

UPFIT PROGRAM (UP)

This program is designed to price appropriately for vehicles with Upfits

STRUCTURE GUIDELINES

- ✓ Dealers will be allowed to use 100% of Cost and Labor for vehicle valuation and LTV % when work is performed by an outside party or performed by the dealership
- ✓ Dealer must provide a RO from the company that did the upfit in each contract package showing what the dealer paid when performed by the outside party
- ✓ Dealer must provide the Invoice in each contract package showing the dealers itemized actual cost for parts and labor when performed by the dealership
- ✓ If the vehicle was purchased used by the dealership and the vehicle was already upfitted, we will only use the dealer cost for valuation of the vehicle in the form of an Auction Invoice or Copy of purchase check from dealer or customer.

- Eligible on 690+ FICO Scores only

- Ineligible upfit costs includes but not limited to transportation fees, carpet, undercoating, normal reconditioning expense (brakes, oil changes, new tires, etc)
- Upfit Cost breakdown subject to review at time of funding for eligibility

PRICING:

- ✓ We add .75% to the base rate on all Upfitted units
- ✓ Dealer should add the NADA Clean trade value + UPFIT value as the total value submitted in DealerTrack or RouteOne for consideration of the loan
- ✓ Dealer should identify in the notes that the vehicle is Upfitted and value is already adjusted

Thank you for your business.
Contact your Dealer Relationship Manager for details.