



# TEXAS MOTOR VEHICLE FINANCE PROGRAM

[www.autounderwriter.com](http://www.autounderwriter.com)

Effective: January 1, 2004

Qualification	Tier 1			Tier 2			Tier 3			Tier 4		
<b>Credit Quality</b>	Satisfactory or Paid Auto Credit / No Derogatory Credit in 12 mos.			Minimum \$3000 High Credit / No Derogatory Credit in 12 mos.			Minimum \$300 High Credit No Derogatory Credit in 12mos.			No Derogatory Credit in 6 mos.		
<b>Empirica98 Credit Score</b>	640 +			639-600			599-550			549-500		
<b>Max. Advance – Kelly Wholesale (-10% w/o war.)</b>	<b>130%</b>			<b>130%</b>			<b>125%</b>			<b>120%</b>		
<b>Maximum Amt. Financed:</b> Total advance includes Tax, Title, License, LAH, Doc fees and Service Contract	Maximum Amount Financed <b>\$25,000.00</b>			Maximum Amount Financed <b>\$20,000.00</b>			Maximum Amount Financed <b>\$15,000.00</b>			Maximum Amount Financed <b>\$11,000.00</b>		
<b>Min. Down Payment</b>	Greater > of 10% or \$1000.00			Greater > of 10% or \$1000.00			Greater > of 10% or \$1000.00			Greater > of 10% or \$1000.00		
<b>Participation-50% of points</b>	Up to 2%			Up to 2%			0%			0%		
<b>Transaction Fee</b>	\$195.00			\$195.00			\$195.00			\$195.00		
<b>Discount – From amount financed</b>	\$295.00			\$295.00			\$9000K - \$15K	\$895.00	\$8001 - \$11K	\$995.00		
							\$6000 - \$8999	\$695.00	\$5001 - \$8000	\$795.00		
							\$5999 below	\$495.00	\$5000 below	\$695.00		
<b>Residence</b>	6 mos. at current address and minimum 2 yrs in area			6 mos. at current address and minimum 2 yrs in area			6mos. at current address and minimum 2 yrs in area			6 mos. at current address and minimum 2 yrs in area		
<b>Employment</b>	6 mos. at current job and minimum 2 yrs same field			6 mos. at current job and minimum 2 yrs same field			6 mos. at current job and minimum 2 yrs same field			6 mos. at current job and minimum 2 yrs same field		
<b>Min. Gross Monthly Income</b>	\$2000.00			\$2000.00			\$1800.00			\$1800.00		
<b>Max. Debt Ratio</b>	50%			50%			45%			45%		
<b>Max. Service Contract Advance and Terms</b>	24 Months - \$1500 36 Months - \$2000			24 Months - \$1500 36 Months - \$2000			24 Months - \$1500 36 Months - \$2000			24 Months - \$1100 36 Months - \$1500		
<b>Maximum Mileage *</b>	80,000			80,000			90,000			90,000		
<b>Max. Payment Percentage / Gross Income</b>	15%			15%			15% Max. Payment of \$475.00/mo.			15% Max. Payment of \$340.00/mo.		
<b>Add-on Rates</b>	See Below			See Below			See Below			See Below		
<b>Year</b>	<b>Months</b>	<b>Add-on</b>	<b>APR</b>	<b>Months</b>	<b>Add-on</b>	<b>APR</b>	<b>Months</b>	<b>Add-on</b>	<b>APR</b>	<b>Months</b>	<b>Add-on</b>	<b>APR</b>
2004	60	7.75	13.72	60	8.25	14.52	60	9.50	16.50	48	10.00	18.00
03	60	7.75	13.72	60	8.25	14.52	60	9.50	16.50	48	10.00	18.00
02	60	8.25	14.52	60	8.50	14.92	48	9.50	16.80	48	10.00	18.00
01	54	8.50	15.05	54	9.00	15.85	48	9.50	16.80	42	12.00	20.98
00	48	8.50	15.17	48	9.00	15.99	42	10.00	17.76	42	12.00	20.98
99	48	8.50	15.17	48	9.00	15.99	42	10.00	17.76	36	12.00	21.20
98	36	8.50	15.40	36	9.50	17.08	36	10.50	18.74	36	12.00	21.20
97	36	8.50	15.40	36	9.50	16.94	30	10.75	19.32	30	12.00	21.40
96	36	9.50	16.94	36	10.25	18.33	30	11.50	20.57	30	12.00	21.40

\* ALL CONTRACTS BELOW \$5,000: MAX TERM 24 MONTHS; MIN. RATE OF 28.95%; WRITTEN ON SIMPLE INTEREST CONTRACTS ONLY

\* MAX. MILEAGE ON ALL 60 & 54 MONTH TERMS – 30,000

\* HYUNDAI, KIA, FORD TAURUS & CONTOUR, MERCURY SABLE, MYSTIQUE, DODGE NEON, SUZUKI, CHEVY METRO – MAX ADVANCE 100% OF KELLY

\* DIAHATSU, DAEWOO & JAGUAR ARE NOT ELIGIBLE FOR THIS PROGRAM

\* DEALERSHIP EMPLOYEES NOT ELIGIBLE FOR THIS PROGRAM