

## ALTRA LOAN RATES & PROCEDURES FOR LAX-WIN INDIRECT VEHICLES

Rates Effective 4-1-24

*This document is for internal use only*

INDIRECT VEHICLE & CYCLE LOANS (Best Rate and CC discounts apply)											
Credit Score		A 715 +		B 680 - 714		C 650 - 679		D 620 - 649		E <=619	
Model Year	Term	<=105%	> 105%	<=105%	> 105%	<=100%	>100%	<=100%	>100%	<=100%	>100%
2023 & Newer	84	7.49	8.49	8.49	9.49	10.49	12.49	12.49	14.49	15.49	17.49
	72	6.49	7.49	7.49	8.49	9.49	11.49	11.49	13.49	14.49	16.49
2020 - 2022	84	7.99	8.99	8.99	9.99	10.99	12.99	12.99	14.99	15.99	17.99
	72	6.99	7.99	7.99	8.99	9.99	11.99	11.99	13.99	14.99	16.99
2018 - 2019	72	8.49	9.49	9.49	10.49	11.49	13.49	13.49	15.49	16.49	18.00
	60	7.49	8.49	8.49	9.49	10.49	12.49	12.49	14.49	15.49	17.49
2017 & Older	60	8.99	9.99	9.99	10.99						
	48	7.99	8.99	8.99	9.99	10.99	12.99	12.99	14.99	15.99	17.99

Minimum \$100/mo loan payment. For term exceptions on 2014 or older autos and cycles, consult with a loan officer.  
Term extensions of 12 months are already applied to the top row for each model year above. Cannot extend term longer for product.

Interest rates, discounts and price adjustments do NOT apply to loans approved under the REV UP Program

First Time Auto Buyer Rate Discounts		
Eligible for 0.50% rate reduction and applicable discounts down to the as-low-as qualifying rate. Rate cannot go below minimum rates listed below.		
Minimum Rates:		
Model Year	Term	Rate
2023 & Newer	84	6.49
2023 & Newer	72	5.99
2020 - 2022	72	5.99
2018 - 2019	60	6.49
2017 & Older	48	6.99

Earned rate less applicable discounts  
Includes street legal motorcycles  
**Multiple Buyers** - use score of 1st time auto buyer less discounts OR cosigner pricing, whichever is better.

Co-Signer Pricing
Use highest score for pricing <b>PLUS 2%</b>

Term Exception
Add 1% for terms exceeding policy limits

<b>No branded titles, with the exception of Manufactured Buyback titles!</b>
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Best Rate Discount	Credit Card Discount
.25% with checking and direct deposit and e-statements	.25% with new card approval or for existing cardholders.

Valuation
<b>New Vehicle Valuation</b> - Cash Selling Price - Discount + Tax, Title, License <b>Used Vehicle Valuation</b> - JD Power Average Retail Value ** LTV for pricing purposes is before product add-on