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	Exclusive with HFS Contracts:	
Compatible	* Captive Finance Cash (Refer to bulletins on the iN for official rules and ca	ash amounts)
Cash	* Captive Lease Cash (Refer to bulletins on the iN for official rules and cash	n amounts)
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\*If highlighted red, it represents a new program or revision to an existing program

Program Period: November 1, 2024 to January 2, 2025 Issue Date: November 1, 2024 **Honda Leadership Honda Leadership** Retail APR Purchase Plan® Leasing® 709-660 659-610 659-610 ≥ 660 659-610 ≥ 660 FICO (or IGS 709-660) (or IGS 659-610) (Or IGS ≤ 609) Term/Tier 1 2 3 4 5 6 7 8 9 10 11 12 13 **MY24** Term/Tier 4 5 6 7 8 9 10 11 12 13 24-36 2.90% 4.90% 1.90% 37-60 2.90% 4.90% 24-36 0.00054 0.00079 24-36 1.98% 2.55% ACCORD GAS Std.Rates 3.90% 61-72 HP-51M F3A0R,F3A0I,F3A0G HP-52M F3A0L,F3A0C,F3A01 HP-52M F3A0B 2.90% 24-36 1.90% 4.90% **ACCORD** 37-60 2.90% 4.90% 24-36 0.00131 0.00151 24-36 3.73% 4.18% **FHEV** 61-72 3.90% Std.Rates HP-55M F3A1R,F3A1I,F3A1G HP-56M F3A1L,F3A1C,F3A11 HP-56M F3A1B 24-48 3.90% 4.90% 6.90% CIVIC 49-60 6.90% 24-36 0.00147 0.00174 24-36 6.18% 6.15% 4.90% Exclude Si & 61-72 5.90% Std.Rates Type R F3C2R,F3C2I,F3C2G F3C2L,F3C2C,F3C21 F3C2B HP-10N HP-11N HP-11N 24-36 0.90% 1.90% 2.90% 0.90% 0.00157 37-60 1.90% 2.90% 24-36 0.00173 24-36 4.21% 4.56% **PROLOGUE** 1.90% 61-72 Std.Rates HP-98M F3E0L,F3E0C,F3E01 F3E0R,F3E0I,F3E0G HP-98M F3F0B **HP-97M** 24-36 0.90% 2.90% 5.90% 37-60 2.90% 5.90% 24-36 0.00049 0.00067 2.04% 2.41% 24-36 **RIDGELINE** 61-72 3.90% Std.Rates HP-88M F3R1R.F3R1I.F3R1G HP-89M F3R1L,F3R1C,F3R11 HP-89M F3R1B **Honda Leadership Honda Leadership** Retail APR Purchase Plan® Leasing® 659-610□ (Or IGS ≤ 609) FICO ≥ 660 659-610 FICO ≥ 660 659-610 FICO (or IGS 709-660) (or IGS 659-610) Term/Tier 1 2 3 4 5 6 7 8 9 10 11 12 13 **MY25** 4 5 6 7 8 9 10 11 12 13 Term/Tier 2.90% 3.90% 24-36 5.90% 24-36 0.00115 0.00137 3.43% 3.92% ACCORD GAS 37-60 3.90% 5.90% 24-36 Std.Rates **REGION A** 61-72 4.90% F3A2L,F3A2C,F3A21 F3A2B HP-59M F3A2R,F3A2I,F3A2G HP-60M HP-60M 24-36 1.90% 2.90% 4.90% ACCORD GAS 37-60 2.90% 4.90% 24-36 0.00136 0.00159 24-36 3.94% 4.45% Std.Rates **REGION B** 61-72 3.90% F3A3R,F3A3I,F3A3G HP-62M F3A3L,F3A3C,F3A31 HP-62M F3A3B HP-61M 2.90% 3.90% 5.90% 24-36 **ACCORD** 0.00200 5.80% 3.90% 5.90% 24-36 0.00219 24-36 5.37% 37-60 **FHEV** 4.90% Std.Rates 61-72 **REGION A** F3A4L,F3A4C,F3A41 HP-63M F3A4R,F3A4I,F3A4G HP-64M HP-64M F3A4B 1.90% 2.90% 4.90% 24-36 **ACCORD** 2.90% 4.90% 0.00237 24-36 0.00218 24-36 5.81% 6.24% 37-60 **FHEV** 61-72 3.90% Std.Rates **REGION B** HP-65M F3A5R,F3A5I,F3A5G F3A5L,F3A5C,F3A51 F3A5B HP-66M HP-66M Eligible States National unless otherwise noted. AR. GA. MD. NY. OK. SC. TX. VA National unless otherwise noted. AZ, CA, CO, CT, DE, FL, HI, IA, IL, IN, KY, MA, ME, Region A AZ CA CO CT DE EL HI IA IN KY MA ME MI MN MI, MN, ND, NE, NH, NM, NJ, NV, NY, OH, PA, RI, SD, NY (dealer based) (resident based) ND. NE. NH. NJ. NV. NY. OH. PA. RI. SD. UT. VT. WI UT, VT, WI Region B AK, AL, AR, D.C., GA, ID, IL, KS, LA, MD, MO, MS, MT, AK. AL. AR. D.C., GA. ID. KS. LA. MD. MO. MS. MT. AR, GA, MD, OK, SC, TX, VA (dealer based) (resident based) NC. NM. OK. OR. SC. TN. TX. VA. WA. WV. WY NC. OK. OR. SC. TN. TX. VA. WA. WV. WY One-Pay: Automatically includes a 0.00080 deduction. Miscellaneous NA NA Adjusted MF must be ≥ 0.00001.

Issue Date: November 1, 2024 Program Period: November 1, 2024 to January 2, 2025

100000 2010	FICO	· - ·			onda Leaders			onda Leaders		
	FICO (or IGS 7)  Term/Tier 1 2  49-60 61-72 HP-47M  24-48 4.9 49-60 61-72 HP-49M  S 37-60 61-72 HP-71M  S 37-60 61-72 HP-73M 24-36 3.9 37-60 61-72 HP-75M  24-36 3.9 40-60 61-72 HP-75M  24-36 3.9 41-72 HP-75M  24-36 3.9 41-72 HP-67M  24-48 3.9 49-60 61-72 HP-69M  24-48 2.9 49-60 61-72 HP-69M  24-48 3.9 49-60 61-72 HP-69M	Re	tail APR			Leasing <sup>®</sup>	Silip		Purchase Pla	
		>=10				Leasing			Purchase Pla	[]
	FICO		709-660□ (or IGS 659-610)	659-610□ (Or IGS ≤ 609)	FICO	≥ 660	659-610	FICO	≥ 660	659-610
<b>MY25</b>	Term/Tier	1 2 3	4 5 6 7 8	9 10 11 12 13	Term/Tier	1 2 3 4 5 6 7 8	9 10 11 12 13	Term/Tier	1 2 3 4 5 6 7 8	9 10 11 12 13
CIVIC			5.90%	7.90%						
Exclude Si &				7.90%	24-36	0.00255	0.00280	24-36	6.91%	7.48%
Type R			90% F3C0R,F3C0I,F30	Std.Rates	HP-48M	F3C0L,F3C0C,	F3C01	HP-48M	F3C0B	
			5.90%	7.90%	111 40W	1 3000,1 3000,1	1 3001	111 <del>1</del> 0101	1 3000	
				7.90%	24-36	0.00286	0.00306	24-36	6.98%	7.98%
CIVIC FHEV				Std.Rates		0.00=00			0.007.0	
	HP-49M	F	F3C1R,F3C1I,F30	C1G	HP-50M	F3C1L,F3C1C,l	F3C11	HP-50M	F3C1B	
	24-36	2.90%	3.90%	5.90%						
CR-V GAS	37-60	3.9	90%	5.90%	24-36	0.00147	0.00167	24-36	Std.Rate:	3
REGION A	61-72	4.9	90%	Std.Rates						
	HP-71M	· ·	F3V1R,F3V1I,F3\	/1G	HP-72M	F3V2L,F3V2C,	F3V21	HP-72M	F3V2B	
	FICO (or IGS 709-660)  Term/Tier 1 2 3  24-48 4.90%  49-60 5.96 61-72 6.96 HP-47M F3  24-48 4.90%  49-60 5.96 61-72 6.96 HP-49M F3  24-36 2.90% 37-60 3.96 61-72 4.96 HP-71M F3  24-36 3.90% 37-60 2.96 61-72 3.96 HP-73M F4  24-36 3.90% 37-60 4.96 61-72 5.96 HP-75M F5  24-36 3.90% 37-60 4.96 61-72 5.96 HP-75M F5  24-48 3.90%  49-60 4.96 61-72 5.96 HP-67M F5  24-48 2.90%  49-60 3.96 61-72 4.96 HP-67M F5  24-48 2.90%  49-60 3.96 61-72 4.96 HP-67M F5  24-48 2.90%  49-60 3.96 61-72 4.96 HP-67M F5  24-48 2.90% A9-60 3.96 61-72 4.96 HP-67M F5  24-48 2.90% A9-60 3.96 61-72 4.96 HP-67M F5  A AZ, CA, CO, CT, D, ND, NE, NH, NJ, N' B AK, AL, AR, D.C., G, Sased)  A AZ, CA, CO, CT, D, ND, NE, NH, NJ, N' B AK, AL, AR, D.C., G, Sased)  A AZ, CA, CO, CT, D, ND, NE, NH, NJ, N' B AK, AL, AR, D.C., G, Sased)  AC, NM, OK, OR, Sased)		2.90%	4.90%						
CR-V GAS	37-60			4.90%	24-36	0.00167	0.00187	24-36	Std.Rate:	3
REGION B	61-72			Std.Rates						
			F3V2R,F3V2I,F3\		HP-74M	F3V3L,F3V3C,	F3V31	HP-74M	F3V3B	
			4.90%	6.90%					0.15	
CR-V FHEV				6.90%	24-36	0.00217	0.00235	24-36	Std.Rates	3
REGION A			90% F3V3R,F3V3I,F3\	Std.Rates	LID ZOM	F3V1L,F3V1C,	F2\/44	LID ZOM	F3\/4B	
					HP-76M	F3V1L,F3V1C,	F3V11	HP-76M	F3V1B	
00 1/ 51/51/	I .		3.90%	5.90% 5.90%	24-36	0.00235	0.00255	24-36	Std.Rate:	_
CR-V FHEV REGION B				Std.Rates	24-30	0.00233	0.00233	24-30	Siu.Raies	•
REGION B			50 /6 F3V0R,F3V0I,F3\		HP-78M	F3V0L,F3V0C,I	F3V01	HP-78M	F3V0B	
			4.90%	6.90%		, ,				
HR-V	49-60	4.9	90%	6.90%	24-36	0.00174	0.00200	24-36	4.90%	5.50%
REGION A	61-72	5.9	90%	Std.Rates						
	HP-67M	F	F3H0R,F3H0I,F3I	H0G	HP-68M	F3H0L,F3H0C,	F3H01	HP-68M	F3H0B	
	24-48		3.90%	5.90%						
HR-V				5.90%	24-36	0.00197	0.00226	24-36	5.46%	6.13%
REGION B		1		Std.Rates						
	HP-69M	F	F3H1R,F3H1I,F3F	H1G	HP-70M	F3H1L,F3H1C,	F3H11	HP-70M	F3H1B	
Eligible St	ates	National unless of	harwise noted		National uni	ess otherwise noted.		AR GA ME	D, NY, OK, SC, TX, VA	
_		rvauonai uniess ot	inei wise nuteu.				KY MA ME	AIN, GA, IVIL	, N1, OR, GO, TA, VA	
Region (resident ba						, CT, DE, FL, HI, IA, IL, IN, , NE, NH, NM, NJ, NV, NY,		NY (dealer i	pased)	
Region (resident ba						D.C., GA, ID, KS, LA, MD, t, SC, TN, TX, VA, WA, WV		AR, GA, MD	), OK, SC, TX, VA (dealer ba	ased)
Miscellane	eous		NA			utomatically includes a 0.00 Adjusted MF must be ≥ 0.00			NA	

To verify AHM cash program compatibility, refer to the AHM Marketing Bulletins located on the iN

Issue Date: November 1, 2024 Program Period: November 1, 2024 to January 2, 2025

		Ret	tail APR		Н	onda Leader Leasing <sup>®</sup>	•		onda Leaders Purchase Pla	•
	FICO	≥710 (or IGS 709-660)	709-660□ (or IGS 659-610)	659-610□ (Or IGS ≤ 609)	FICO	≥ 660	659-610	FICO	≥ 660	659-610
<b>MY25</b>	Term/Tier	1 2 3	4 5 6 7 8	9 10 11 12 13	Term/Tier	1 2 3 4 5 6 7	8 9 10 11 12 13	Term/Tier	1 2 3 4 5 6 7 8	9 10 11 12 13
	24-48	2.90%	4.90%	6.90%	04.00	0.00040	0.00000	04.00	F F 40/	0.040/
ODYSSEY	49-60 61-72	_	0%	6.90% Std.Rates	24-36	0.00212	0.00232	24-36	5.54%	6.01%
	HP-95M		300R,F300I,F30		HP-96M	F300L,F300C	;F3O01	HP-96M	F300B	
	24-36	1.90%	2.90%	4.90%						
PASSPORT	37-60		0%	4.90%	24-36	0.00137	0.00153	24-36	3.73%	4.08%
1 AGGI GIKI	61-72		0%	Std.Rates						
	HP-81M	F	3S0R,F3S0I,F3S	30G	HP-82M	F3S0L,F3S0C	;,F3S01	HP-82M	F3S0B	
	24-36	2.90%	3.90%	5.90%						
PILOT	37-60		0%	5.90%	24-36	0.00166	0.00181	24-36	4.39%	4.74%
	61-72		0%	Std.Rates						
	HP-85M	F	3P0R,F3P0I,F3F	POG	HP-86M	F3P0L,F3P0C	;,F3P01	HP-86M	F3P0B	
	24-36	2.90%	4.90%	6.90%						
RIDGELINE	37-60		0%	6.90%	24-36	0.00068	0.00084	24-36	1.60%	2.01%
MOCELIAL	61-72		0%	Std.Rates						
	HP-92M	F	3R0R,F3R0I,F3F	ROG	HP-93M	F3R0L,F3R0C	;,F3R01	HP-93M	F3R0B	

Eligible States	National unless otherwise noted.	National unless otherwise noted.	AR, GA, MD, NY, OK, SC, TX, VA
Miscellaneous	NA	One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be ≥ 0.00001.	NA

**®HONDA**Financial
Services

Issue Date: 11/1/2024

					Spe	cia	I Re	etail	Al	PR								
MY19 - MY22					FICO		≥ <b>71</b> GS 70	<b>0</b> 9-660)	(0		<b>9-66</b> S 659				<b>59-6′</b> IGS ≤ I			≤ 609
WIT 13 - WIT 22		Start Date	End Date	Eligibility	Term/Tier	1	2	3	4	5	6	7 8	3 9	10	11	12	13	14
All Handa Madala aveaut				Must be a	24-36		5.85	%		6	.85%	6		-	7.859	%		13.85%
All Honda Models- except Clarity FCV and BEV		11/1/24	12/2/24	Certified and	37-48		5.85	%		6	.85%	6		7	7.859	%		13.85%
(Certified Lease to Retail	National	11/1/24	12/2/24	Lease to Retail	49-60	:	5.85	%		6	.85%	6		7	7.859	%		13.85%
Rollover Only**)				Rollover	61-72		6.85	%		7	.85%	6		8	3.859	%		14.85%
													F3	ZZR, F	3ZZI	(IGS	5)	

<sup>\*\*</sup>Certified Pre-Owned Acknowledgment Form is required for all Certified Pre-Owned Rollover contracts. Form applicable when using any Certified Sales Program.

