

## Tesla Taxi 3/4-year buy out

In simple terms – people that rent from us (TeslaTaxi.com.au) for more than 24-months will have a 1-year or 2-year buy out option...

For example – if in 2022 you rent this car;



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⊕ Compare

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### 2019 Tesla Model 3 Standard Range Plus Auto

**\$63,000\***

Excl. Govt. Charges

- 72,200 km
- AC190kW
- Sedan
- Electric (range: 470 km)

History and pricing on this car - FACTS+

Private Seller Car  
NSW

Contact seller

View details

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After 24-months we can 'assume^' the car will be 'worth^^' \$41,000

In this case – if, on month 25 of your rental; you want to 'buy-out' the car, we can flip from 'rental' to 'payments' at the rate of \$800\*\*\* per week – this will have the car paid out in 12-months. [i.e. on month-36 total from start date]

**Details:**

\*\*\*; \$800 per week is \$600 per week 'payments' and \$200 per week 'running costs'

In this deal you will be putting  $52 \times \$600 = \$31,200$  to pay off the car, the owner will offer a \$9,800 discount from what the car is 'worth^^' on month 25 of your rental and the \$200 per week will cover the rego and insurance (from the time you are 'buying' the car, you will be paying for tyres and other 'normal' things that an owner would cover)

^^What the car is 'worth' is the average of the 5x lowest priced cars the 'same' on CarSales.com.au at the time you ask for a buy-out (full details on this are provided with the full rental contract)

***Owner discount and 2-year buy-out;***

If the owner is taking a \$800 per week 12-month buy out, he must offer not less than \$9k off what the car is 'worth^^' – but, if he is taking a 2-year buy out, he will only offer \$4.5k[max] off and also the \$200 per week 'running costs' will be \$250 per week...

i.e. on the same \$41,000 car, the owner (on 2-years buy out) will take say \$580 per week, with only \$330 per week going to buy out the car;  **$104 \times \$330 = \$34,320$  in payments and \$4.5k off \$41k = 'cash balance' of \$2,180 to finish buying the car.**

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**25-month buy-out;**

If you rent the car for 24-months and want to buy it out on month-25, the value will be 'what the car is worth' less a \$6k discount.

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**Market comparison;**

As of 18/07/2022 only one other business (that we know of) that is offer a 'rent to own' Tesla option – this 'other' option is a 48-month 'contract' and if you want to buy-out on month-25 your buy-out value would be over \$58k (not a good deal in our opinion) – on month 36 that deal would offer a buy-out value of \$31k (not a 'super bad' deal, but we think our offers as detailed above are better for the renter at any term from month 25~48...)