



# Driveway Comp Call Program

## DCC Loan Submission Workflow

1. DCC personnel or the customer must submit all loans through the Driveway portal first in all cases. This guarantees the loan will be decisioned using DFC's Portfolio Lending model.
2. If the deal cannot be made based on the initial decision rendered by the Portfolio Lending model, send the loan to the Approved National Lenders. This should occur AFTER submitting the loan through the portal and receiving a decision.
  - **DFC is no longer able to match Comp Calls on Declines or Auto Declines.**
  - If the loan decision from the National Lender works, send the approved loan structure to DFC email of [underwriting@drivewayfinancecorp.com](mailto:underwriting@drivewayfinancecorp.com) with the application # in the subject line and it will be matched\*
  - \*Rate mark-up allowance will remain the same as listed below.
  - *If the call match shows a flat offering, we will match the flat*
  - *We will match the comp call line for line including ALL FEES.*
  - *DFC will default to the below Mark-Up Allowances including 75+ month terms and over \$75,000 amount finance.*
  - No restrictions on fico score or interest rate
  - No added incremental steps – with the exception of SSN variances or alerts on the bureaus
  - Deal must not be expired – credit pull must be valid within 30 days of loan submission
  - Approved National Lenders are to the right. DFC will match calls from these lenders only, NO EXCEPTIONS
3. If the deal was not approved through a National Lender, or if the deal was declined or countered but the call match does not fit within our comp call guidelines, please send the loan to credit unions, CUDL, or CAC as the last resort.
  - Not able to match, including but not limited to : not to exceed dealer state usury, fraud alerts, open BK's, confirmed identity theft
  - These loans will not be matched by DFC and will not qualify for rate mark-up

## Full Call Matches from the following National Lenders

ACA – AMERICAN CREDIT ACCEPTANCE  
BOA – BANK OF AMERICA  
CMB – JP MORGAN CHASE  
COAF – CAPITAL ONE AUTO FINANCE  
EF – EXETER FINANCE  
FTB – FIFTH THIRD BANK  
GLS – GLOBAL LENDING SERVICES  
GMA – ALLY  
PNCB – PNC BANK  
RAC – REGIONAL ACCEPTANCE CORP  
RBS – CITIZENS BANK  
SF – SANTANDER  
TD – TD BANK  
TRU – TRUIST  
USB – US BANK  
WFS – WELLS FARGO AUTO  
WLF – WESTLAKE FINANCIAL

### Program Maximums:

1. \$95,000 max amount financed
2. 70% DTI
3. 130% FELTV
4. 145% Total LTV
5. PTI between 15-25% based on fico

## Mark-Up Allowances

### Used:

< 10.00% +125 BPS  
>10.01% +175 BPS

If usury is hit; Buy rate will be lowered  
to allow for full markup

### New:

<=4.5% + 50 BPS  
4.51 % to 10.5% +100 BPS  
>= 10.51% = 150 BPS

If usury is hit; Buy rate will be lowered  
to allow for full markup

DCC or Customer



Driveway.com Website



Portfolio Lending model



Approval/Auto Approval  
Condition/Auto Condition

DFC is no longer able to  
match Comp Calls on  
Declines or Auto Declines



Send to National Lenders List to  
get a Comp Call  
decision



Send the Approved / Conditioned  
Comp Call to DFC UW email



DFC is able to match Comp  
Call line by line; MU  
allowances listed above



DFC is unable to match due  
to policy limit caps or  
reasons above\*



Let's ROCK n ROLL!  
Send to DFC for FAST  
funding!



Send to another  
lender DFC not  
able to help...