# Pre-Owned Vehicle Programs



Issue Date: 11/1/2024

					Spe	cia	ıl Re	etail	AF	PR								
MY19 - MY22					FICO		<b>≥ 71</b> GS 70	<b>0</b> 9-660)		<b>709-</b> IGS 6				<b>65</b> (or 10	<b>9-6</b> 1 SS ≤ (			≤ 609
		Start Date	End Date	Eligibility	Term/Tier	1	2	Ω	4	5 6	5 7	8	9	10	11	12	13	14
All Honda Models- except				Must be a	24-36		5.85	%		6.8	5%			7.	85%	%		13.85%
Clarity FCV and BEV		11/1/24	12/2/24	Lease to	37-48	:	5.85	%		6.8	5%			7.	85%	%		13.85%
(Lease to Retail	National	11/1/24	12/2/24	Retail	49-60	:	5.85	%		6.8	5%			7.	85%	%		13.85%
Rollover Only**)				Rollover	61-72		6.85	%		7.8	5%			8.	85%	%		14.85%
										F	BUZI	R, F	3UZ	ZI (IG	S)			

Effective with applications dated on or after: October 1, 2024

## Honda New Vehicles

Credit Tier		1	2	3	4	5	6	7	8	9	10	11	12	13	14
FICO Score		≥ 760	759-720	719-710	709-700	699-690	689-680	679-670	669-660	659-650	649-640	639-630	629-620	619-610	≤ 609
New: 3HNL	24-30 mo.		0.00380				0.00425					0.00565			0.00740
	33-39 mo.		0.00280				0.00325					0.00480			0.00655
MY24 and	42-48 mo.		0.00295				0.00340					0.00495			0.00670
Newer	51-60 mo.		0.00395				0.00440					0.00565			0.00740
One-Pay Lease:	24-30 mo.		0.00300				0.00345					0.00485			0.00660
3H1L	33-36 mo.		0.00200				0.00245					0.00400			0.00575
Acquisition Fee			\$595 (includes GAP protection on all new leases)												
\$0 Acquisition F	ee Modifier							+ (	0.00055						
Security Deposit			Must I	be no les	s than ar	amount	equal to	the total r	nonthly p	ayment,	rounded	up to the	next \$25	increment	
\$0 Security Dep	osit Modifier							+ (	0.00010						
			Modifier	not appli	cable to e	either One	e-Pay Lea	ase, or HF	S Lease	Loyalty of	customer	when Se	curity De	posit waiv	ed.
				Gre	ater of fla	at fee O	<b>R</b> Rese	rve from r	ate partic	cipation (	up to <b>+ 0</b>	<b>.00100</b> n	nark up)		
Dealer Payout			Amount F	inanced			:	<u>&lt;</u> \$29,999	)				<u>&gt;</u> \$30,0	00	
			Flat	Fee				\$100					\$200	l	
Rate Participation	Option		<b>A:</b> 100%	reserve	oaid upfro	ont with li	fetime ch	arge-bacl	s <b>B:</b> 7	'0% reser	ve w/ 100	0% charge	e-backs v	vithin 90 d	ays

## Honda Certified Pre-Owned Vehicles

Certified Pre-Owned Lease programs are available for all dealers except dealers located in Nevada.

Credit T	ier	1	2	3	4	5	6	7	8	9	10	11	12	13	14
FICO Sc	ore	≥ 760	759-720	719-710	709-700	699-690	689-680	679-670	669-660	659-650	649-640	639-630	629-620	619-610	≤ 609
	24-30 mo.		0.00380				0.00425					0.00565			0.00740
Certified 3HCL	33-39 mo.		0.00280				0.00325					0.00480			0.00655
MY23 or Newer	42-48 mo.		0.00295				0.00340					0.00495			0.00670
	51-60 mo.		0.00395				0.00440					0.00565			0.00740
	24-30 mo.		0.00380				0.00425					0.00565			0.00740
MY22	33-39 mo.		0.00280				0.00325					0.00480			0.00655
	42-48 mo.		0.00295				0.00340					0.00495			0.00670
MY19 to MY21	24-30 mo.		0.00380				0.00425					0.00565			0.00740
1011 19 10 1011 21	33-36 mo.		0.00280				0.00325					0.00480			0.00655
Acquisition Fee						\$595	(include	s GAP pr	otection (	on all CP	O leases)	)			
\$0 Acquisition F	ee Modifier							+ (	0.00055						
Security Deposit			Must	be no les	s than ar	amount	equal to	the total r	monthly p	ayment,	rounded i	up to the	next \$25	incremen	t
\$0 Security Dep	osit Modifier							+ (	0.00010						
			Modifier	not appli	cable to e	either One	e-Pay Lea	ase, or HI	FS Lease	Loyalty	customer	when Se	curity De	posit waiv	red.
Dealer Payout				Greate	r of <b>\$100</b>	flat fee	OR Re	eserve fro	m rate p	articipatio	n (up to -	+ 0.0010	0 mark u	p)	
Rate Participation	Option		<b>A:</b> 100%	reserve	paid upfro	ont with li	fetime ch	arge-bac	ks <b>B:</b> 7	70% reser	ve w/ 100	0% charg	e-backs v	vithin 90 d	days



	Issue Date:	November 1, 2024												, 2024 to J					
		Vehicle Informa	tion			Dea	Ier		L	_eas	se Param	eter	S	С	ustome	r Fina	ncials		р
	Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dlr. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Term & Mileage	RV %	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing	Featured
	MY24 ACCC	ORD GAS																	
52M	CY1F2REW	1.5T LX	\$28,990	\$27,818.41	\$645.72	\$500	\$0	\$0	36 10k	58%	\$16,814.20	\$595	0.00054	\$25,319.13	\$9,324	\$259	\$3,240	\$3,499	Yes
냪	CY1F3RJW	1.5T EX	\$31,005	\$29,599.23	\$832.16	\$500	\$0	\$0	36 10k	58%	\$17,982.90	\$595	0.00054	\$26,796.39	\$9,684	\$269	\$3,730	\$3,999	Yes
	MY24 ACCC	ORD FHEV																	
HP-56M	CY2F5RJW	Sport	\$33,990	\$32,443.94	\$1,475.58	\$500	\$0	\$0	36 10k	61%	\$20,733.90	\$595	0.00131	\$30,864.52	\$12,564	\$349	\$3,150	\$3,499	Yes
	MY25 ACCC	ORD GAS - Region A																	
MD-60M	CY1F2SEW	1.5T LX	\$29,390	\$28,201.61	\$1,106.27	\$0	\$0	\$0	36 10k	61%	\$17,927.90	\$595	0.00115	\$26,492.88	\$10,404	\$289	\$3,410	\$3,699	Yes
ન	CY1F4SJW	1.5T SE	\$31,655	\$30,218.68	\$1,432.37	\$0	\$0	\$0	36 10k	61%	\$19,309.55	\$595	0.00115	\$28,456.05	\$11,124	\$309	\$3,790	\$4,099	Yes
	MY25 ACCC	RD GAS - Region B																	
HP-62M	CY1F2SEW	1.5T LX	\$29,390	\$28,201.61	\$1,119.32	\$0	\$0	\$0	36 10k	61%	\$17,927.90	\$595	0.00136	\$26,515.93	\$10,764	\$299	\$3,400	\$3,699	Yes
문	CY1F4SJW	1.5T SE	\$31,655	\$30,218.68	\$1,421.32	\$0	\$0	\$0	36 10k	61%	\$19,309.55	\$595	0.00136	\$28,455.00	\$11,484	\$319	\$3,780	\$4,099	Yes
	MY25 ACCC	RD FHEV - Region A																	
HP-64M	CY2F5SJW	2.0 Hybrid Sport	\$34,750	\$33,168.22	\$1,536.93	\$0	\$0	\$0	36 10k	64%	\$22,240.00	\$595	0.00200	\$31,980.15	\$13,644	\$379	\$3,320	\$3,699	Yes
	MY25 ACCC	RD FHEV - Region B																	
HP-66M	CY2F5SJW	2.0 Hybrid Sport	\$34,750	\$33,168.22	\$1,534.95	\$0	\$0	\$0	36 10k	64%	\$22,240.00	\$595	0.00218	\$31,988.17	\$14,004	\$389	\$3,310	\$3,699	Yes
	MY24 CIVIO	·		<u> </u>					-										
_	FE2F2REW	4D 2.0 LX CVT	\$25,045	\$24,039.10	\$971.12	\$0	\$0	\$0	36 10k	61%	\$15,277.45	\$595	0.00147	\$22,255.22	\$8,964	\$249	\$3,350	\$3,599	Yes
HP-11N	FL2H5REW	5D 2.0 LX CVT		\$24,997.10	\$961.80	\$0	\$0	\$0	36 10k	61%	\$15,887.45	\$595	0.00147	\$22,803.90	\$8,964	\$249	\$3,750	\$3,999	Yes
훈		4D 2.0 Sport CVT		\$25,444.15	\$1,115.54	\$0 ©0	\$0 ***	<b>\$</b> 0			\$16,519.90			. ,	\$9,324	\$259	\$3,440	\$3,699	
	FL2H8REW	5D 2.0 Sport CVT	\$27,445	\$26,206.55	\$1,146.14	\$0	\$0	\$0	36 10k	63%	\$17,290.35	\$595	0.00147	\$24,407.69	\$9,324	\$259	\$3,540	\$3,799	



