



Westlake Financial®

Guidelines to Lower APRs & Fees On 700+ Credit Score

Franchise Dealers

Customer Qualification Requirements

Min FICO: 700

Max Mileage: 70,000

Min Paid Auto Loans: 1

Buy Rate Tiers

Credit Score & Mileage Range	700-724	725-749	750-779	780-799	800+
New Car	7.99%	6.99%	5.99%	4.99%	2.99%
Used <= 30k Miles	8.49%	7.49%	6.49%	5.99%	3.99%
Used <= 50k Miles	8.99%	8.49%	7.99%	6.99%	5.99%
Used <= 70k Miles	9.49%	8.99%	7.99%	6.99%	5.99%

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 Amount Financed*: \$50,000

Max Financed to Income*: 6x monthly income

Max Financed to High Good*: 1.5x

Max LTV Front-End*: 130%

Max Front-End AmtFin Over Book*: \$4,000

Max All-In AmtFin Over Book: \$5,000

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

Back-End Guidelines

Book Value	Max Warranty	Max GAP	Max Back End Total
< \$10K	\$2,500	\$900	\$3,400
\$10,000-14,999	\$2,750	\$900	\$3,650
\$15,000-19,999	\$3,250	\$900	\$4,000
\$20,000-24,999	\$3,500	\$900	\$4,000
\$25K+	\$4,000	\$900	\$4,000

After market products: Maintenance Products, Theft Deterrent / Etch, GPS Devices, Paint/Fabric & Leather Protection costs are considered Front-End and should be added to the Selling Price.

(Combination of Front and Back-end cannot exceed all-in Maximum)

*These amounts are subject state maximums

Other Program Limits

Max Term: 72

Min Down % of Price: 0%

Max DTI*: 65% may be lower for irregular POI

No BKS

Min Payment: \$250

Max PTI: 20%

Minimum AutoCheck score of 70

No Credit Counseling

*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 **Franchise Dealers**.