

Sunshine & Set Automotive

4200 International Drive, Orlando, FL 32819 | (407) 555-1800 | License MV-103447

BUYER'S ORDER

Deal #:	10099	Date:	March 21, 2027
Stock #:	N26043	Salesperson:	Marcus Bell

BUYER

Name:	Andrew Ortiz	Phone:	(321) 555-0743
Address:	1847 Crane Creek Blvd, Melbourne, FL 32901	DOB:	08/14/1989
DL #:	O274-819-89-147-0	County:	Brevard

Email: A.Ortiz@home.com

NEW VEHICLE

Year/Make/Model:	2027 Ford F-150 XL	Type:	New
VIN:	18TD0REAP8F6D030D	Stock #:	N26043
Exterior Color:	Oxford White	Interior:	Medium Dark Slate
Odometer:	12 miles		

PRICE AND CHARGES

Description	Amount
Vehicle Selling Price	\$39,244
Documentation Fee	\$899
Theft Deterrent	\$1,495
Windshield Protection	\$1,295
Dent Repair	\$1,745
Florida Sales Tax (Brevard County)	\$2,104.83
Estimated Tag, Title & Registration Fees	\$419
Total Charges	\$47,201.83

TRADE-IN

Description	Amount
Trade-In: 2023 Ford Escape SE	
Trade VIN: GGR1NNSM3GZ64GLM2	
Trade Allowance	\$10,074
Less: Payoff to Bank of America Auto	(\$7,258)
Net Trade Credit	\$2,816

	Amount
Total Charges	\$47,201.83
Less: Net Trade Credit	(\$2,816)
Balance Due	\$44,385.83
Less: Amount Financed (Chase Auto)	(\$37,596)
Cash Due at Delivery	\$6,789.83

Buyer acknowledges that all figures above are final and agrees to the terms of this purchase.

Buyer Signature
 Andrew Ortiz
 Date: March 21, 2027

Dealer Representative
 Marcus Bell
 Date: March 21, 2027

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F&I; RECAP — DEAL APPROVAL

Deal #:	10099	F&I Manager:	Sofia Ramirez
Customer:	Andrew Ortiz	Date:	March 21, 2027
Vehicle:	2027 Ford F-150 XL	Stock #:	N26043
VIN:	18TD0REAP8F6D030D	Lender:	Chase Auto

FRONT-END GROSS

Item	Amount
Selling Price	\$39,244
Less: Dealer Invoice Cost	(\$36,579)
Less: Pack (\$500 New Vehicle)	(\$500)
Front-End Gross Profit	\$2,165

BACK-END GROSS

Product / Income Source	Provider	Contract #	Income
Theft Deterrent	National Dealer Services	NDS-TD-881427	\$1,495
Windshield Protection	SafeGuard Products Intl	SGP-WS-220194	\$1,295
Dent Repair	Protective Asset Protection	PAP-DR-557310	\$1,745
Lender Reserve (Chase Auto)			\$1,524
Total Back-End Gross			\$6,059

DEAL GROSS SUMMARY

	Amount
Front-End Gross	\$2,165
Back-End Gross	\$6,059
Total Deal Gross	\$8,224

FINANCING

Item	Detail
Lender	Chase Auto
Amount Financed	\$37,596
Lender Reserve	\$1,524

Contract Date	March 21, 2027
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TRADE-IN SUMMARY

Item	Detail
Trade Vehicle	2023 Ford Escape SE
Trade VIN	GGR1NNSM3GZ64GLM2
Trade Allowance	\$10,074
ACV (Appraised Value)	\$8,607
Over/(Under) Allowance vs ACV	\$1,467
Payoff Amount	\$7,258
Lienholder	Bank of America Auto

F&I; MANAGER APPROVAL

Sofia Ramirez, F&I; Director

Date: March 21, 2027

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RETAIL INSTALLMENT SALE CONTRACT

MOTOR VEHICLE — STATE OF FLORIDA

Creditor-Seller:	Sunshine & Set Automotive	Contract Date:	March 21, 2027
Address:	4200 International Drive, Orlando, FL 32819	Deal #:	10099
Buyer:	Andrew Ortiz	Phone:	(321) 555-0743
Address:	1847 Crane Creek Blvd, Melbourne, FL 32901	County:	Brevard

VEHICLE DESCRIPTION

Year:	2027	Make:	Ford	Model:	F-150 XL
VIN:	18TD0REAP8F6D030D	Stock #:	N26043	New/Used:	New
Odometer:	12	Ext Color:	Oxford White	Int Color:	Medium Dark Slate