Model ID   Trim					, 2024 to J												November 1, 2024	Issue Date:
Model ID   Trim   Margin (s)   Margin (s)   Cont.   Cash   Cash   Cash   Cash   Mileage   %   Purchase   Per Eprezest   Pactor   Cost   Patholithy   PMT		ncials	r Finar	ustome	C	`S	neter	se Param	_eas			ler	Dea			tion	Vehicle Informa	
FE2F2SEW 4D 2.0 LX CVT \$25,345 \$24,326.50 \$991.05 \$0 \$0 \$0 \$0 \$36 10k 64% \$16,220.80 \$595 0.00255 \$22,692.55 \$10,044 \$279 \$3,22 \$10,044 \$279 \$3,22 \$10,044 \$279 \$3,22 \$10,044 \$279 \$10,044 \$10	= Amount Due at Signing	Cust. Down	Monthly	Monthly	Capitalized	Money		Purchase		&		Lease	Cont. D/L/F	Margin (\$)		(incl.	Trim	Model ID
FE2F5SEW 4D 2.0 Sport CVT \$27,345 \$26,111.25 \$1,218.25 \$0 \$0 \$0 \$0 \$0 \$0 \$10 \$65% \$17,774.25 \$595 \$0.00255 \$24,314.50 \$10,404 \$289 \$3,61 FL2H8SEW 5D 2.0 Sport CVT \$28,545 \$27,254.85 \$1,260.93 \$0 \$0 \$0 \$0 \$10 \$66% \$18,839.70 \$595 \$0.00255 \$25,200.78 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$289 \$3,91 \$10,404 \$28,002 \$10,404 \$21,502 \$10,404 \$21,502 \$10,404 \$21,502 \$10,404 \$10,404 \$21,502 \$10,404 \$10,4																	,	MY25 CIVIC
MY25 CIVIC FHEV    FE4F8SJW   4D 2.0 Hybrid Sport   \$29,845   \$28,493.75   \$1,325.27   \$0   \$0   \$0   \$36   10k   \$68\%   \$20,294.60   \$595   \$0.00286   \$27,244.02   \$11,844   \$329   \$3,175   \$1,325.27   \$0   \$0   \$0   \$0   \$0   \$0   \$0   \$	\$3,499 Yes	\$3,220	\$279	\$10,044	\$22,692.55	0.00255	\$595	\$16,220.80	64%	36 10k	\$0	\$0	\$0	\$991.05	\$24,326.50	\$25,345	4D 2.0 LX CVT	≥ FE2F2SEW
MY25 CIVIC FHEV    FE4F8SJW   4D 2.0 Hybrid Sport   \$29,845   \$28,493.75   \$1,325.27   \$0   \$0   \$0   \$36   10k   \$68\%   \$20,294.60   \$595   \$0.00286   \$27,244.02   \$11,844   \$329   \$3,175   \$1,967.32   \$0   \$0   \$0   \$0   \$0   \$0   \$0   \$	\$3,899 Yes	\$3,610	\$289	\$10,404	\$24,314.50	0.00255	\$595	\$17,774.25	65%	36 10k	\$0	\$0	\$0	\$1,218.25	\$26,111.25	\$27,345	4D 2.0 Sport CVT	FE2F5SEW
FE4F8SJW 4D 2.0 Hybrid Sport \$29,845 \$28,493.75 \$1,325.27 \$0 \$0 \$0 \$0 \$6 \$10k 68% \$20,294.60 \$595 0.00286 \$27,244.02 \$11,844 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$329 \$3,175 \$1,444 \$1,450 \$1,444 \$1,4	<b>\$4,199</b> Yes	\$3,910	\$289	\$10,404	\$25,200.78	0.00255	\$595	\$18,839.70	66%	36 10k	\$0	\$0	\$0	\$1,260.93	\$27,254.85	\$28,545	5D 2.0 Sport CVT	于 FL2H8SEW
FE4F8SKNW 4D 2.0 Hybrid Sport Touring \$32,845 \$30,876.50 \$1,967.32 \$0 \$0 \$0 \$0 \$6 10k 67% \$22,006.15 \$595 0.00286 \$29,288.82 \$12,564 \$349 \$4,15 FL4H8SJW 5D 2.0 Hybrid Sport CVT \$31,045 \$29,637.35 \$1,314.21 \$0 \$0 \$0 \$0 \$6 10k 68% \$21,421.05 \$595 0.00286 \$28,486.56 \$12,204 \$339 \$3,06 FL4H9SKNW 5D 2.0 Hybrid Sport Touring \$34,045 \$32,002.10 \$2,005.29 \$0 \$0 \$0 \$0 \$6 10k 68% \$23,150.60 \$595 0.00286 \$30,872.39 \$13,284 \$369 \$3,73 MY25 CR-V - Region A  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.85 \$0 \$0 \$0 \$0 \$6 10k 63% \$19,813.50 \$595 0.00147 \$28,728.65 \$11,484 \$319 \$3,88 RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,444.14 \$0 \$0 \$0 \$0 \$6 10k 64% \$21,568.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,57 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$6 10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$6 10k 64% \$22,528.00 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$6 10k 64% \$20,758.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$6 10k 64% \$20,758.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$6 10k 64% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$6 10k 64% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87 MY25 CR-V - Region A																	FHEV	MY25 CIVIC
## FL4H8SJW 5D 2.0 Hybrid Sport CVT \$31,045 \$29,637.35 \$1,314.21 \$0 \$0 \$0 \$0 \$36 10k 69% \$21,421.05 \$595 0.00286 \$28,486.56 \$12,204 \$339 \$3,065 FL4H9SKNW 5D 2.0 Hybrid Sport Touring \$34,045 \$32,002.10 \$2,005.29 \$0 \$0 \$0 \$0 \$36 10k 68% \$23,150.60 \$595 0.00286 \$30,872.39 \$13,284 \$369 \$3,73    MY25 CR-V - Region A  ### RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.85 \$0 \$0 \$0 \$36 10k 63% \$19,813.50 \$595 0.00147 \$28,728.65 \$11,484 \$319 \$3,285   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,444.14 \$0 \$0 \$0 \$36 10k 64% \$22,528.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,575    ### MY25 CR-V - Region B  ### RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$36 10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$3,275 \$1,227.75 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$3,499 Yes	\$3,170	\$329	\$11,844	\$27,244.02	0.00286	\$595	\$20,294.60	68%	36 10k	\$0	\$0	\$0	\$1,325.27	\$28,493.75	\$29,845	4D 2.0 Hybrid Sport	
## FL4H8SJW 5D 2.0 Hybrid Sport CVT \$31,045 \$29,637.35 \$1,314.21 \$0 \$0 \$0 \$0 \$36 10k 69% \$21,421.05 \$595 0.00286 \$28,486.56 \$12,204 \$339 \$3,065 FL4H9SKNW 5D 2.0 Hybrid Sport Touring \$34,045 \$32,002.10 \$2,005.29 \$0 \$0 \$0 \$0 \$36 10k 68% \$23,150.60 \$595 0.00286 \$30,872.39 \$13,284 \$369 \$3,73    MY25 CR-V - Region A  ### RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.85 \$0 \$0 \$0 \$36 10k 63% \$19,813.50 \$595 0.00147 \$28,728.65 \$11,484 \$319 \$3,285   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,444.14 \$0 \$0 \$0 \$36 10k 64% \$22,528.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,575    ### MY25 CR-V - Region B  ### RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$36 10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$3,275 \$1,227.75 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$4,499 Yes	\$4,150	\$349	\$12,564	\$29,288.82	0.00286	\$595	\$22,006.15	67%	36 10k	\$0	\$0	\$0	\$1,967.32	\$30,876.50	\$32,845	4D 2.0 Hybrid Sport Touring	FE4F8SKNW
FL4H9SKNW 5D 2.0 Hybrid Sport Touring \$34,045 \$32,002.10 \$2,005.29 \$0 \$0 \$0 \$0 \$10k 68% \$23,150.60 \$595 0.00286 \$30,872.39 \$13,284 \$369 \$3,773 MY25 CR-V - Region A  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.85 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00147 \$28,728.65 \$11,484 \$319 \$3,888 RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,240.86 \$0 \$0 \$0 \$0 \$10k 64% \$21,568.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,578 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,578.14 \$0 \$0 \$0 \$0 \$10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$10k 64% \$20,758.50 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$6 10k 63% \$20,758.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$6 10k 64% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$6 10k 64% \$21,568.00 \$595 0.00167 \$30,633.64 \$12,204 \$339 \$3,666 MY25 CR-V - Region A	\$3,399 Yes	\$3,060	\$339	\$12,204	\$28,486.56	0.00286	\$595	\$21,421.05	69%	36 10k	\$0	\$0	\$0	\$1,314.21	\$29,637.35	\$31,045	5D 2.0 Hybrid Sport CVT	FL4H8SJW
RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.85 \$0 \$0 \$0 \$0 \$0 36 10k 63% \$19,813.50 \$595 0.00147 \$28,728.65 \$11,484 \$319 \$3,288 RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,240.86 \$0 \$0 \$0 \$0 36 10k 63% \$20,758.50 \$595 0.00147 \$29,578.66 \$11,484 \$319 \$3,888 RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,444.14 \$0 \$0 \$0 \$0 36 10k 64% \$21,568.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,578 RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,578.14 \$0 \$0 \$0 \$0 36 10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$3,578 MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 36 10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,278 MY25 CR-V - Region B  RS3H4SJW 2WD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 36 10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,878 RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 36 10k 64% \$21,568.00 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,878 RS3H4SJW AWD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 36 10k 64% \$21,568.00 \$595 0.00167 \$30,633.64 \$12,204 \$339 \$3,668 MY25 CR-V FHEV - Region A	<b>\$4,099</b> Yes	\$3,730	\$369	\$13,284	\$30,872.39	0.00286	\$595	\$23,150.60	68%	36 10k	\$0	\$0	\$0	\$2,005.29	\$32,002.10	\$34,045	5D 2.0 Hybrid Sport Touring	
RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,240.86 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00147 \$29,578.66 \$11,484 \$319 \$3,888 RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,444.14 \$0 \$0 \$0 \$0 \$0 \$10k 64% \$21,568.00 \$595 0.00147 \$30,648.69 \$11,844 \$329 \$3,577 RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,578.14 \$0 \$0 \$0 \$0 \$0 \$10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27     MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,87     RS3H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87     RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0																	- Region A	MY25 CR-V
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,578.14 \$0 \$0 \$0 \$0 \$10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27   MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27   RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$3,599 Yes	\$3,280	\$319	\$11,484	\$28,728.65	0.00147	\$595	\$19,813.50	63%	36 10k	\$0	\$0	\$0	\$1,227.85	\$30,185.80	\$31,450	2WD 1.5T LX	
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,578.14 \$0 \$0 \$0 \$0 \$10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27   MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27   RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$4,199 Yes	\$3,880	\$319	\$11,484	\$29,578.66	0.00147	\$595	\$20,758.50	63%	36 10k	\$0	\$0	\$0	\$1,240.86	\$31,622.80	\$32,950	AWD 1.5T LX	RS4H2SEW
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,578.14 \$0 \$0 \$0 \$0 \$10k 64% \$22,528.00 \$595 0.00147 \$31,512.19 \$11,844 \$329 \$4,27   MY25 CR-V - Region B  RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27   RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$3,899	\$3,570	\$329	\$11,844	\$30,648.69	0.00147	\$595	\$21,568.00	64%	36 10k	\$0	\$0	\$0	\$1,444.14	\$32,179.55	\$33,700	2WD 1.5T EX	RS3H4SJW
RS3H2SEW 2WD 1.5T LX \$31,450 \$30,185.80 \$1,227.75 \$0 \$0 \$0 \$0 \$10k 63% \$19,813.50 \$595 0.00167 \$28,738.55 \$11,844 \$329 \$3,27   RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 \$0 \$0 \$10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87   RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$4,599	\$4,270	\$329	\$11,844	\$31,512.19	0.00147	\$595	\$22,528.00	64%	36 10k	\$0	\$0	\$0	\$1,578.14	\$33,609.05	\$35,200	AWD 1.5T EX	
RS4H2SEW AWD 1.5T LX \$32,950 \$31,622.80 \$1,228.57 \$0 \$0 \$0 36 10k 63% \$20,758.50 \$595 0.00167 \$29,576.37 \$11,844 \$329 \$3,87 RS3H4SJW 2WD 1.5T EX \$33,700 \$32,179.55 \$1,519.09 \$0 \$0 \$0 36 10k 64% \$21,568.00 \$595 0.00167 \$30,633.64 \$12,204 \$339 \$3,66 RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,540.70 \$0 \$0 \$0 36 10k 64% \$22,528.00 \$595 0.00167 \$31,484.75 \$12,204 \$339 \$4,26 MY25 CR-V FHEV - Region A																	- Region B	MY25 CR-V
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,540.70 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$3,599 Yes	\$3,270	\$329	\$11,844	\$28,738.55	0.00167	\$595	\$19,813.50	63%	36 10k	\$0	\$0	\$0	\$1,227.75	\$30,185.80	\$31,450	2WD 1.5T LX	
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,540.70 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$4,199 Yes	\$3,870	\$329	\$11,844	\$29,576.37	0.00167	\$595	\$20,758.50	63%	36 10k	\$0	\$0	\$0	\$1,228.57	\$31,622.80	\$32,950	AWD 1.5T LX	RS4H2SEW
RS4H4SJW AWD 1.5T EX \$35,200 \$33,609.05 \$1,540.70 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$3,999	\$3,660	\$339	\$12,204	\$30,633.64	0.00167	\$595	\$21,568.00	64%	36 10k	\$0	\$0	\$0	\$1,519.09	\$32,179.55	\$33,700	2WD 1.5T EX	RS3H4SJW
	\$4,599	\$4,260	\$339	\$12,204	\$31,484.75	0.00167	\$595	\$22,528.00	64%	36 10k	\$0	\$0	\$0	\$1,540.70	\$33,609.05	\$35,200	AWD 1.5T EX	
RS5H5SJXW 2WD 2.0 Hybrid Sport \$36,000 \$34,371.45 \$1,585.64 \$0 \$500 \$0 36 10k <b>67%</b> \$24,120.00 \$595 <b>0.00217</b> \$32,612.09 \$12,924 \$359 \$3,44 RS6H5SJXW AWD 2.0 Hybrid Sport \$37,500 \$35,800.95 \$1,615.50 \$0 \$500 \$0 36 10k <b>67%</b> \$25,125.00 \$595 <b>0.00217</b> \$33,471.45 \$12,924 \$359 \$4,04																	FHEV - Region A	MY25 CR-V
RS6H5SJXW AWD 2.0 Hybrid Sport \$37,500 \$35,800.95 \$1,615.50 \$0 \$500 \$0 36 10k <b>67%</b> \$25,125.00 \$595 <b>0.00217</b> \$33,471.45 \$12,924 \$359 \$4,04	\$3,799 Yes	\$3,440	\$359	\$12,924	\$32,612.09	0.00217	\$595	\$24,120.00	67%	36 10k	\$0	\$500	\$0	\$1,585.64	\$34,371.45	\$36,000	2WD 2.0 Hybrid Sport	RS5H5SJXW
	<b>\$4,399</b> Yes	\$4,040	\$359	\$12,924	\$33,471.45	0.00217	\$595	\$25,125.00	67%	36 10k	\$0	\$500	\$0	\$1,615.50	\$35,800.95	\$37,500	AWD 2.0 Hybrid Sport	RS6H5SJXW
MY25 CR-V FHEV - Region B																	FHEV - Region B	MY25 CR-V
RS5H5SJXW 2WD 2.0 Hybrid Sport \$36,000 \$34,371.45 \$1,568.61 \$0 \$500 \$0 36 10k <b>67%</b> \$24,120.00 \$595 <b>0.00235</b> \$32,605.06 \$13,284 \$369 \$3,437 RS6H5SJXW AWD 2.0 Hybrid Sport \$37,500 \$35,800.95 \$1,687.33 \$0 \$500 \$0 36 10k <b>67%</b> \$25,125.00 \$595 <b>0.00235</b> \$33,453.28 \$13,284 \$369 \$4,13	\$3,799 Yes	\$3,430	\$369	\$13,284	\$32,605.06	0.00235	\$595	\$24,120.00	67%	36 10k	\$0	\$500	\$0	\$1,568.61	\$34,371.45	\$36,000	2WD 2.0 Hybrid Sport	RS5H5SJXW
RS6H5SJXW AWD 2.0 Hybrid Sport \$37,500 \$35,800.95 \$1,687.33 \$0 \$500 \$0 36 10k <b>67%</b> \$25,125.00 \$595 <b>0.00235</b> \$33,453.28 \$13,284 \$369 \$4,13	<b>\$4,499</b> Yes	\$4,130	\$369	\$13,284	\$33,453.28	0.00235	\$595	\$25,125.00	67%	36 10k	\$0	\$500	\$0	\$1,687.33	\$35,800.95	\$37,500	AWD 2.0 Hybrid Sport	RS6H5SJXW



