



Westlake Financial® LEASE PROGRAM

Effective Date
09/2020

FICO	Money Factor
780+	0.00120
740 - 779	0.00150
720 - 739	0.00170

Program Highlights
<ul style="list-style-type: none"> • Earn a \$200 coupon for every lease deal to be used on future Gold or Standard Westlake retail deals. • \$100 flats. • 90 day chargeback on flats in case of early payoff or default. • Maximum MSRP \$80,000

Markets
<ul style="list-style-type: none"> • AZ & CA • Jeep, Honda, or Toyota franchise dealers

Vehicles	<ul style="list-style-type: none"> • Current model year, new vehicles, not previously titled. • Jeep, Honda, or Toyota vehicles only. • Maximum MSRP of \$80,000. • No modified or converted vehicles. Only invoiced factory adds may be added to MSRP. Dealer installed options may not be residualized. • No commercial vehicles, "ride share", or third party purchases. Personal use only.
Customers	<ul style="list-style-type: none"> • Minimum 5 tradelines. • 3 years on the bureau. • Minimum monthly income \$2500. • Revolving debt below 35% of annualized income. • 60% Debt to Income.
Backend Products	<ul style="list-style-type: none"> • GAP policy is included in the Lease Agreement. No second GAP policies.
Advance	Maximum LTV 125% based on vehicle MSRP plus negative equity on trade (if any) – less cap cost reduction, extended warranty/maintenance, and all lease origination fees (including acquisition cost, dealer documentation fee and backend products).
Program Guidelines	<ul style="list-style-type: none"> • No thin file/FTB - joint applicants ok. Qualification based on Experian Auto Fico • Wear & Tear Waiver - up to \$1,000 included on all leases. • Residual date and contract date must match. Residual Calculator: www.carzing.com/lease-calculator. • No one-pay leases. • Maximum insurance deductibles: \$1,500 comprehensive & collision. • Lessor will be CULA Titling Company. Lienholder will be Westlake Financial.
Mileage Charges	<ul style="list-style-type: none"> • Mileage Options: 10,000; 12,000; 15,000. • Excess Mileage: \$0.15 If purchased at lease inception. • Mileage penalty: \$0.25 at lease termination.
Lease Fees	<ul style="list-style-type: none"> • Acquisition Fee: \$995 • Disposition Fee: \$450 (Lease end if vehicle returned) • Purchase Fee: \$450 (Lease end if vehicle purchased by lessee or dealership)

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