23V4 4dr Sdn SLS AWD	45	45	43	42	40	38	33
SX4							
H3NB11 5dr HB MT	42	42	40	38	35	33	27
H3NB61 5dr HB CVT	43	43	41	39	35	33	28
H3NB61 5dr HB Technology CVT	46	46	44	42	38	35	29
H3NB21 5dr HB MT AWD	45	45	42	40	36	34	29
H3NB71 5dr HB CVT AWD	45	45	43	41	37	35	29
H3NB71 5dr HB Technology CVT AWD	47	47	45	43	39	36	29
H3NB72 5dr HB Touring CVT AWD	46	46	43	41	37	35	29
H3NB14 5dr HB Sportback MT	49	49	46	44	40	37	30
H3NB64 5dr HB Sportback CVT	49	49	46	44	40	37	30
S3LB1H 4dr Sdn MT	44	44	42	40	37	35	29
S3LB1J 4dr Sdn LE MT	46	46	43	41	37	35	29
S3LB6J 4dr Sdn LE Popular Pkg AT	43	43	41	39	35	33	28
S3LB1N 4dr Sdn Sport S MT	50	50	47	45	40	37	31
S3LB6N 4dr Sdn Sport S CVT	49	49	46	44	40	37	30
S3LV6N 4dr Sdn Sport SE CVT	49	49	46	44	40	37	31
S3LB62 4dr Sdn Sport GTS CVT	47	47	44	42	38	35	29

New Saab Models

2011 NEW SAAB MODELS

SAAB	35
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2010 NEW SAAB MODELS

SAAB	36
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SAAB		12	24	27	30	36	39	48
9-3 CONVERTIBLE								
	2dr Conv	46	46	43	41	37	35	30
	2dr Conv Aero	44	44	42	40	36	34	29
deduct	w/o AutoTran	3	2	2	2	2	2	2
9-3 SERIES								
	4dr Sdn	47	47	44	42	37	35	30
	4dr Sdn XWD	51	51	48	46	41	38	32
	4dr Sdn Aero	44	44	41	39	35	33	27
	4dr Sdn Aero XWD	47	47	44	42	37	35	29
	4dr Wgn	52	52	49	46	40	38	32
	4dr Wgn Aero	50	50	47	44	38	36	30
	4dr Wgn 9-3X	52	52	49	46	40	38	32
deduct	w/o AutoTran	3	2	2	2	2	2	2
9-5 SERIES								
	4dr Sdn Turbo4	50	50	47	45	41	38	32
	4dr Sdn Turbo4 Premium	48	48	45	43	38	36	31
	4dr Sdn Turbo6 XWD	49	49	46	44	39	37	32
	4dr Sdn Aero XWD	48	48	45	43	38	36	31
deduct	w/o AutoTran	3	2	2	2	2	2	2

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SAAB		12	24	27	30	36	39	48
9-3 CONVERTIBLE								
	2dr Conv	40	40	37	35	31	29	24
	2dr Conv Aero	38	38	36	34	30	28	23
deduct	w/o AutoTran	3	2	2	2	2	2	2
9-3 SERIES								
	4dr Sdn	40	40	37	35	31	29	23
	4dr Sdn XWD	42	42	39	37	33	31	25
	4dr Sdn Aero	37	37	35	33	29	27	23
	4dr Sdn Aero XWD	40	40	37	35	31	29	23
	4dr Wgn	43	43	40	37	32	30	25
	4dr Wgn Aero	41	41	38	36	31	29	24
	4dr Wgn 9-3X	46	46	43	40	34	32	26
deduct	w/o AutoTran	3	2	2	2	2	2	2
9-5 SERIES								
	4dr Sdn Aero	40	40	38	36	32	30	25

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