	Issue Date:	November 1, 2024								Progra	am Period:	Nove	ember 1	, 2024 to J	anuary 2,	2025			
		Vehicle Informat	tion			Dea	Ier			Leas	se Param	eter	S	С	ustome	r Finar	ncials		70
	Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dlr. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Term & Mileag	RV e	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing	Featured
	MY25 HR-V	- Region A		,					•										
_	RZ1H3SEW	2WD LX	\$26,750	\$25,683.20	\$966.59	\$0	\$0	\$0	36 10	k <b>64</b> %	\$17,120.00	\$595	0.00174	\$24,214.79	\$9,684	\$269	\$3,030	\$3,299	Yes
HP-68M	RZ2H3SEW	AWD LX	\$28,250	\$27,120.20	\$1,076.41	\$0	\$0	\$0	36 10	k <b>64</b> %	\$18,080.00	\$595	0.00174	\$25,061.61	\$9,684	\$269	\$3,730	\$3,999	Yes
녚	RZ1H5SEW	2WD Sport	\$28,850	\$27,557.50	\$1,289.88	\$0	\$0	\$0	36 10	k <b>65%</b>	\$18,752.50	\$595	0.00174	\$26,332.38	\$10,404	\$289	\$3,110	\$3,399	
	RZ2H5SEW	AWD Sport	\$30,350	\$28,987.00	\$1,320.44	\$0	\$0	\$0	36 10	k <b>65</b> %	\$19,727.50	\$595	0.00174	\$27,192.44	\$10,404	\$289	\$3,710	\$3,999	
	MY25 HR-V	- Region B																	
	RZ1H3SEW	2WD LX	\$26,750	\$25,683.20	\$973.16	\$0	\$0	\$0	36 10	k <b>64</b> %	\$17,120.00	\$595	0.00197	\$24,231.36	\$10,044	\$279	\$3,020	\$3,299	Yes
HP-70M	RZ2H3SEW	AWD LX	\$28,250	\$27,120.20	\$1,069.01	\$0	\$0	\$0	36 10	k <b>64</b> %	\$18,080.00	\$595	0.00197	\$25,064.21	\$10,044	\$279	\$3,720	\$3,999	Yes
흪	RZ1H5SEW	2WD Sport	\$28,850	\$27,557.50	\$1,267.46	\$0	\$0	\$0	36 10	k <b>65</b> %	\$18,752.50	\$595	0.00197	\$26,319.96	\$10,764	\$299	\$3,100	\$3,399	
	RZ2H5SEW	AWD Sport	\$30,350	\$28,987.00	\$1,283.83	\$0	\$0	\$0	36 10	k <b>65%</b>	\$19,727.50	\$595	0.00197	\$27,165.83	\$10,764	\$299	\$3,700	\$3,999	
	MY25 ODYS	SEY																	
HP-96M	RL6H6SJNW	EX-L	\$43,315	\$40,715.96	\$2,552.60	\$0	\$0	\$0	36 10	k <b>62</b> %	\$26,855.30	\$595	0.00212	\$38,733.56	\$16,884	\$469	\$5,130	\$5,599	Yes
호	RL6H7SJNW	Sport	\$44,465	\$41,794.66	\$2,634.73	\$0	\$0	\$0	36 10	k <b>62%</b>	\$27,568.30	\$595	0.00212	\$40,014.39	\$17,604	\$489	\$5,010	\$5,499	
	MY25 PASS	PORT																	
HP-82M	YF8H5SJNW	AWD EX-L	\$43,795	\$41,166.20	\$2,527.33	\$500	\$0	\$0	36 10	k <b>62%</b>	\$27,152.90	\$595	0.00137	\$39,318.53	\$15,444	\$429	\$4,470	\$4,899	Yes
	MY25 PILOT	-																	
	YG2H3SEW	2WD Sport	\$41,595	\$39,705.60	\$1,731.31	\$0	\$0	\$0	36 10	k <b>64</b> %	\$26,620.80	\$595	0.00166	\$37,851.91	\$15,084	\$419	\$4,180	\$4,599	Yes
HP-86M	YG1H3SEW	AWD Sport	\$43,695	\$41,706.90	\$1,822.43	\$0	\$0	\$0	36 10	k <b>64</b> %	\$27,964.80	\$595	0.00166	\$39,044.33	\$15,084	\$419	\$5,080	\$5,499	Yes
4	YG2H4SENW	2WD EX-L	\$44,895	\$42,198.00	\$2,531.52	\$0	\$0	\$0	36 10	k <b>64</b> %	\$28,732.80	\$595	0.00166	\$41,084.52	\$16,524	\$459	\$4,240	\$4,699	Yes
	YG1H4SENW	AWD EX-L	\$46,995	\$44,167.80	\$2,654.14	\$0	\$0	\$0	36 10	k <b>64%</b>	\$30,076.80	\$595	0.00166	\$42,276.94	\$16,524	\$459	\$5,140	\$5,599	Yes



	Issue Date:	November 1, 2024								Progra	am Period:	Nove	mber 1	, 2024 to J	anuary 2	2025			
		Vehicle Informat	ion			Deal	er			Lea	se Param	eter	S	С	ustome	r Fina	ncials		70
	Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dlr. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Terr & Milea	RV %	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing	ě
	MY24 PROL	OGUE - Excludes ZEV	+ 5 State	es (DC, DE,	PA, VA, W	V)													
	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,046.62	\$5,000	\$3,500	\$7,500	36 1	0k <b>49</b> %	\$23,909.55	\$595	0.00157	\$31,198.82	\$10,404	\$289	\$1,010	\$1,299	
Z	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,200.35	\$5,000	\$3,500	\$7,500	36 1	0k <b>49</b> %	\$25,379.55	\$595	0.00157	\$32,511.55	\$10,404	\$289	\$2,710	\$2,999	Yes
HP-98M	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,173.51	\$5,000	\$3,500	\$7,500	36 1	0k <b>49</b> %	\$26,016.55	\$595	0.00157	\$34,102.61	\$11,484	\$319	\$1,780	\$2,099	Yes
生	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,217.98	\$5,000	\$3,500	\$7,500	36 1	0k <b>49</b> %	\$27,486.55	\$595	0.00157	\$35,756.08	\$11,844	\$329	\$2,940	\$3,269	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,608.31	\$5,000	\$3,500	\$7,500	36 1	0k <b>48</b> %	\$28,461.60	\$595	0.00157	\$38,330.51	\$13,644	\$379	\$3,420	\$3,799	
	MY24 PROL	OGUE - Eligible to resi	dents of	the follow	ing ZEV +	5 States	s: CA, C	O, CT, E	C, DI	E, MA,	MD, ME, NJ	, NY,	OR, PA,	RI, VA, VT	, WA, WV				
	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,054.40	\$5,000	\$3,500	\$8,500	36 1	0k <b>49</b> %	\$23,909.55	\$595	0.00157	\$30,176.60	\$9,324	\$259	\$1,040	\$1,299	
≥	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,208.12	\$5,000	\$3,500	\$8,500	36 1	0k <b>49</b> %	\$25,379.55	\$595	0.00157	\$31,489.32	\$9,324	\$259	\$2,740	\$2,999	Yes
HP-98M	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,181.29	\$5,000	\$3,500	\$8,500	36 1	0k <b>49</b> %	\$26,016.55	\$595	0.00157	\$33,080.39	\$10,404	\$289	\$1,810	\$2,099	Yes
生	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,255.75	\$5,000	\$3,500	\$8,500	36 1	0k <b>49</b> %	\$27,486.55	\$595	0.00157	\$34,733.85	\$10,764	\$299	\$3,000	\$3,299	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,616.09	\$5,000	\$3,500	\$8,500	36 1	0k <b>48</b> %	\$28,461.60	\$595	0.00157	\$37,308.29	\$12,564	\$349	\$3,450	\$3,799	
	MY24 RIDGI	ELINE		"															
M68-	YK3F1REW	AWD Sport	\$41,145	\$39,276.75	\$1,759.64	\$1,000	\$1,000	\$0	36 1	0k <b>63</b> %	\$25,921.35	\$595	0.00049	\$36,661.39	\$11,844	\$329	\$2,970	\$3,299	
౼	YK3F5RJNW	AWD RTL	\$43,975	\$41,335.04	\$2,509.96	\$1,000	\$1,000	\$0	36 1	0k <b>63</b> %	\$27,704.25	\$595	0.00049	\$39,090.00	\$12,564	\$349	\$3,350	\$3,699	Yes
	MY25 RIDGE	ELINE																	
-93M	YK3F1SEW	SPORT	\$41,545	\$39,657.95	\$1,798.74	\$0	\$0	\$0	36 1	0k <b>65</b> %	\$27,004.25	\$595	0.00068	\$39,031.69	\$13,644	\$379	\$3,020	\$3,399	
냪	YK3F5SJNW	AWD RTL	\$44,375	\$41,710.24	\$2,580.84	\$0	\$0	\$0	36 1	0k <b>65</b> %	\$28,843.75	\$595	0.00068	\$41,486.08	\$14,364	\$399	\$3,400	\$3,799	Yes



Issue Date: November 1, 2024 to January 2, 2025

Eligible to residents of the following state(s) AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, HI, IA, ID, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY

	Ve	ehicle Infor	mation	า			Dealer			L	_eas	e Param	eter	S	С	ustome	r Fina	ncials		70
	Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dlr. Cont. D/L/F Cash	Captive Lease Cash	L/C Cash	Other Captive Cash	Term & Mileage	RV %	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments		+ Cust. Down PMT	= Amount Due at Signing	He
	MY24 ACCC	RD GAS - HFS	S Lease	Loyalty/Co	nquest															
2M	CY1F2REW	1.5T LX	\$28,990	\$27,818.41	\$666.31	\$500	\$0	\$1,250	\$0	36 10k	58%	\$16,814.20	\$595	0.00054	\$24,259.72	\$8,244	\$229	\$3,070	\$3,299	Yes
HP-52M	CY1F3RJW	1.5T EX	\$31,005	\$29,599.23	\$852.76	\$500	\$0	\$1,250	\$0	36 10k	58%	\$17,982.90	\$595	0.00054	\$25,736.99	\$8,604	\$239	\$3,560	\$3,799	Yes
	MY24 ACCC	RD FHEV - HI	S Lease	e Loyalty/C	onquest															
HP-56M	CY2F5RJW	Sport	\$33,990	\$32,443.94	\$1,524.22	\$500	\$0	\$1,250	\$0	36 10k	61%	\$20,733.90	\$595	0.00131	\$29,833.16	\$11,484	\$319	\$2,980	\$3,299	Yes
	MY24 CIVIC	: - HFS Lease	Loyalty							I.										
	FE2F2REW	4D 2.0 LX CVT	\$25,045	\$24,039.10	\$939.21	\$0	\$0	\$500	\$0	36 10k	61%	\$15,277.45	\$595	0.00147	\$21,913.31	\$8,604	\$239	\$3,160	\$3,399	Yes
-11N	FL2H5REW	5D 2.0 LX CVT	\$26,045	\$24,997.10	\$1,029.90	\$0	\$0	\$500	\$0	36 10k	61%	\$15,887.45	\$595	0.00147	\$22,462.00	\$8,604	\$239	\$3,660	\$3,899	Yes
높	FE2F5REW	4D 2.0 Sport CVT	\$26,645	\$25,444.15	\$1,183.63	\$0	\$0	\$500	\$0	36 10k	62%	\$16,519.90	\$595	0.00147	\$23,372.78	\$8,964	\$249	\$3,350	\$3,599	
	FL2H8REW	5D 2.0 Sport CVT	\$27,445	\$26,206.55	\$1,214.23	\$0	\$0	\$500	\$0	36 10k	63%	\$17,290.35	\$595	0.00147	\$24,065.78	\$8,964	\$249	\$3,450	\$3,699	
	MY25 PASS	PORT - HFS L	ease Lo	yalty/Conq	uest															
HP-82M	YF8H5SJNW	AWD EX-L	\$43,795	\$41,166.20	\$2,528.09	\$500	\$0	\$1,000	\$0	36 10k	62%	\$27,152.90	\$595	0.00137	\$38,289.29	\$14,364	\$399	\$4,500	\$4,899	Yes
	MY25 PILO	Γ - HFS Lease	Loyalty	/Conquest																
_	YG2H3SEW	2WD Sport	\$41,595	\$39,705.60	\$1,801.61	\$0	\$0	\$500	\$0	36 10k	64%	\$26,620.80	\$595	0.00166	\$37,512.21	\$14,724	\$409	\$4,090	\$4,499	Yes
HP-86M	YG1H3SEW	AWD Sport	\$43,695	\$41,706.90	\$1,892.73	\$0	\$0	\$500	\$0	36 10k	64%	\$27,964.80	\$595	0.00166	\$38,704.63	\$14,724	\$409	\$4,990	\$5,399	Yes
높	YG2H4SENW	2WD EX-L	\$44,895	\$42,198.00	\$2,601.82	\$0	\$0	\$500	\$0	36 10k	64%	\$28,732.80	\$595	0.00166	\$40,744.82	\$16,164	\$449	\$4,150	\$4,599	Yes
_	YG1H4SENW	AWD EX-L	\$46,995	\$44,167.80	\$2,724.44	\$0	\$0	\$500	\$0	36 10k	64%	\$30,076.80	\$595	0.00166	\$41,937.24	\$16,164	\$449	\$5,050	\$5,499	Yes



Issue Date: November 1, 2024 to January 2, 2025

Eligible to residents of the following state(s) AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, HI, IA, ID, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY

		Ve	ehicle Infor	mation	ı			)ealer				L	.eas	e Param	eter	S	С	ustome	r Fina	ncials		75
		Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dlr. Cont. D/L/F Cash	Captive Lease Cash	L/C Cash	Other Captive Cash	Terr & Milea		RV %	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	•	+ Cust. Down PMT	= Amount Due at Signing	Fee
		MY24 PROL	OGUE - HFS L	_ease Lo	yalty/Conq	uest - Exc	ludes Z	EV + 5 S	States													
		3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,054.40	\$5,000	\$3,500	\$1,000	\$7,500	36 1	0k	49%	\$23,909.55	\$595	0.00157	\$30,176.60	\$9,324	\$259	\$1,040	\$1,299	
	Σ	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,208.12	\$5,000	\$3,500	\$1,000	\$7,500	36 1	0k	49%	\$25,379.55	\$595	0.00157	\$31,489.32	\$9,324	\$259	\$2,740	\$2,999	Yes
8	86	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,181.29	\$5,000	\$3,500	\$1,000	\$7,500	36 1	0k	49%	\$26,016.55	\$595	0.00157	\$33,080.39	\$10,404	\$289	\$1,810	\$2,099	Yes
	亡	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,255.75	\$5,000	\$3,500	\$1,000	\$7,500	36 1	0k	49%	\$27,486.55	\$595	0.00157	\$34,733.85	\$10,764	\$299	\$3,000	\$3,299	
		3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,616.09	\$5,000	\$3,500	\$1,000	\$7,500	36 1	0k	48%	\$28,461.60	\$595	0.00157	\$37,308.29	\$12,564	\$349	\$3,450	\$3,799	
		MY24 PROL	OGUE - HFS L	_ease Lo	yalty/Conq	uest																
		Eligible to r	esidents of th	ne follow	ing ZEV +	5 States: 0	CA, CO,	CT, DC,	DE, MA	, MD, MI	E, NJ	, N	Y, OF	R, PA, RI, V	'A, VT	, WA, W	V					
		3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,062.18	\$5,000	\$3,500	\$1,000	\$8,500	36 1	0k	49%	\$23,909.55	\$595	0.00157	\$29,154.38	\$8,244	\$229	\$1,070	\$1,299	
	Σ	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,215.90	\$5,000	\$3,500	\$1,000	\$8,500	36 1	0k	49%	\$25,379.55	\$595	0.00157	\$30,467.10	\$8,244	\$229	\$2,770	\$2,999	Yes
6	-98	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,189.07	\$5,000	\$3,500	\$1,000	\$8,500	36 1	0k	49%	\$26,016.55	\$595	0.00157	\$32,058.17	\$9,324	\$259	\$1,840	\$2,099	Yes
	Ė	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,263.53	\$5,000	\$3,500	\$1,000	\$8,500	36 1	0k	49%	\$27,486.55	\$595	0.00157	\$33,711.63	\$9,684	\$269	\$3,030	\$3,299	
		3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,623.86	\$5,000	\$3,500	\$1,000	\$8,500	36 1	0k	48%	\$28,461.60	\$595	0.00157	\$36,286.06	\$11,484	\$319	\$3,480	\$3,799	

	Model Yea	r 2025		
Issue Date:	November 1, 2024	Mileage Options	24-33 mo.	<u>36-48 mo.</u>
Program Start:	November 1, 2024	12k Miles Per Year Option:	RV + 1%	RV + 2%
Program End:	January 2, 2025	10k Miles Per Year Option:	RV + 2%	RV + 3%
New RV\$ =	(MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile RV\$ - 10 cents per mile	
Certified RV\$ =	(MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79	9,999 miles (Cert.)

