



Westlake Financial Services®

Guidelines to Lower APRs & Fees On 700+ FICO

Independent Dealers

Customer Qualification Requirements

Min FICO: **700** Min Years on Job: **2**
 Min Paid Auto Loans: **1** Max Mileage: **70,000**

Buy Rate Tiers

FICO & Mileage Range	700-724	725-749	750-779	780-799	800+
New Car	5.99%	5.49%	4.49%	3.99%	2.99%
Used < 30k Miles	6.49%	5.99%	4.99%	4.59%	3.49%
Used < 50k Miles	7.49%	6.99%	5.99%	4.99%	3.99%
Used < 70k Miles	8.49%	7.99%	6.99%	5.99%	4.99%

Fees, Flats and Participation

Acquisition Fee*: **\$100.00** (add +\$100 if no valid ACH) Lender Fee: **\$0** Dealer Participation: **Up to 2%**

**Discounts/fees may exceed guideline in some cases, per Westlake policies*

Front-End Amount Financed Guidelines

Min Amount Financed: **\$10,000** Max LTV Front-End*: **130%**
 Max Amount Financed*: **\$50,000** Max Front-End AmtFin Over Book*: **\$4,000**
 Max Financed to Income*: **6x monthly income** Max All-In AmtFin Over Book: **\$5,000**
 Max Financed to High Good*: **1.5x**

**Front-End amount financed must satisfy all of the above limits*

Back-End Guidelines

Book Value	Max Warranty		Max GAP		Max Back End Total	
	Independent	Presidential	Independent	Presidential	Independent	Presidential
< \$10,000	\$1,495	\$1,500	\$399	\$399	\$1,894	\$1,899
\$10,000+	\$1,495	\$2,000	\$399	\$399	\$1,894	\$2,399

Warranty is available through SecureOne and GAP is available through KMIS*.

< Combination of Front and Back-end cannot exceed all-in Maximum >

*These amounts are subject state maximums

**Please note the following about KMIS GAP Coverage: the cost to the buyer to purchase GAP coverage; the extent of the coverage provided by GAP; the purchase of GAP coverage is voluntary; GAP coverage is not a credit insurance policy nor provides physical damage coverage for the vehicle; GAP coverage does not eliminate the Buyer's obligation to insure the vehicle under state law; the purchase of GAP coverage can be obtained from a source other than KMIS; and the purchase of KMIS GAP coverage is not a condition to obtain credit with Westlake.*

Other Program Limits

Max Term: **72** Min Down % of Price: **0%*** Max DTI*: **65%** may be lower for irregular POI
 Min Payment: **\$250** Max PTI: **20%** or may be lower for irregular POI Minimum **AutoCheck** score of 70

**DTI includes monthly payments from Bureau, monthly Rent and Westlake loan Payment*

**Less than a 10% down payment, approval may reflect a 2% (200 BPS) add to the rate*

Any **Open Autos** must be traded in or paid off. If deal has a Cosigner, credit of both applicants must qualify
Income Types not accepted: Job Letter, Personal Bank Statement, Student Income, Home Care

Program only available to A, B, C & N grade dealers. Refer to the program guidelines for additional requirements.

Only for distribution to internal Westlake personnel and active Westlake **Independent** Dealers.