

**dfc**

Lending Program Reference Sheet

Revision Date: 3/18/2025

NEW VEHICLES

TIER	MAX TERM	FrontLTVCap	TotalLTVCap
P0	84	120%	135%
P1	84	120%	135%
P2	84	120%	135%
P3	84	120%	135%
P4	84	120%	135%
P5	72	120%	135%
P6	72	120%	130%
P7	72	120%	130%
P8	72	120%	130%
P9	60	110%	120%
P10	60	100%	110%
P11	72	110%	120%
P10 (No Hit)	60	90%	100%

USED VEHICLES

TIER	MAX TERM	FrontLTVCap	TotalLTVCap
P0	84	120%	135%
P1	84	120%	135%
P2	84	120%	135%
P3	84	120%	135%
P4	84	120%	135%
P5	72	110%	125%
P6	72	110%	120%
P7	72	110%	120%
P8	72	110%	120%
P9	60	100%	110%
P10	60	100%	110%
P11	72	100%	110%
P10 (No Hit)	60	80%	90%

* Loan decision maximums and cash requirements may be impacted by credit, capacity and collateral year/miles/type*

New and Noteworthy

- eContracting is available through RouteOne and Dealertrack
- Equifax Fico Version 8 is used to determine fico score
- Loans over \$75,000 require supervisor or above approval and may require additional time to process. No flat or reserve paid on \$75,000+
- Max amount to finance \$100,000 no exceptions
- Send POI Pre-Approval and Competitor Calls to: Underwriting@DrivewayFinanceCorp.com

Department Contacts	Electronically Send Funding packets to:	Dealer Payoffs:
Underwriting: (888) 490-1701 option 1 underwriting@drivewayfinancecorp.com Funding: (888) 490-1701 option 3 originations@drivewayfinancecorp.com Dealer Relations: (888) 490-1701 option 2 Customer Service: (855) 723-2669 option 3 customerservice@drivewayfinancecorp.com	Once funded please mail wet signed contracts to: UPS/Fed EX: 9020 SW Washington Square RD. STE 301.Tigard, OR 97224 USPS: P.O Box 230848 Tigard, OR 97281 dfcwetsignaturecontracts@drivewayfinancecorp.com	Driveway Finance Corporation 150 N. Bartlett St Medford OR 97501 855-723-2669 Option 3 Dealer Portal DrivewayFinanceCorp.com Password: DealerResources (All one word)
Title Addresses:		
DFC TITLES ONLY MAILING ADDRESS: Driveway Finance Corporation PO Box 30204 College Station, TX 77842	PHYSICAL ADDRESS FOR TITLES: Secure Title Administration ATTN: Driveway Finance Corp 200 Quality Cir, Suite 100 College Station, TX 77845	Title Contacts: Perfected Liens: titles@drivewayfinancecorp.com Non-Perfected Liens: missingtitles@drivewayfinancecorp.com

Reserves & Flats:

- Reserve is paid on an 85/15 split
- Maximum markup of 2pts on terms 36-75 & 1pt on terms over 75 mos.
- Flat of 1.5% if written at buy rate. Additional 0.50% available with completed & current Auto Pay form. Fico 580+, 36 mo. or greater, less than \$75K OTD to qualify
- Total APR must not exceed state usury limits

Vehicle Valuation New

- Manufacturer's invoice displaying VIN, MSRP and Invoice value
- To qualify as new, the vehicle must not have been previously registered and no older than current model year as of March 31st
- Previous model year "new" vehicles will be treated as used. If there is no used value available, 80% of invoice will be used
- Mileage cap to be considered new is 7500

Vehicle Valuation Used

- Kelly Blue Book "Lending Value" or JD Power "Clean Trade" - Dealership must only use 1 source (Kelly or JD Power) and cannot vary back and forth
- Current model year used vehicles with no book will use 80% of "like invoice" new vehicle
- Vehicles greater than 14 model years old or over 175,000 miles will be auto-declined. Call for exception.
- Ineligible Collateral (Including, but not limited to): Commercial use vehicles, large work type trucks, cargo van fitted for commercial use, ride sharing or as a delivery service 'For Hire' vehicle, branded titles, 'grey market' vehicles.
- No Value increase for Certified Pre-Owned

Finance Product:

- Backend product allowance in dollars listed on deal approval - must be cancelable
- Allowable products include: Service Contracts, Maintenance Packages (lifetime oil), cancelable bundles with refund, and GAP
- GAP Guidelines: Maximum price \$1200 or state cap whichever is less, Minimum 70% FELTV or state cap.
- GAP now available in NY through TFS. Max price of \$190.00 and min FELTV of 70%

**FOR INTERNAL
USE ONLY**