MY25 Honda	Trim	Model Code	24	27	30	33	36	39	42	45	48	51	54	57	60	Hard Add Accessories
	1.5T LX	CY1F2SEW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
	1.5T SE	CY1F4SJW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
ACCORD	HYBRID SPORT	CY2F5SJW	68	67	65	63	61	59	57	55	53	49	47	45	43	
SEDAN	HYBRID EX-L	CY2F6SJNW	66	65	63	61	59	57	55	53	51	47	45	43	41	SP
	HYBRID SPORT-L	CY2F7SJXW	67	66	64	62	60	58	56	54	52	48	46	44	42	
	HYBRID TOURING	CY2F8SKNW	64	63	61	59	57	55	53	51	49	45	43	41	39	SP
	LX	FE2F2SEW	68	67	65	63	61	59	57	55	53	49	47	45	43	W8, SP
	SPORT	FE2F5SEW	69	68	66	64	62	60	58	56	54	50	48	46	44	SP
CIVIC SEDAN	HYBRID SPORT	FE4F8SJW	72	71	69	67	65	63	61	59	57	53	51	49	47	SP
CIVIC SEDAN	HYBRID SPORT TOURING	FE4F8SKNW	71	70	68	66	64	62	60	58	56	52	50	48	46	SP
	SI	FE1E5SKXW	71	70	68	66	64	62	60	58	56	52	50	48	46	
	SIHPT	FE1E5SKW	71	70	68	66	64	62	60	58	56	52	50	48	46	
	SPORT	FL2H8SEW	70	69	67	65	63	61	59	57	55	51	49	47	45	SP
CIVIC	HYBRID SPORT	FL4H8SJW	73	72	70	68	66	64	62	60	58	54	52	50	48	SP
HATCHBACK	HYBRID SPORT TOURING	FL4H9SKNW	72	71	69	67	65	63	61	59	57	53	51	49	47	SP
	TYPE R	FL5G4SGW	76	75	73	71	69	67	65	63	61	57	55	53	51	SP
	LX	RS3H2SEW / RS4H2SEW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC, SP, TH, W8
	EX	RS3H4SJW / RS4H4SJW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, SP, TH
CR-V	EX-L	RS3H7SJW / RS4H7SJW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, SP, TH
2WD/AWD	HYBRID SPORT	RS5H5SJXW / RS6H5SJXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
	HYBRID SPORT L	RS5H8SJXW / RS6H8SJXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
	HYBRID SPORT TOURING	/ RS6H9SKXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
HR-V	LX	RZ1H3SEW / RZ2H3SEW	68	67	65	63	61	59	57	55	53	49	47	45	43	SP
	SPORT	RZ1H5SEW / RZ2H5SEW	69	68	66	64	62	60	58	56	54	50	48	46	44	SP
2WD/AWD	EX-L	RZ1H7SJW / RZ2H7SJW	66	65	63	61	59	57	55	53	51	47	45	43	41	SP
	EX-L	RL6H6SJNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RC, TH
ODVCCEV	SPORT L	RL6H7SJNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RC, TH
ODYSSEY	TOURING	RL6H8SKNW	64	63	61	59	57	55	53	51	49	45	43	41	39	RC, TH
	ELITE	RL6H9SKNW	63	62	60	58	56	54	52	50	48	44	42	40	38	RC, TH
	AWD EX-L	YF8H5SJNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
PASSPORT	AWD TRAILSPORT	YF8H6SKNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	AWD BLACK EDITION	YF8H8SKNW	64	63	61	59	57	55	53	51	49	45	43	41	39	RB, RC, TH
	SPORT	YG2H3SEW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, TH
	EX-L	YG2H4SENW / YG2H4SEXW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, TH, W0
	TOURING	YG2H7SKNW / YG2H7SKXW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	AWD SPORT	YG1H3SEW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, TH
PILOT	AWD EX-L	YG1H4SENW / YG1H4SEXW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, TH, W0
	AWD TRAILSPORT	YG1H6SJW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC
	AWD TOURING	YG1H7SKNW / YG1H7SKXW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	AWD ELITE	YG1H8SKNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	AWD BLACK EDITION	YG1H9SKNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	AWD SPORT	YK3F1SEW / YK3F2SEW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC
	AWD RTL	YK3F5SJNW / YK3F4SJNW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC
RIDGELINE	AWD TRAILSPORT	YK3F6SKNW / YK3F7SKNW	70	69	67	65	63	61	59	57	55	51	49	47	45	RB, RC
	AWD BLACK	YK3F8SKNW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC
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	Legend	SP	TH	RB	RC	W7	W8	W9	W0
HARD ADDS	Description	Spoilers (Deck Lid, Rear Wing, Tailgate)	Trailer Hitch	Step Assist	Roof Crossbar	Alloy Wheel Swap <b>17"</b>	Alloy Wheel Swap <b>18"</b>	Alloy Wheel Swap <b>19</b> "	Alloy Wheel Swap <b>20"</b>
(Genuine Honda	P/N Prefix	08F02, 08F10, 08F13	08L92	08L33	08L04	08W17	08W18	08W19	08W20
Accessories)	Maximum Addition	\$250	\$300	\$400	\$250	\$700	\$700	\$700	\$700
	Disclose Hard Adds in e	either Lease Agreeme	nt, Due Bill, o	r Repair Orde	r. Confirm eligi	bility through P/N Pre	efix from "Parts Inform	nation Bulletins" on th	ne iN.

	Model Yea	r 2024		
Issue Date:	November 1, 2024	Mileage Options	24-33 mo.	<u>36-48 mo.</u>
Program Start:	November 1, 2024	12k Miles Per Year Option:	RV + 1%	RV + 2%
Program End:	January 2, 2025	10k Miles Per Year Option:	RV + 2%	RV + 3%
New RV\$ =	(MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile RV\$ - 10 cents per mile	
Certified RV\$ =	(MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79	9,999 miles (Cert.)

MY24 Honda	Trim	Model Code	24	27	30	33	36	39	42	45	48	51	54	57	60	Hard Add Accessories
	1.5T LX	CY1F2REW	62	61	59	57	55	53	51	49	47	43	41	39	37	SP, W9
	1.5T EX	CY1F3RJW	62	61	59	57	55	53	51	49	47	43	41	39	37	SP, W9
ACCORD	HYBRID SPORT	CY2F5RJW	65	64	62	60	58	56	54	52	50	46	44	42	40	
SEDAN	HYBRID EX-L	CY2F6RJNW	63	62	60	58	56	54	52	50	48	44	42	40	38	SP, W9
	HYBRID SPORT-L	CY2F7RJXW	64	63	61	59	57	55	53	51	49	45	43	41	39	
	HYBRID TOURING	CY2F8RKNW	61	60	58	56	54	52	50	48	46	42	40	38	36	SP
	LX	FE2F2REW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
	SPORT	FE2F5REW	66	65	63	61	59	57	55	53	51	47	45	43	41	SP
<b>CIVIC SEDAN</b>	EX	FE1F7RJW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
	TOURING	FE1F9RKNW	62	61	59	57	55	53	51	49	47	43	41	39	37	SP
	SI	FE1E5RJXW	68	67	65	63	61	59	57	55	53	49	47	45	43	
	LX	FL2H5REW	64	63	62	60	58	56	54	52	50	46	44	42	40	SP
CIVIC	SPORT	FL2G8REW / FL2H8REW	66	65	64	62	60	58	56	54	52	48	46	44	42	SP
HATCHBACK	EX-L	FL1H7RJNW	64	63	62	60	58	56	54	52	50	46	44	42	40	SP
HATCHBACK	SPORT TOURING	FL1G8RKNW / FL1H8RKNW	62	61	60	58	56	54	52	50	48	44	42	40	38	SP
	TYPE R	FL5G4RGW	72	71	70	68	66	64	62	60	58	54	52	50	48	SP
	LX	RS3H2REW / RS4H2REW	64	63	61	59	57	55	53	51	49	45	43	41	39	RB, RC, SP, TH, W8
	EX	RS3H4RJW / RS4H4RJW	65	64	62	60	58	56	54	52	50	46	44	42	40	RB, RC, SP, TH
CR-V	EX-L	RS3H7RJW / RS4H7RJW	65	64	62	60	58	56	54	52	50	46	44	42	40	RB, RC, SP, TH
2WD/AWD	HYBRID SPORT	RS5H5RJXW / RS6H5RJXW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC, SP, TH
	HYBRID SPORT L	RS5H8RJXW / RS6H8RJXW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, SP, TH
	HYBRID SPORT TOURING	/ RS6H9RKXW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC, SP, TH
	LX	RZ1H3REW / RZ2H3REW	67	66	64	62	60	58	56	54	52	48	46	44	42	SP
	SPORT w/o BSI	RZ1H5REXW / RZ2H5REXW	68	67	65	63	61	59	57	55	53	49	47	45	43	SP
HR-V	SPORT	RZ1H5REW / RZ2H5REW	68	67	65	63	61	59	57	55	53	49	47	45	43	SP
2WD/AWD	EX-L w/o BSI	RZ1H7RJXW / RZ2H7RJXW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
	EX-L	RZ1H7RJW / RZ2H7RJW	65	64	62	60	58	56	54	52	50	46	44	42	40	SP
	EX	RL6H5REW	61	60	58	56	54	52	50	48	46	42	40	38	36	RC, TH
	EX-L	RL6H6RJNW	62	61	59	57	55	53	51	49	47	43	41	39	37	RC, TH
ODYSSEY	SPORT	RL6H7RJNW	62	61	59	57	55	53	51	49	47	43	41	39	37	RC, TH
	TOURING	RL6H8RKNW	60	59	57	55	53	51	49	47	45	41	39	37	35	RC, TH
	ELITE	RL6H9RKNW	60	59	57	55	53	51	49	47	45	41	39	37	35	RC, TH
	EVI	YF8H5RJNW	C.F.	64	62	60	58	F.C.	54	52	50	46	4.4	42	40	RB, RC, TH
PASSPORT	EX-L TRAILSPORT	YF8H6RKNW	65 65	64 64	62	60	58	56 56	54	52	50	46 46	44 44	42	40	RB, RC, TH
AWD	BLACK EDITION	YF8H8RKNW	63	62	60	58	56	54	52	50	48	44	42	42	38	RB, RC, TH
	LX	YG2H2REW / YG1H2REW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH, W0
	SPORT	YG2H3REW / YG1H3REW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
PILOT	EX-L	YG2H4RENW / YG1H4RENW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC, TH, W0
2WD/AWD	EX-L 7P	YG2H5RENW / YG1H5RENW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC, TH, W0
	TRAILSPORT	/ YG1H6RJW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC
	TOURING	YG2H7RKNW / YG1H7RKNW	66	65	63	61	59	57	55	53	51	47	45	43	41	RB, RC, TH
	ELITE	/ YG1H8RKNW	65	64	62	60	58	56	54	52	50	46	44	42	40	RB, RC, TH
PROLOGUE	EX	3B3H2REXW / 3B4H2REW	53	52	50	48	46	44	41	39	36	32	30	28	26	TH
2WD/AWD	TOURING	3B3H6RJXW / 3B4H6RJW	53	52	50	48	46	44	41	39	36	32	30	28	26	RC, TH
ZVVDIAVVD	ELITE	/ 3B4H8RJW	52	51	49	47	45	43	40	38	35	31	29	27	25	RC, TH
	AWD SPORT	YK3F1REW / YK3F2REW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC
DID OF LIVE	AWD RTL	YK3F5RJNW / YK3F4RJNW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC
RIDGELINE	AWD TRAILSPORT	YK3F6RKNW	68	67	65	63	61	59	57	55	53	49	47	45	43	RB, RC
	AWD BLACK	YK3F8RKNW	67	66	64	62	60	58	56	54	52	48	46	44	42	RB, RC
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	Legend	SP	TH	RB	RC	W7	W8	W9	W0
HARD ADDS	Description	Spoilers (Deck Lid, Rear Wing, Tailgate)	Trailer Hitch	Step Assist	Roof Crossbar	Alloy Wheel Swap <b>17"</b>	Alloy Wheel Swap 18"	Alloy Wheel Swap <b>19</b> "	Alloy Wheel Swap <mark>20</mark> "
N Committee of the Comm	P/N Prefix	08F02, 08F10, 08F13	08L92	08L33	08L04	08W17	08W18	08W19	08W20
Accessories)	Maximum Addition	\$250	\$300	\$400	\$250	\$700	\$700	\$700	\$700
	Disclose Hard Adds in o	either Lease Agreeme	nt, Due Bill, o	r Repair Orde	r. Confirm eligi	bility through P/N Pre	efix from "Parts Inform	nation Bulletins" on th	e iN.

