



Residual Value Lease Guide

2025 – 2024 Models

November - December 2024 (v1)

Effective 11-01-24 to 12-02-24

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
10/31/2024	1	All	2025-2024	Initial Publication	11-01-24 to 12-02-24
		Text		Ally National SmartLease Product Sheet	

November 1, 2024 to December 2, 2024

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%
<u>40-month example:</u>								
• 40-month contract term				RVLG	<u>36mo</u> 51%	<u>48mo</u> 46%		
$51 - [(51 - 46) \div 12 \times 4] = 49.3\%$ rounded downward								
Residual for 40-month standard mileage transaction is 49%								
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)								
*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.

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)		
Options	OEM Accessories	Non-OEM Accessories
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		
Options	OEM Accessories	Non-OEM Accessories
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

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This material is the confidential and proprietary information of Ally Financial and may not be shared, duplicated, published, distributed, reproduced, modified or reposted without the express written permission of Ally Financial. Ally will not accept a lease unless the residual value is properly computed using the applicable residual factor and instructions posted on Ally's approved website (currently located at <https://rvla.allydealer.com>).

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

Incentized 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

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	<u>-1,250</u> 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 10,000 lbs. 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.

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.

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	
☒	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 X 0.0291127 = \$873.38 Residual Value X Residual Factor = Residual Value Credit \$13,800 X 0.0263403 = \$363.50 Net Cap Cost Payment – Residual Value Credit = Monthly Payment \$873.38 – \$363.50 = \$509.88
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SmartLease payment factors are provided in the following table.

