



# SOURCE ONE

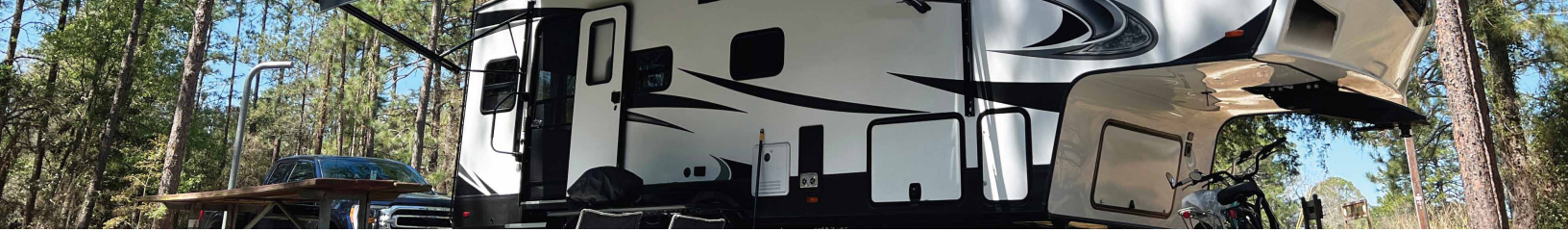
FINANCIAL SERVICES

## BUSINESS FIRST

BUSINESS NAME  
AS PRIMARY APPLICANT,  
OWNER AS CO-BUYER

Effective March 1, 2024

Enhancing outdoor experiences with innovative lending options for our partners and their customers.



### BUSINESS FIRST PROGRAM APR\*

	LOAN SIZE	MAX TERM	ELITE 780+	TIER 1 779-750	TIER 2 749-720	TIER 3 719-700
MODEL YEARS 2023-2025	\$15,000-\$19,999	144 MONTHS	9.89%	10.24%	10.79%	11.99%
	\$20,000-\$74,999	180 MONTHS	9.24%	9.59%	10.14%	11.49%
	\$75,000-\$149,999	240 MONTHS	8.99%	9.44%	9.99%	11.49%
	\$150,000-\$250,000	240 MONTHS	8.79%	9.29%	N/A	N/A
MODEL YEARS 2018-2022	\$15,000-\$19,999	144 MONTHS	10.99%	11.49%	11.99%	13.49%
	\$20,000-\$74,999	180 MONTHS	10.99%	11.49%	11.99%	13.25%
	\$75,000-\$149,999	180 MONTHS	10.49%	10.94%	11.39%	12.99%
	\$150,000-\$250,000	180 MONTHS	10.24%	10.74%	N/A	N/A

#### ALLOWANCE FOR ADD-ONS & BACK-END

- ATF \$99,999 or less - lesser of 15% of Cash Sales Price or \$8,000
- ATF \$100,000+ max \$15,000 • Max GAP \$1,500 or State approved max
- Max Roadside Assistance \$2,500 • Max Wheel & Tire \$2,000

#### PROGRAM GUIDELINES

- FICO determined using TransUnion Auto Score 8
- Dealer reserve of 1% for every 50 bps of mark-up over wholesale rate; maximum dealer reserve of 5%; max dealer markup 2.5%
- All units must be manufactured by company listed in NADA
- Max advance New: 130% of manufacturer's invoice for Elite & Tier 1 up to \$100k; 125% for loans greater than \$100k; 125% for Tier 2 & 3
- Max Advance Used: 105% NADA average retail for Elite & Tier 1; 100% for Tier 2 & 3
- Down payments < \$75k ATF: \$0 for credit scores 750+, 10% for 700-749. Down payments cannot be borrowed.
- Loans from \$75k-\$150k minimum down payment of 5%; Loans greater than \$150k minimum down payment of 10%. **ATF \$150,000+ require minimum FICO of 750.**

MODEL YEARS 2014 - 2017 - ADD 1.00%. ALL STATES EXCEPT AK, HI, & NY.

#### CREDIT & STRUCTURE GUIDELINES

- DTI max 50% for Elite & Tier 1; DTI max 45% for Tier 2 & 3: PERSONAL income
- PTI max 15% of gross PERSONAL income
- Business name ok as the primary; co-buyer must be the business owner & minimum FICO of 700 - no co-signers or business Officers/Managers
- FICO 750+ and 2 years in business = no POI required unless ATF \$150,000+ (@ UW discretion)
- FICO 720-749 + homeowner + 8-year bureau history & 8 trade-lines including high installment credit of 50% of ATF = no POI required unless ATF \$100k+
- No revolving balances greater than 25% of gross PERSONAL income (does not include secured lines of credit)
- PERSONAL bank statements required as POI if not SEI W2 (must verify via The Work Number or bank statement required)
- Derogatory credit - no repeated slow payments or major collections in last 3 years
- Bankruptcy must be at least 5 years old with re-established credit
- Repossession of a recreational account must be older than 5 years and have re-established recreational credit
- Collections: Cap of \$5,000 for Core Program. Medical Collections excluded.
- Comparable Credit: Co-buyer must have one installment loan equal to 50% of amount requested on their credit file with at least 12 payments made on the loan.

LEARN MORE AT [WWW.SOURCE1FINANCIAL.COM](http://WWW.SOURCE1FINANCIAL.COM) OR CALL 952.830.9310

Closing Documents Ok and Email to: [funding@source1financial.com](mailto:funding@source1financial.com)  
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\*Advance, Rates and Terms vary by lender, credit worthiness of customer, age of unit, as well as other factors. Financed amounts below \$15K will receive a higher interest rate. Terms less than 120 months will earn less reserve. All customers will not qualify for the terms mentioned above and therefore should be considered general guidelines only. FICO Auto 8 is the score of record. All applicants must be US Citizens. Max reserve paid is \$6,000. Rates good for 30 days. Approvals good for 60 days. **Marine & RV Rates & Program Terms. Untitled New Units (2023-2025). Effective March 1, 2024.** Subject to terms and conditions. Offers may vary by state.  
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