## Model Year 2023

Mileage Options 24-33 mo. 36-45 mo. **Issue Date:** November 1, 2024 <u>48 mo.</u> 12k Miles Per Year Option: **RV + 2%** RV + 4%**Program Start:** November 1, 2024 RV + 6%**Program End:** January 2, 2025 10k Miles Per Year Option: **RV + 4% RV + 6% RV + 8%** 

Low Odometer Mileage: RV\$ + 5 cents per mile < 15k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 15k miles

1Y23 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
	CY1F2PEW	4dr Sdn LX	\$16,060	\$15,340	\$14,350	\$12,910	\$11,470
ACCORD	CY1F3PJW	4dr Sdn EX	\$17,780	\$16,960	\$15,830	\$14,250	\$12,670
SEDAN	CY1F3PJYW	4dr Sdn EX w/o BSI	\$17,780	\$16,960	\$15,830	\$14,250	\$12,670
	CY2F5PJW	4dr Sdn Sport	\$17,760	\$17,750	\$16,520	\$14,230	\$13,280
	CY2F5PJYW	4dr Sdn Sport w/o BSI		\$17,760	\$16,530		\$13,280
			\$18,670			\$14,910	
ACCORD	CY2F6PJNW	4dr Sdn EX-L	\$19,920	\$18,910	\$17,550	\$15,900	\$14,260
	CY2F6PJYW	4dr Sdn EX-L w/o BSI	\$19,930	\$18,910	\$17,550	\$15,910	\$14,26
HYBRID SEDAN	CY2F7PJXW	4dr Sdn Sport-L	\$20,070	\$19,050	\$17,670	\$16,010	\$14,36
	CY2F7PJYW	4dr Sdn Sport-L w/o BSI	\$20,080	\$19,050	\$17,680	\$16,020	\$14,36
	CY2F8PKNW	4dr Sdn Touring	\$21,380	\$20,260	\$18,780	\$17,020	\$15,26
	CY2F8PKYW	4dr Sdn Touring w/o BSI	\$21,390	\$20,270	\$18,780	\$17,020	\$15,27
	FE2F2PEW	4dr Sdn LX 2.0L AT	\$13,390	\$12,660	\$11,710	\$10,380	\$9,050
	FE2F5PEW	4dr Sdn Sport 2.0L AT	\$14,520	\$13,750	\$12,740	\$11,320	\$9,910
CIVIC	FE1F7PJTW	4dr Sdn EX 1.5T AT w/o BSI	\$16,100	\$15,230	\$14,080	\$12,550	\$11,02
SEDAN	FE1F7PJW	4dr Sdn EX 1.5T AT	\$16,090	\$15,220	\$14,070	\$12,540	\$11,01
	FE1F9PKNW	4dr Sdn Touring 1.5T AT	\$18,580	\$17,550	\$16,200	\$14,510	\$12,81
	FE1E5PJXW	4dr Sdn Si MT	\$19,060	\$17,930	\$16,470	\$14,690	\$12,90
	FL2H5PEW	5dr HB LX 2.0L AT	\$15,590	\$14,640	\$13,430	\$11,950	\$10,47
	FL2G8PEW	5dr HB Sport 2.0L MT	\$15,190	\$14,290	\$13,140	\$11,670	\$10,20
	FL2H8PEW	5dr HB Sport 2.0L AT	\$16,460	\$15,490	\$14,230	\$12,690	\$11,15
CIVIC	FL1H7PJTW	5dr HB EX-L 1.5T AT	\$18,210	\$17,090	\$15,670	\$13,980	\$12,30
HATCHBACK	FL1H7PJNW	5dr HB EX-L 1.5T AT w/o BSI	\$18,210	\$17,090	\$15,660	\$13,980	\$12,30
	FL1G8PKNW	5dr HB Sport Touring 1.5T MT	\$19,480	\$18,270	\$16,730	\$14,980	\$13,24
	FL1H8PKNW	5dr HB Sport Touring 1.5T AT	\$20,590	\$19,320	\$17,700	\$15,880	\$14,05
	FL5G4PGW	5dr HB Type R MT	\$34,740	\$32,270	\$29,220	\$26,050	\$22,87
	RS3H2PEW	4dr Wgn LX	\$16,020	\$15,110	\$13,930	\$12,750	\$11,58
	RS3H4PJW	4dr Wgn EX	\$18,320	\$17,300	\$15,960	\$14,630	\$13,31
	RS3H4PJXW	4dr Wgn EX w/o BSI	\$18,330	\$17,300	\$15,960	\$14,640	\$13,31
CR-V 2WD	RS3H7PJW	4dr Wgn EX-L	\$20,010	\$18,870	\$17,380	\$15,970	\$14,55
	RS3H7PJXW	4dr Wgn EX-L w/o BSI	\$20,020	\$18,870	\$17,390	\$15,970	\$14,56
	RS5H5PJW	4dr Wgn Sport Hybrid	\$20,240	\$19,080	\$17,580	\$16,120	\$14,67
	RS5H5PJYW	4dr Wgn Sport Hybrid w/o BSI	\$20,240	\$19,080	\$17,580	\$16,130	\$14,67
	RS4H2PEW	4dr Wgn LX	\$16,570	\$15,640	\$14,420	\$13,210	\$12,00
	RS4H4PJW	4dr Wgn EX	\$18,860	\$17,820	\$16,450	\$15,090	\$13,72
	RS4H4PJXW	4dr Wgn EX w/o BSI	\$18,860	\$17,820	\$16,460	\$15,090	\$13,73
	RS4H7PJW	4dr Wgn EX-L	\$20,620	\$19,430	\$17,880	\$16,390	\$14,90
CR-V AWD	RS4H7PJXW	4dr Wgn EX-L w/o BSI	\$20,630	\$19,430	\$17,880	\$16,390	\$14,90
	RS6H5PJW	4dr Wgn Sport Hybrid	\$20,820	\$19,430	\$18,070	\$16,580	\$15,09
	RS6H5PJYW					\$16,580	
		4dr Wgn Sport Hybrid w/o BSI	\$20,820	\$19,630	\$18,080		\$15,09
	RS6H9PKW	4dr Wgn Sport Touring Hybrid	\$22,930	\$21,590	\$19,860	\$18,230	\$16,60
HR-V	RZ1H3PEW	4dr Wgn LX	\$13,470	\$13,020	\$12,340	\$11,100	\$9,87
2WD	RZ1H5PEW	4dr Wgn Sport	\$14,900	\$14,370	\$13,570	\$12,240	\$10,92
	RZ1H7PJW	4dr Wgn EX-L	\$16,960	\$16,240	\$15,230	\$13,760	\$12,30
HR-V	RZ2H3PEW	4dr Wgn LX	\$14,800	\$14,260	\$13,450	\$12,130	\$10,82
AWD	RZ2H5PEW	4dr Wgn Sport	\$16,260	\$15,610	\$14,670	\$13,260	\$11,84
	RZ2H7PJW	4dr Wgn EX-L	\$18,270	\$17,460	\$16,340	\$14,780	\$13,23
	RL6H5PEW	4dr Wgn EX	\$21,380	\$19,780	\$17,840	\$15,590	\$13,35
	RL6H6PJNW	4dr Wgn EX-L	\$22,990	\$21,260	\$19,160	\$16,810	\$14,46
ODYSSEY	RL6H7PJNW	4dr Wgn Sport	\$23,140	\$21,390	\$19,270	\$16,920	\$14,56
	RL6H8PKNW	4dr Wgn Touring	\$24,610	\$22,770	\$20,520	\$18,060	\$15,60
	RL6H9PKNW	4dr Wgn Elite	\$26,540	\$24,570	\$22,170	\$19,600	\$17,02

		Model Year 202	23		
Issue Date:	November 1, 2024	Mileage Options	24-33 mo.	<u>36-45 mo.</u>	<u>48 mo.</u>
Program Start:	November 1, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	RV + 6%
Program End:	January 2, 2025	10k Miles Per Year Option:	RV + 4%	<b>RV + 6%</b>	RV + 8%

Low Odometer Mileage: RV\$ + 5 cents per mile < 15k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 15k miles

MY23 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
	YF8H5PJNW	4dr Wgn EX-L	\$24,910	\$23,320	\$21,320	\$18,880	\$16,450
PASSPORT	YF8H6PKNW	4dr Wgn TrailSport	\$25,560	\$23,920	\$21,850	\$19,370	\$16,880
	YF8H0PKNW	4dr Wgn Elite	\$27,190	\$25,460	\$23,280	\$20,690	\$18,100
	YG2H2PEW	4dr Wgn LX	\$22,930	\$21,490	\$19,660	\$17,530	\$15,400
PILOT	YG2H3PEW	4dr Wgn Sport	\$25,030	\$23,480	\$21,510	\$19,170	\$16,820
	YG2H4PENW	4dr Wgn EX-L 8-Passenger	\$27,210	\$25,490	\$23,320	\$20,770	\$18,220
2WD	YG2H5PENW	4dr Wgn EX-L 7-Passenger	\$27,360	\$25,630	\$23,440	\$20,880	\$18,320
	YG2H7PKNW	4dr Wgn Touring	\$28,930	\$27,120	\$24,830	\$22,190	\$19,550
	YG1H2PEW	4dr Wgn LX	\$23,870	\$22,360	\$20,450	\$18,230	\$16,020
	YG1H3PEW	4dr Wgn Sport	\$26,050	\$24,420	\$22,360	\$19,920	\$17,490
PILOT	YG1H4PENW	4dr Wgn EX-L 8-Passenger	\$28,180	\$26,410	\$24,170	\$21,560	\$18,960
	YG1H5PENW	4dr Wgn EX-L 7-Passenger	\$29,210	\$27,370	\$25,030	\$22,340	\$19,650
4WD	YG1H6PJW	4dr Wgn TrailSport	\$30,000	\$28,090	\$25,680	\$22,910	\$20,140
	YG1H7PKNW	4dr Wgn Touring	\$29,950	\$28,090	\$25,730	\$23,020	\$20,320
	YG1H8PKNW	4dr Wgn Elite	\$31,210	\$29,260	\$26,790	\$23,990	\$21,200
	YK3F1PEW	Crew Cab Sport	\$22,700	\$20,970	\$18,870	\$16,600	\$14,330
RIDGELINE	YK3F5PJNW	Crew Cab RTL	\$24,850	\$22,990	\$20,720	\$18,310	\$15,900
4WD	YK3F7PKNW	Crew Cab RTL-E	\$25,680	\$23,740	\$21,380	\$18,920	\$16,460
	YK3F8PKNW	Crew Cab Black Edition	\$26,050	\$24,070	\$21,670	\$19,200	\$16,730

**Model Year 2022** 24-33 mo. Mileage Options 36-45 mo. **Issue Date:** November 1, 2024 <u>48 mo.</u> 12k Miles Per Year Option: **RV + 2%** RV + 4%**Program Start:** November 1, 2024 RV + 6%**Program End:** January 2, 2025 10k Miles Per Year Option: **RV + 4% RV + 6% RV + 8%** 

Low Odometer Mileage: RV\$ + 5 cents per mile < 30k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 30k miles