November 1, 2024 to December 2, 2024

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

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

November 1, 2024 to December 2, 2024

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

November 1, 2024 to December 2, 2024

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
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	2024	GRAND WAGONEER	NISSAN	
2025-2024	STELVIO	FORD		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
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	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	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	SELTO	PORSCHE	
2024	S3/RS 3	2024	RANGER	2025-2024	SORENTO	2025-2024	CAYENNE
2024	S4	GENESIS		2025-2024	SORENTO PHEV	2024	CAYENNE COUPE
2025-2024	S5	2025-2024	G70	2025-2024	SOUL	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
2024	2 SERIES	GMC TRUCKS		2025-2024	DEFENDER	2024	RAM 1500 CLASSIC
2024	2 SERIES GRAN COUPE	2024	ACADIA	2025-2024	DISCOVERY	2024	RAM 2500
2025-2024	3 SERIES	2024	CANYON	2025-2024	DISCOVERY SPORT	2024	RAM 3500
2025-2024	4 SERIES	2024	SAVANA CARGO VAN	2025-2024	RANGE ROVER	SUBARU	
2025-2024	4 SERIES GRAN COUPE	2024	SAVANA PASSENGER	2025-2024	RANGE ROVER EVOQUE	2025-2024	ASCENT
2024	5 SERIES	2025-2024	SIERRA 1500	2025-2024	RANGE ROVER SPORT	2024	BRZ
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	2024	IMPREZA WAGON
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	2024	YUKON	2024	LC	2024	WRX
2025-2024	M8	2024	YUKON XL	2024	LS	TOYOTA	
2024	M8 GRAN COUPE	HONDA		2024	LX	2024	4RUNNER
2025-2024	X1	2025-2024	ACCORD	2025-2024	NX	2024	CAMRY
2025-2024	X2	2025-2024	CIVIC	2025-2024	NX PHEV	2025-2024	CAMRY HYBRID
2024	X3	2025-2024	CRV	2024	RC	2025-2024	COROLLA/ HATCHBACK
2024	X3 M	2025-2024	HRV	2024	RC F	2025-2024	COROLLA CROSS/HYBRID
2025-2024	X4	2025-2024	ODYSSEY	2024	RX	2024	COROLLA HYBRID
2025-2024	X4 M	2025-2024	PASSPORT	2024	TX	2025-2024	CROWN
2025-2024	X5	2025-2024	PILOT	2025-2024	UX	2025	CROWN SIGNIA
2025-2024	X5 M	2025-2024	RIDGELINE	LINCOLN		2024	GRAND HIGHLANDER/HYBRID
2025-2024	X6 M	HYUNDAI		2025-2024	AVIATOR	2024	GR86
2025-2024	X7	2025-2024	ELANTRA	2025-2024	CORSAIR	2024	GR COROLLA
2025-2024	Z4	2025-2024	KONA	2025-2024	NAUTILUS	2024	HIGHLANDER
BUICK		2025-2024	PALISADE	2024	NAVIGATOR	2024	HIGHLANDER HYBRID
2025-2024	ENCLAVE	2025-2024	SANTA CRUZ	MAZDA		2025-2024	LAND CRUISER
2025-2024	ENCORE GX	2025-2024	SANTA FE	2025-2024	CX-30	2024	RAV4
2025-2024	ENVISION	2025-2024	SANTA FE HYBRID	2025-2024	CX-5	2024	RAV4 HYBRID
2025	ENVISTA	2024	SANTA FE PHEV	2025	CX-50	2024	RAV4 PRIME
CADILLAC		2025-2024	SONATA	2025-2024	CX-90	2025-2024	SEQUOIA
2025-2024	CT4	2025-2024	TUCSON	2025	CX-70/ CX-70 PHEV	2024	SIENNA
2025-2024	CT5	2025-2024	TUCSON HYBRID	2025-2024	MAZDA3	2025-2024	SUPRA
2024	ESCALADE	2025-2024	TUCSON PHEV	2024	MAZDA6	2024	TACOMA
2025-2024	XT4	2024	VENUE	2024	MX-5 MIATA	2025-2024	TUNDRA
2025-2024	XT5	INFINITI		MERCEDES-BENZ		2025-2024	TUNDRA HYBRID
2025-2024	XT6	2024	Q50	2025-2024	C-CLASS/COUPE	2024	VENZA
CHEVROLET		2025-2024	QX50	2025-2024	CLA	VOLKSWAGEN	
2024	CAMARO	2025-2024	QX55	2024	CLE	2024	ARTEON
2025-2024	CORVETTE CONVERTIBLE	2025-2024	QX60	2025-2024	E-CLASS/COUPE/WAGON	2024	ATLAS
2025-2024	CORVETTE COUPE	2025-2024	QX80	2025-2024	GLA	2024	ATLAS CROSS SPORT
2025-2024	MALIBU			2025-2024	GLB	2024	GLI
CHEVROLET TRUCKS				2025-2024	GLC/COUPE	2024	GOLF R
2025-2024	BLAZER			2025-2024	GLE/COUPE/PHEV	2024	GTI
2024	COLORADO			2025-2024	GLS	2024	JETTA SEDAN
2025-2024	EQUINOX			2025-2024	S-CLASS	2024	TAOS
2024	EXPRESS CARGO VAN			2024	SL	2024	TIGUAN
2024	EXPRESS PASSENGER			2024	SPRINTER CARGO	VOLVO	
2025-2024	SILVERADO 1500			2024	SPRINTER CREW	2025-2024	S60
2025-2024	SILVERADO 2500HD			2024	SPRINTER PASSENGER	2025-2024	S90
2025-2024	SILVERADO 3500HD			MINI		2025-2024	V60/V60 CROSS COUNTRY
2024	SUBURBAN			2024	COOPER CLUBMAN	2025-2024	V90 CROSS COUNTRY
2024	TAHOE			2024	COOPER CONVERTIBLE	2025-2024	XC40
2025-2024	TRAVERSE			2025-2024	COOPER COUNTRYMAN/PHEV	2025-2024	XC60
2024	TRAVERSE LIMITED			2025-2024	COOPER HARDTOP	2025-2024	XC90
2025-2024	TRAILBLAZER						
2025-2024	TRAX						



SmartLease - Consumer & Commercial

Effective Date: November 1, 2024

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.



2025 – 2024 Models Effective 11-01-24 to 12-02-24

Ally New Residuals – Click on Ally Residual Values Link - (110124 - 120224 Ally Residual Values.xlsx)

November 1, 2024 to December 2, 2024



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