

Finance Rates as of \_\_\_\_\_

## Prior to Obtaining a Credit Bureau Report

Type of Vehicle	Average Rate 36 Months	Average Rate 48 Months	Average Rate 60 Months	Average Rate 72 Months	Average Rate 84 Months	Special Finance Rates
<b>NEW</b> - Current Model		%	%	%	%	%
<b>USED</b> - _____ – _____	%	%	%	%		%
<b>USED</b> - _____ – Older	%	%	%	%		%
<b>USED</b> - _____ – _____	%	%	%	%		%
<b>USED</b> - _____ – _____	%	%				%

## After Obtaining a Credit Bureau Report

Type of Vehicle	Special Rate FICO Score	TIER I FICO Score  thru	TIER II FICO Score  thru	TIER III FICO Score  thru	TIER IV FICO Score  thru	TIER V FICO Score  thru
<b>NEW</b> - _____ Months	%	%	%	%	%	%
<b>NEW</b> - _____ Months	%	%	%	%	%	%
<b>USED</b> _____ – _____ Up to _____ Months	%	%	%	%	%	%
<b>USED</b> _____ – _____ Up to _____ Months	%	%	%	%	%	%
<b>USED</b> _____ Up to _____ Months	%	%	%	%	%	%
<b>USED</b> _____ <b>&amp; OLDER</b>	%	%	%	%	%	%

NOTE: Any interest rate or payment quoted should reflect the rates above, along with the disclaimer "all rates, terms, and payments are subject to credit approval." Any deviation from these rates requires management approval. At no time should a customer be promised the dealership will obtain the "best rate available." A Business Manager should be involved in the rare case where a customer demands to know exactly what their interest rate or monthly payment will be, before he/she will buy the vehicle.