Excess Odometer Milea							
MY22 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
	CV1F1NEW	4dr Sdn LX	\$12,190	\$11,630	\$10,860	\$9,600	\$8,340
	CV1F3NEW	4dr Sdn Sport	\$13,000	\$12,370	\$11,520	\$10,210	\$8,900
	CV1F4NENW	4dr Sdn Sport SE	\$14,180	\$13,480	\$12,530	\$11,140	\$9,750
	CV1F5NJNW	4dr Sdn EX-L	\$14,990	\$14,220	\$13,190	\$11,740	\$10,290
ACCORD	CV2F3NJW	4dr Sdn Sport 2.0T	\$15,470	\$14,650	\$13,570	\$12,090	\$10,610
SEDAN	CV2F9NKNW	4dr Sdn Touring 2.0T	\$17,710	\$16,740	\$15,460	\$13,830	\$12,190
	CV3F1NEW	4dr Sdn Hybrid	\$12,780	\$12,170	\$11,330	\$10,050	\$8,760
	CV3F2NEW	4dr Sdn Sport Hybrid	\$13,580	\$12,890	\$11,960	\$10,610	\$9,260
	CV3F5NJNW	4dr Sdn EX-L Hybrid	\$15,210	\$14,420	\$13,360	\$11,910	\$10,450
	CV3F9NKNW	4dr Sdn Touring Hybrid	\$16,390	\$15,510	\$14,340	\$12,800	\$11,260
	FE2F2NEW	4dr LX 2.0L AT	\$12,550	\$11,950	\$11,130	\$9,910	\$8,680
	FE2F5NEW	4dr Sport 2.0L AT	\$13,700	\$13,010	\$12,090	\$10,800	\$9,510
CIVIC	FE1F7NJW	4dr EX 1.5T AT	\$15,190	\$14,400	\$13,350	\$11,940	\$10,540
SEDAN	FE1F9NKNW	4dr Touring 1.5T AT	\$17,570	\$16,610	\$15,350	\$13,780	\$12,210
	FE1E5NJXW	4dr Sdn Si MT	\$18,030	\$16,980	\$15,620	\$13,980	\$12,330
	FE1E5NJW	4dr Sdn Si MT HPT	\$18,030	\$16,980	\$15,620	\$13,970	\$12,330
	FL2H5NEW	5dr LX 2.0L AT	\$13,130	\$12,450	\$11,530	\$10,280	\$9,030
	FL2G8NEW	5dr Sport 2.0L MT	\$13,670	\$12,930	\$11,950	\$10,650	\$9,350
CIVIC	FL2H8NEW	5dr Sport 2.0L AT	\$14,940	\$14,110	\$13,020	\$11,650	\$10,270
HATCHBACK	FL1H7NJNW	5dr EX-L 1.5T AT	\$16,580	\$15,600	\$14,350	\$12,840	\$11,340
	FL1G8NKNW	5dr Sport Touring 1.5T MT	\$17,750	\$16,690	\$15,340	\$13,750	\$12,150
	FL1H8NKNW	5dr Sport Touring 1.5T AT	\$18,840	\$17,720	\$16,280	\$14,630	\$12,970
	RW1H2NEW	4dr Wgn LX	\$12,130	\$11,430	\$10,520	\$9,710	\$8,890
CD V OWD	RW1H7NEW	4dr Wgn SE	\$13,210	\$12,450	\$11,460	\$10,590	\$9,720
CR-V 2WD	RW1H5NJW	4dr Wgn EX	\$14,810	\$13,890	\$12,720	\$11,720	\$10,730
	RW1H8NJNW	4dr Wgn EX-L	\$15,930	\$14,930	\$13,660	\$12,590	\$11,520
	RW2H2NEW	4dr Wgn LX	\$12,720	\$11,950	\$10,970	\$10,130	\$9,290
	RW2H7NEW	4dr Wgn SE	\$13,770	\$12,950	\$11,900	\$11,020	\$10,140
CR-V AWD	RW2H5NJW	4dr Wgn EX	\$15,320	\$14,370	\$13,160	\$12,130	\$11,100
	RW2H8NJNW	4dr Wgn EX-L	\$16,490	\$15,430	\$14,100	\$12,980	\$11,860
	RW2H9NKNW	4dr Wgn Touring	\$18,660	\$17,450	\$15,930	\$14,660	\$13,380
	RT6H5NJW	4dr Wgn EX Hybrid	\$17,330	\$16,280	\$14,930	\$13,800	\$12,660
<b>CR-V HYBRID</b>	RT6H8NJNW	4dr Wgn EX-L Hybrid	\$18,320	\$17,200	\$15,770	\$14,590	\$13,400
	RT6H9NKNW	4dr Wgn Touring Hybrid	\$20,210	\$18,980	\$17,400	\$16,120	\$14,850
	RU5H3NEXW	4dr Wgn LX	\$8,570	\$8,080	\$7,440	\$6,930	\$6,420
HR-V	RU5H1NEXW	4dr Wgn Sport	\$9,570	\$8,670	\$7,620	\$7,340	\$7,060
2WD	RU5H5NJXW	4dr Wgn EX	\$11,170	\$10,450	\$9,550	\$8,860	\$8,170
	RU5H7NJXW	4dr Wgn EX-L	\$11,950	\$11,190	\$10,220	\$9,480	\$8,740
	RU6H3NEW	4dr Wgn LX	\$9,880	\$9,270	\$8,490	\$7,910	\$7,320
HR-V	RU6H1NEW	4dr Wgn Sport	\$10,820	\$10,140	\$9,260	\$8,600	\$7,940
AWD	RU6H5NJW	4dr Wgn EX	\$12,420	\$11,620	\$10,600	\$9,840	\$9,070
	RU6H7NJNW	4dr Wgn EX-L	\$13,210	\$12,360	\$11,280	\$10,450	\$9,620
11.010.17	ZE4F5NEW	4dr Sdn EX	\$12,230	\$11,590	\$10,740	\$9,310	\$7,890
INSIGHT	ZE4F9NKNW	4dr Sdn Touring	\$14,210	\$13,430	\$12,410	\$10,850	\$9,300
	RL6H2NEW	4dr Wgn LX	\$17,190	\$15,940	\$14,410	\$12,560	\$10,720
	RL6H5NEXW	4dr Wgn EX	\$19,780	\$18,340	\$16,570	\$14,540	\$12,520
ODYSSEY	RL6H7NJXW	4dr Wgn EX-L	\$21,280	\$19,710	\$17,790	\$15,660	\$13,530
02.0021	RL6H8NKXW	4dr Wgn Touring	\$22,770	\$21,080	\$19,020	\$16,780	\$14,530
	RL6H9NKXW	4dr Wgn Elite	\$24,570	\$22,750	\$20,530	\$18,170	\$15,810
	INCOMENTATION	Tai Wyn Lille	φ24,370	ΨΖΖ,1 ΌΟ	Ψ20,330	ψ10,170	ψ13,010

Model Year 2022							
Issue Date:	November 1, 2024	Mileage Options	24-33 mo.	<u>36-45 mo.</u>	<u>48 mo.</u>		
Program Start:	November 1, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	<b>RV + 6%</b>		
Program End:	January 2, 2025	10k Miles Per Year Option:	RV + 4%	RV + 6%	<b>RV + 8%</b>		

Low Odometer Mileage: RV\$ + 5 cents per mile < 30k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 30k miles

MY22 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
	YF7H5NJNW	4dr Wgn EX-L	\$22,100	\$20,710	\$18,950	\$16,680	\$14,410
PASSPORT	YF8H5NJNW	4dr Wgn EX-L AWD	\$23,220	\$21,740	\$19,870	\$17,520	\$15,180
PASSPURI	YF8H6NKNW	4dr Wgn Trailsport AWD	\$23,800	\$22,260	\$20,330	\$17,950	\$15,560
	YF8H0NKNW	4dr Wgn Elite	\$25,350	\$23,710	\$21,650	\$19,150	\$16,650
	YF5H3NEW	4dr Wgn Sport	\$19,840	\$18,530	\$16,890	\$14,630	\$12,370
PILOT	YF5H5NJNW	4dr Wgn EX-L	\$21,120	\$19,690	\$17,910	\$15,540	\$13,170
	YF5H2NJNW	4dr Wgn SE	\$21,520	\$20,070	\$18,250	\$15,860	\$13,460
2WD	YF5H9NKNW	4dr Wgn Touring	\$22,740	\$21,190	\$19,260	\$16,790	\$14,320
	YF5H6NKNW	4dr Wgn Touring 7Pass	\$22,840	\$21,280	\$19,340	\$16,850	\$14,370
	YF6H3NEW	4dr Wgn Sport	\$20,760	\$19,350	\$17,610	\$15,270	\$12,940
	YF6H5NJNW	4dr Wgn EX-L	\$22,010	\$20,510	\$18,650	\$16,230	\$13,810
	YF6H2NJNW	4dr Wgn SE	\$22,410	\$20,890	\$19,000	\$16,540	\$14,080
PILOT	YF6H8NKNW	4dr Wgn Trailsport	\$22,870	\$21,280	\$19,320	\$16,820	\$14,320
4WD	YF6H9NKNW	4dr Wgn Touring	\$23,600	\$21,990	\$19,980	\$17,460	\$14,930
	YF6H6NKNW	4dr Wgn Touring 7Pass	\$23,700	\$22,090	\$20,080	\$17,550	\$15,010
	YF6H0NKNW	4dr Wgn Elite	\$24,030	\$22,380	\$20,330	\$17,770	\$15,210
	YF6H7NKXW	4dr Wgn Black Edition	\$24,330	\$22,650	\$20,570	\$17,980	\$15,390
	YK3F1NEW	Crew Cab Sport	\$20,520	\$18,840	\$16,840	\$14,760	\$12,680
RIDGELINE	YK3F5NJNW	Crew Cab RTL	\$22,570	\$20,750	\$18,560	\$16,350	\$14,130
4WD	YK3F7NKNW	Crew Cab RTL-E	\$23,320	\$21,420	\$19,150	\$16,880	\$14,610
	YK3F8NKNW	Crew Cab Black Edition	\$23,640	\$21,700	\$19,390	\$17,100	\$14,820

#### **Model Year 2021** November 1, 2024 Issue Date: **Mileage Options** 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: **RV + 2%** RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 45k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 45k miles

MY21 Honda	Model Code	Trim	24mo	30mo	36mo
	CV1F1MEW	4dr Sdn LX	\$9,060	\$8,560	\$7,890
	CV1F3MEW	4dr Sdn Sport	\$9,740	\$9,170	\$8,430
	CV1F4MENW	4dr Sdn Sport SE	\$10,790	\$10,130	\$9,280
ACCORD SEDAN	CV1F5MJNW	4dr Sdn EX-L	\$11,440	\$10,770	\$9,900
	CV2F3MJW	4dr Sdn Sport 2.0T	\$11,820	\$11,080	\$10,140
	CV2F9MKNW	4dr Sdn Touring 2.0T	\$13,750	\$12,850	\$11,720
	CV3F1MEW	4dr Sdn Hybrid	\$9,510	\$8,980	\$8,290
	CV3F4MJW	4dr Sdn EX Hybrid	\$10,570	\$9,940	\$9,140
	CV3F5MJNW	4dr Sdn EX-L Hybrid	\$11,500	\$10,790	\$9,880
	CV3F9MKNW	4dr Sdn Touring Hybrid	\$12,640	\$11,820	\$10,790
	FC2F6MEW	4dr LX 2.0L AT	\$9,230	\$8,360	\$7,350
CIVIC	FC2F8MEW	4dr Sport 2.0L AT	\$10,460	\$9,470	\$8,320
CIVIC	FC1F3MJW	4dr EX 1.5T AT	\$11,640	\$10,550	\$9,280
SEDAN	FC1F7MJNW	4dr EX-L 1.5T AT	\$12,180	\$11,060	\$9,750
	FC1F9MKNW	4dr Touring 1.5T AT	\$12,750	\$11,580	\$10,210
	FK7H3MEW	5dr LX 1.5T AT	\$10,260	\$9,290	\$8,150
	FK7G4MEW	5dr Sport 1.5T MT	\$11,130	\$10,080	\$8,850
	FK7H4MEW	5dr Sport 1.5T AT	\$12,060	\$10,940	\$9,640
CIVIC	FK7H6MJW	5dr EX 1.5T AT	\$12,470	\$11,310	\$9,960
HATCHBACK	FK7G9MKNW	5dr Sport Touring 1.5T MT	\$12,930	\$11,730	\$10,330
	FK7H9MKNW	5dr Sport Touring 1.5T AT	\$13,720	\$12,470	\$11,010
	FK8G7MGW	5dr Type R	\$25,200	\$24,400	\$23,140
	FK8G0MGW	5dr Type R Limited Edition	\$27,950	\$27,050	\$25,650
OL ADITY DUEY	ZC5F1MEW	4dr Sdn PHEV	\$8,480	\$7,820	\$7,020
CLARITY PHEV	ZC5F3MGW	4dr Sdn Touring PHEV	\$9,700	\$8,940	\$8,030
	RW1H2MEW	4dr Wgn LX	\$9,550	\$8,980	\$8,240
	RW1H7MEW	4dr Wgn SE	\$10,450	\$9,820	\$9,020
CR-V 2WD	RW1H5MJW	4dr Wgn EX	\$11,810	\$11,060	\$10,110
	RW1H8MJNW	4dr Wgn EX-L	\$12,770	\$11,940	\$10,900
	RW1H9MKNW	4dr Wgn Touring	\$14,640	\$13,650	\$12,420
	RW2H2MEW	4dr Wgn LX	\$10,000	\$9,400	\$8,640
	RW2H7MEW	4dr Wgn SE	\$10,930	\$10,280	\$9,440
CR-V AWD	RW2H5MJW	4dr Wgn EX	\$12,260	\$11,460	\$10,450
	RW2H8MJNW	4dr Wgn EX-L	\$13,230	\$12,340	\$11,240
	RW2H9MKNW	4dr Wgn Touring	\$15,060	\$14,040	\$12,760
	RT6H5MJW	4dr Wgn EX Hybrid	\$14,070	\$13,180	\$12,040
CR-V HYBRID	RT6H8MJNW	4dr Wgn EX-L Hybrid	\$14,930	\$13,970	\$12,760
	RT6H9MKNW	4dr Wgn Touring Hybrid	\$16,660	\$15,600	\$14,250
	RU5H3MEXW	4dr Wgn LX	\$6,970	\$6,230	\$5,380
HR-V	RU5H1MEXW	4dr Wgn Sport	\$7,520	\$6,990	\$6,330
2WD	RU5H5MJXW	4dr Wgn EX	\$8,650	\$8,030	\$7,260
	RU5H7MJXW	4dr Wgn EX-L	\$9,340	\$8,660	\$7,830

#### **Model Year 2021** November 1, 2024 **Mileage Options** Issue Date: 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: **RV + 2%** RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 45k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 45k miles

MY21 Honda	Model Code	Trim	24mo	30mo	36mo
	RU6H3MEW	4dr Wgn LX	\$7,780	\$7,240	\$6,560
HR-V	RU6H1MEW	4dr Wgn Sport	\$8,570	\$7,950	\$7,180
AWD	RU6H5MJW	4dr Wgn EX	\$9,730	\$9,020	\$8,160
AVVD	RU6H7MJNW	4dr Wgn EX-L	\$10,390	\$9,630	\$8,710
	RU6H9MKNW	4dr Wgn Touring	\$11,020	\$10,240	\$9,270
	ZE4F1MEW	4dr Sdn LX	\$7,960	\$7,340	\$6,590
INSIGHT	ZE4F5MEW	4dr Sdn EX	\$8,880	\$8,170	\$7,310
	ZE4F9MKNW	4dr Sdn Touring	\$10,550	\$9,710	\$8,690
	RL6H2MEW	4dr Wgn LX	\$11,900	\$11,420	\$10,730
	RL6H5MEXW	4dr Wgn EX	\$14,130	\$13,480	\$12,580
ODYSSEY	RL6H7MJXW	4dr Wgn EX-L	\$15,370	\$14,610	\$13,590
	RL6H8MKXW	4dr Wgn Touring	\$16,550	\$15,690	\$14,550
	RL6H9MKXW	4dr Wgn Elite	\$18,230	\$17,250	\$15,950
PASSPORT	YF7H2MEW	4dr Wgn Sport	\$14,720	\$13,090	\$11,230
2WD	YF7H5MJNW	4dr Wgn EX-L	\$17,070	\$15,250	\$13,180
ZVVD	YF7H9MKNW	4dr Wgn Touring	\$17,900	\$16,000	\$13,840
	YF8H2MEW	4dr Wgn Sport	\$15,690	\$13,980	\$12,020
PASSPORT	YF8H5MJNW	4dr Wgn EX-L	\$18,070	\$16,170	\$14,000
AWD	YF8H9MKNW	4dr Wgn Touring	\$18,840	\$16,880	\$14,630
	YF8H0MKNW	4dr Wgn Elite	\$19,050	\$17,060	\$14,780
	YF5H1MEW	4dr Wgn LX	\$10,230	\$8,980	\$7,580
	YF5H3MEXW	4dr Wgn EX	\$12,460	\$11,060	\$9,470
PILOT	YF5H5MJNW	4dr Wgn EX-L	\$15,210	\$13,570	\$11,700
2WD	YF5H2MJNW	4dr Wgn SE	\$15,640	\$13,960	\$12,050
	YF5H9MKNW	4dr Wgn Touring	\$16,620	\$14,860	\$12,860
	YF5H6MKNW	4dr Wgn Touring 7Pass	\$16,690	\$14,940	\$12,930
	YF6H1MEW	4dr Wgn LX	\$10,960	\$9,660	\$8,200
	YF6H3MEXW	4dr Wgn EX	\$13,220	\$11,750	\$10,090
	YF6H5MJNW	4dr Wgn EX-L	\$15,970	\$14,270	\$12,320
PILOT	YF6H2MJNW	4dr Wgn SE	\$16,400	\$14,670	\$12,690
4WD	YF6H9MKNW	4dr Wgn Touring	\$17,350	\$15,540	\$13,470
	YF6H6MKNW	4dr Wgn Touring 7Pass	\$17,450	\$15,650	\$13,570
	YF6H0MKNW	4dr Wgn Elite	\$17,700	\$15,860	\$13,740
	YF6H7MKXW	4dr Wgn Black Edition	\$17,950	\$16,080	\$13,930
	YK3F1MEW	Crew Cab Sport	\$17,050	\$15,340	\$13,360
RIDGELINE	YK3F5MJNW	Crew Cab RTL	\$18,810	\$16,960	\$14,810
4WD	YK3F7MKNW	Crew Cab RTL-E	\$19,410	\$17,480	\$15,260
	YK3F8MKNW	Crew Cab Black Edition	\$19,700	\$17,770	\$15,530

