

# Getting started with Cybercab, solo or pooled

We're Totally Loco Motion — we pooled our own capital into an LLC to buy and run Cybercabs ourselves. This isn't a pitch to join us; it's the exact steps for both paths, so you can pick yours.

|                                                           |                                                           |                                                                   |                                                    |
|-----------------------------------------------------------|-----------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------|
| <b>Sep 3</b><br>Tesla opens 3rd-party fleet interest form | <b>~\$30k</b><br>Musk's stated target retail price / unit | <b>~\$4.5k</b><br>Est. take-home / vehicle / yr, 5-vehicle fleet* | <b>125k+</b><br>Cybercabs Tesla can build per year |
|-----------------------------------------------------------|-----------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------|

\*Our own estimate, not an official figure — see the take-home box below for the math.

## Which path fits you

Full breakdown on the How to Invest page.

|                         | PATH A — SOLO                         | PATH B — POOLED LLC                                         |
|-------------------------|---------------------------------------|-------------------------------------------------------------|
| <b>What you own</b>     | TSLA shares (indirect exposure)       | Physical Cybercab units, via your own LLC                   |
| <b>Capital needed</b>   | Any amount, fractional shares OK      | Enough to buy whole vehicles, split among members           |
| <b>Effort</b>           | Low — open an account, place an order | High — form an entity, coordinate members, operate vehicles |
| <b>Available today?</b> | Yes                                   | Formation yes; vehicle purchase not yet                     |
| <b>Biggest risk</b>     | Ordinary stock-market risk            | Tesla's fleet program may never open on workable terms      |

## The steps, either way

Pick one — or read both before you decide.

### Path A — Go solo

Simplest way to get exposure right now.

- 1 Open a brokerage account**  
Any standard U.S. broker. TSLA is the ticker — there's no separate "Cybercab" stock.
- 2 Fund & buy**  
Standard KYC to open, ACH to fund, then a market or limit order. U.S. equities settle T+1.
- 3 Watch for a direct program**  
If Tesla ever opens direct sales to individuals, not just businesses, you could apply on your own.
- 4 Track catalysts**  
Regulatory filings, production milestones, and Tesla's quarterly updates at [ir.tesla.com](https://ir.tesla.com).

### Path B — Pool & build a fleet

What we actually did.

- 1 Find your crew**  
People you trust, pooling capital toward one goal — this only works with the right people.
- 2 Form your own LLC**  
Articles of Organization, an EIN, and an Operating Agreement covering ownership and reinvestment.
- 3 Apply once Tesla's program opens**  
Nothing to apply to yet — as of Sept 2026 it's an interest form, not a purchase program.
- 4 Buy & enroll vehicles**  
Purchase approved units and enroll them in Tesla's robotaxi network to start earning fares.
- 5 Reinvest & scale**  
Net income buys more units, repeating until you hit your target fleet size.

## What could go wrong

An honest accounting — applies to either path.

### Program risk (the big one for Path B)

Tesla has not committed to selling Cybercabs to third parties. As of Sept 2026, the "Fleet Purchase Program" is only an interest-gathering form — no pricing, eligibility, minimum order size, or launch date has been disclosed. If you're pooling capital toward this, it sits waiting until the program becomes real.

### Regulatory risk

NHTSA opened Open Audit Query AQ26002 (Sept 4, 2026) into Cybercab's controls-free design; DOT has separately proposed rules that would affect how it's classified.

### Technical / safety risk

Every unit depends on Tesla's Full Self-Driving software, which has its own open NHTSA probe covering 3.2 million vehicles. Musk's timelines have a track record of slipping.

### Financial risk

Third-party unit pricing is unannounced — \$18k is Tesla's internal cost, ~\$30k is Musk's retail target, and the real fleet-buyer price could differ from both. Per-vehicle ride income is unproven in public data — commercial service is days old.

### Competitive risk

Waymo and fleet operators like Moove are chasing the same opportunity. Tesla could also choose to keep expanding its own fleet instead of opening real capacity to third parties.

**Where the ~\$4.5k take-home estimate comes from.** Nobody publishes real Cybercab fleet-operator profit numbers yet. Our rough math: ARK Invest has said Tesla could price robotaxi rides as low as ~\$0.25/mile "at scale." At a moderate ~50,000 mi/year (well below some bullish 120k+ mi/year models, and far above where the fleet actually is today — ARK's own data shows ~650k miles across ~500 vehicles from Jun–Dec 2025, or ~2,600 mi/vehicle annualized), that's ~\$12,500/year gross fare revenue. Subtracting estimated insurance, charging, cleaning, and maintenance (\$7k–\$13k/year) leaves roughly \$4,000–\$5,000/vehicle/year, or ~\$20k–\$25k across a 5-vehicle fleet — before taxes, financing, depreciation, or any undisclosed Tesla network fee. Treat this as illustrative math, not a forecast.

**Not financial or legal advice.** This document reflects publicly available information as of September 2026 and is informational only. It describes what Totally Loco Motion, LLC did for itself and general information for either path — it is not an offer to invest in Totally Loco Motion, LLC, which is not raising outside capital. Consult a licensed financial and legal advisor before acting.

## Sources

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2. Drive Tesla Canada — "Tesla Cybercab Fleet Purchase Program Could Open Robotaxi Network to Third Parties" — [driveteslacanada.ca](https://driveteslacanada.ca)
3. Yahoo Finance — "Tesla Is Asking Businesses If They Want to Buy Cybercabs. That's Not the Same as Selling Them." — [finance.yahoo.com](https://finance.yahoo.com)
4. Motley Fool — "Tesla Officially Launches the Cybercab" — [fool.com](https://fool.com)
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9. Fox Business — "Tesla CEO Elon Musk confirms Cybercab will sell for \$30,000 by 2027" — [foxbusiness.com](https://foxbusiness.com)
10. ARK Invest Newsletter #496 — "Tesla Discloses Robotaxi Roadmap For 2026" — [ark-invest.com](https://ark-invest.com)

Full source list with live links: see the Resources page at the Totally Loco Motion site, or the project research doc.