ITEMIZATION OF AMOUNT FINANCED

1.	Cash Price (Vehicle)	\$39,244
2.	Documentation Fee	\$899
3.	Theft Deterrent	\$1,495
4.	Windshield Protection	\$1,295
5.	Dent Repair	\$1,745
6.	Florida Sales Tax	\$2,104.83
7.	Tag, Title & Registration (Est.)	\$419
	Total Sale Price	\$47,201.83
8.	Trade-In Allowance (2023 Ford Escape SE)	(\$10,074)
9.	Payoff to Bank of America Auto	\$7,258
	Net Trade-In	(\$2,816)
10.	Cash Down Payment	\$6,789.83
	Amount Financed	\$37,596

ASSIGNEE / LENDER

Lender:	Chase Auto
Lender Address:	1111 Polaris Parkway, Columbus, OH 43240

SIGNATURES

Buyer: Andrew Ortiz
Date: March 21, 2027

Seller: Sunshine & Set Automotive
Date: March 21, 2027

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VEHICLE TRADE-IN APPRAISAL

Deal #:	10099	Appraisal Date:	March 21, 2027
Customer:	Andrew Ortiz	Appraised By:	Trent Holloway

TRADE VEHICLE

Year:	2023	Make:	Ford	Model:	Escape SE
VIN:	GGR1NNSM3GZ64GLM2	Mileage:	47,218	Color:	Magnetic Gray

CONDITION ASSESSMENT

Component	Condition	Notes
Exterior	Good	Minor scratches on rear bumper, small door ding driver side
Interior	Good	Light wear on driver seat, no stains or tears
Mechanical	Good	No warning lights, transmission shifts properly
Tires	Fair	Approximately 40% tread remaining, all four matching
Glass	Good	No chips or cracks

VALUATION

Item	Amount
Actual Cash Value (ACV)	\$8,607
Trade Allowance (Offered to Customer)	\$10,074
Over-Allowance	\$1,467

PAYOFF INFORMATION

Item	Detail
Lienholder	Bank of America Auto
Account Number	XXXX-XXXX-8341
Quoted Payoff Amount	\$7,258
Good-Through Date	April 2, 2027
Per Diem	\$2.41
Title Status	Electronic — FL
Payoff Method	Check — Overnight via FedEx

AUTHORIZATION

I authorize the dealership to pay off the above lien and to take possession of the trade-in vehicle described above.

Customer Signature

Andrew Ortiz

Date: March 21, 2027

Appraiser

Trent Holloway, Used Car Manager

Date: March 21, 2027

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VEHICLE DELIVERY CHECKLIST

Deal #:	10099	Delivery Date:	March 22, 2027
Customer:	Andrew Ortiz	Salesperson:	Marcus Bell
Vehicle:	2027 Ford F-150 XL	VIN:	18TD0REAP8F6D030D

Item	Complete
Buyer's order signed and in jacket	✓
Retail installment contract signed (all copies)	✓
Trade-in documents collected (title/payoff auth)	✓
Proof of insurance on file	✓
Valid driver's license copied	✓
F&I product contracts signed (Theft Det / Windshield / Dent)	✓
Lender stipulations addressed	✓
Odometer disclosure statement signed	✓
Title application (FL HSMV 82040) completed	✓
Temporary tag issued and recorded	✓
Customer received owner's manual and spare keys	✓
Walk-around and feature demonstration completed	✓
Customer survey and delivery satisfaction confirmed	✓

NOTES

Customer took delivery 3/22/2027 at 2:15 PM. All documents complete. Temporary tag #TMP-2027-041882 issued, valid through 4/21/2027. Funding package prepared for submission to Chase Auto.

Customer Acknowledgment

Andrew Ortiz

Date: March 22, 2027

Delivery Coordinator

Marcus Bell

Date: March 22, 2027

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PROOF OF INSURANCE — ON FILE

Item	Detail
Deal #	10099
Insured	Andrew Ortiz
Insurance Company	State Farm Mutual Automobile Insurance
Policy Number	FL-0847291-03
Effective Date	March 21, 2027
Expiration Date	September 21, 2027
Vehicle Covered	2027 Ford F-150 XL
VIN	18TD0REAP8F6D030D
Liability Coverage	\$100,000/\$300,000 BI / \$100,000 PD
Comprehensive Deductible	\$500
Collision Deductible	\$500
Agent	Lorraine Vega, State Farm — Melbourne, FL
Agent Phone	(321) 555-4100
Lender Listed as Lienholder	Yes — Chase Auto, Columbus, OH 43240

Insurance declaration page scanned and saved to deal packet. Original binder provided at delivery.