#### **Model Year 2020** November 1, 2024 Issue Date: **Mileage Options** 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: **RV + 2%** RV + 4%**Program End:** January 2, 2025 10k Miles Per Year Option: RV + 4%**RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 60k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 60k miles

Max. Odometer Mileage:	79,999	miles
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MY20 Honda	Model Code	Trim	24mo	30mo	36mo
	CV1F1LEW	4dr Sdn LX AT	\$7,380	\$6,720	\$5,940
	CV1E3LEW	4dr Sdn Sport MT	\$7,330	\$6,660	\$5,880
	CV1F3LEW	4dr Sdn Sport AT	\$8,110	\$7,360	\$6,500
	CV1F4LJW	4dr Sdn EX AT	\$8,640	\$7,860	\$6,940
	CV1F5LJNW	4dr Sdn EX-L AT	\$9,390	\$8,550	\$7,560
ACCORD	CV2E3LJW	4dr Sdn Sport 2.0T MT	\$8,920	\$8,100	\$7,140
ACCORD	CV2F3LJW	4dr Sdn Sport 2.0T AT	\$9,720	\$8,860	\$7,850
SEDAN	CV2F5LJNW	4dr Sdn EX-L 2.0T AT	\$10,360	\$9,440	\$8,350
	CV2F9LKNW	4dr Sdn Touring 2.0T AT	\$11,360	\$10,350	\$9,150
	CV3F1LEW	4dr Sdn Hybrid	\$7,860	\$7,160	\$6,330
	CV3F4LJW	4dr Sdn EX Hybrid	\$8,860	\$8,050	\$7,110
	CV3F5LJNW	4dr Sdn EX-L Hybrid	\$9,560	\$8,700	\$7,690
	CV3F9LKNW	4dr Sdn Touring Hybrid	\$10,360	\$9,440	\$8,350
	FC2E6LEW	4dr LX 2.0L MT	\$5,680	\$4,980	\$4,200
	FC2F6LEW	4dr LX 2.0L AT	\$6,350	\$5,610	\$4,770
	FC2E8LEW	4dr Sport 2.0L MT	\$6,810	\$6,030	\$5,150
01/40	FC2F8LEW	4dr Sport 2.0L AT	\$7,500	\$6,670	\$5,730
CIVIC	FC1F3LJW	4dr EX 1.5T AT	\$8,140	\$7,230	\$6,200
SEDAN	FC1F7LJNW	4dr EX-L 1.5T AT	\$8,460	\$7,540	\$6,490
	FC1F9LKNW	4dr Touring 1.5T AT	\$9,090	\$8,100	\$6,970
	FC1E5LJXW	4dr Si MT	\$10,780	\$9,670	\$8,400
	FC1E5LJW	4dr Si MT HPT	\$10,770	\$9,670	\$8,400
	FC4B6LEW	2dr LX 2.0L AT	\$6,530	\$5,780	\$4,930
	FC4A8LEW	2dr Sport 2.0L MT	\$6,780	\$6,000	\$5,120
011/10	FC4B8LEW	2dr Sport 2.0L AT	\$7,480	\$6,640	\$5,700
CIVIC	FC3B3LJW	2dr EX 1.5T AT	\$7,910	\$7,020	\$6,020
COUPE	FC3B9LKNW	2dr Touring 1.5T AT	\$8,830	\$7,860	\$6,750
	FC3A5LJXW	2dr Si MT	\$10,780	\$9,650	\$8,350
	FC3A5LJW	2dr Si MT HPT	\$10,770	\$9,640	\$8,350
	FK7H3LEW	5dr LX 1.5T AT	\$7,560	\$6,700	\$5,730
	FK7G4LEW	5dr Sport 1.5T MT	\$7,860	\$6,980	\$5,980
	FK7H4LEW	5dr Sport 1.5T AT	\$8,560	\$7,620	\$6,560
CIVIC	FK7H6LJW	5dr EX 1.5T AT	\$8,910	\$7,940	\$6,830
HATCHBACK	FK7H8LJNW	5dr EX-L 1.5T AT	\$9,340	\$8,340	\$7,200
	FK7G9LKNW	5dr Sport Touring 1.5T MT	\$9,340	\$8,340	\$7,200
	FK7H9LKNW	5dr Sport Touring 1.5T AT	\$10,010	\$8,940	\$7,730
	FK8G7LGW	5dr Type R	\$22,980	\$22,170	\$20,950
OL ADITY DUEY	ZC5F1LEW	4dr Sdn PHEV	\$6,350	\$5,780	\$5,110
CLARITY PHEV	ZC5F3LGW	4dr Sdn Touring PHEV	\$7,410	\$6,720	\$5,910
	RW1H2LEW	4dr Wgn LX	\$7,990	\$7,540	\$6,950
OD 1/ 01//D	RW1H5LJW	4dr Wgn EX	\$10,100	\$9,440	\$8,600
CR-V 2WD	RW1H8LJNW	4dr Wgn EX-L	\$10,930	\$10,190	\$9,270
	RW1H9LKNW	4dr Wgn Touring	\$12,430	\$11,590	\$10,530

#### **Model Year 2020** November 1, 2024 Issue Date: **Mileage Options** 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: **RV + 2%** RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 60k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 60k miles

'20 Honda	Model Code	Trim	24mo	30mo	36mc
	RW2H2LEW	4dr Wgn LX	\$8,310	\$7,810	\$7,160
CR-V AWD	RW2H5LJW	4dr Wgn EX	\$10,500	\$9,820	\$8,970
	RW2H8LJNW	4dr Wgn EX-L	\$11,300	\$10,560	\$9,630
	RW2H9LKNW	4dr Wgn Touring	\$12,780	\$11,900	\$10,80
	RT6H2LEW	4dr Wgn LX Hybrid	\$9,780	\$9,130	\$8,320
CD V LIVERID	RT6H5LJW	4dr Wgn EX Hybrid	\$11,810	\$11,060	\$10,11
CR-V HYBRID	RT6H8LJNW	4dr Wgn EX-L Hybrid	\$12,640	\$11,830	\$10,79
	RT6H9LKNW	4dr Wgn Touring Hybrid	\$14,200	\$13,290	\$12,14
	GK5G4LEW	5dr HB LX MT	\$4,790	\$4,460	\$4,06
	GK5H4LEW	5dr HB LX AT	\$5,400	\$5,030	\$4,56
CIT	GK5G6LEW	5dr HB Sport MT	\$5,320	\$4,940	\$4,48
FIT	GK5H6LEW	5dr HB Sport AT	\$5,960	\$5,540	\$5,03
	GK5H8LJW	5dr HB EX AT	\$6,860	\$6,360	\$5,74
	GK5H9LJNW	5dr HB EX-L AT	\$7,450	\$6,900	\$6,23
	RU5H3LEW	4dr Wgn LX	\$5,590	\$5,250	\$4,82
HR-V	RU5H1LEW	4dr Wgn Sport	\$6,200	\$5,800	\$5,29
2WD	RU5H5LJW	4dr Wgn EX	\$7,330	\$6,850	\$6,24
	RU5H7LJNW	4dr Wgn EX-L	\$7,940	\$7,390	\$6,71
	RU6H3LEW	4dr Wgn LX	\$6,510	\$6,080	\$5,55
UD V	RU6H1LEW	4dr Wgn Sport	\$7,090	\$6,620	\$6,04
HR-V	RU6H5LJW	4dr Wgn EX	\$8,250	\$7,660	\$6,94
AWD	RU6H7LJNW	4dr Wgn EX-L	\$8,830	\$8,210	\$7,44
	RU6H9LKNW	4dr Wgn Touring	\$9,360	\$8,650	\$7,80
	ZE4F1LEW	4dr Sdn LX	\$6,350	\$5,640	\$4,83
INSIGHT	ZE4F5LEW	4dr Sdn EX	\$6,960	\$6,170	\$5,27
	ZE4F9LKNW	4dr Sdn Touring	\$8,560	\$7,650	\$6,61
	RL6H2LEW	4dr Wgn LX	\$8,510	\$8,210	\$7,76
	RL6H5LEXW	4dr Wgn EX	\$11,090	\$10,580	\$9,88
ODVOCEV	RL6H7LJXW	4dr Wgn EX-L	\$12,040	\$11,460	\$10,66
ODYSSEY	RL6H7LKNW	4dr Wgn EX-L w/Nav/RES	\$12,460	\$11,810	\$10,95
	RL6H8LKXW	4dr Wgn Touring	\$13,220	\$12,500	\$11,56
	RL6H9LKXW	4dr Wgn Elite	\$14,650	\$13,830	\$12,76
DACCDODT	YF7H2LEW	4dr Wgn Sport	\$10,260	\$9,550	\$8,66
PASSPORT	YF7H5LJNW	4dr Wgn EX-L	\$12,420	\$11,530	\$10,43
2WD	YF7H9LKNW	4dr Wgn Touring	\$13,150	\$12,170	\$10,98
	YF8H2LEW	4dr Wgn Sport	\$11,070	\$10,280	\$9,30
PASSPORT	YF8H5LJNW	4dr Wgn EX-L	\$13,210	\$12,250	\$11,07
AWD	YF8H9LKNW	4dr Wgn Touring	\$13,960	\$12,930	\$11,68
	YF8H0LKNW	4dr Wgn Elite	\$14,140	\$13,080	\$11,78
	YF5H1LEW	4dr Wgn LX	\$6,730	\$6,290	\$5,73
	YF5H3LEXW	4dr Wgn EX	\$8,650	\$8,050	\$7,31
PILOT	YF5H5LJNW	4dr Wgn EX-L	\$11,000	\$10,190	\$9,19
2WD	YF5H4LKNW	4dr Wgn EX-L w/RES & Navi	\$11,450	\$10,590	\$9,55
	YF5H9LKNW	4dr Wgn Touring w/RES & Navi	\$12,440	\$11,500	\$10,36
	YF5H6LKNW	4dr Wgn Touring 7Pass	\$12,510	\$11,580	\$10,44

#### **Model Year 2020** November 1, 2024 **Mileage Options** Issue Date: 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: RV + 2%RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%** Low Odometer Mileage: RV\$ + 5 cents per mile < 60k miles Max. Odometer Mileage: 79,999 miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 60k miles

MY20 Honda	Model Code	Trim	24mo	30mo	36mo
	YF6H1LEW	4dr Wgn LX	\$7,360	\$6,850	\$6,220
	YF6H3LEXW	4dr Wgn EX	\$9,360	\$8,680	\$7,850
	YF6H5LJNW	4dr Wgn EX-L	\$11,660	\$10,800	\$9,750
PILOT	YF6H4LKNW	4dr Wgn EX-L w/RES & Navi	\$12,110	\$11,200	\$10,090
4WD	YF6H9LKNW	4dr Wgn Touring w/RES & Navi	\$13,120	\$12,120	\$10,900
	YF6H6LKNW	4dr Wgn Touring 7Pass	\$13,190	\$12,190	\$10,980
	YF6H0LKNW	4dr Wgn Elite w/RES & Navi	\$13,290	\$12,280	\$11,050
	YF6H7LKXW	4dr Wgn Black Edition	\$13,480	\$12,440	\$11,180
RIDGELINE	YK2F1LEW	Crew Cab Sport	\$10,370	\$9,010	\$7,490
2WD	YK2F5LJNW	Crew Cab RTL	\$11,540	\$10,070	\$8,430
	YK3F1LEW	Crew Cab Sport	\$12,690	\$11,140	\$9,410
RIDGELINE	YK3F5LJNW	Crew Cab RTL	\$13,830	\$12,180	\$10,330
4WD	YK3F7LKNW	Crew Cab RTL-E	\$14,810	\$13,040	\$11,060
	YK3F8LKNW	Crew Cab Black Edition	\$15,000	\$13,240	\$11,250

#### **Model Year 2019** November 1, 2024 Issue Date: **Mileage Options** 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: RV + 2%RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 75k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 75k miles

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
	CV1E3KEW	4dr Sdn Sport MT	\$4,790	\$4,320	\$3,780
	CV1F1KEW	4dr Sdn LX AT	\$4,840	\$4,360	\$3,800
	CV1F3KEW	4dr Sdn Sport AT	\$5,410	\$4,860	\$4,240
	CV1F4KJW	4dr Sdn EX AT	\$5,810	\$5,250	\$4,600
	CV1F5KJNW	4dr Sdn EX-L AT	\$6,440	\$5,810	\$5,090
ACCORD	CV2E3KJW	4dr Sdn Sport 2.0T MT	\$6,300	\$5,680	\$4,950
SEDAN	CV2F3KJW	4dr Sdn Sport 2.0T AT	\$6,920	\$6,260	\$5,490
SEDAN	CV2F5KJNW	4dr Sdn EX-L 2.0T AT	\$7,250	\$6,560	\$5,760
	CV2F9KKNW	4dr Sdn Touring 2.0T AT	\$8,040	\$7,290	\$6,410
	CV3F1KEW	4dr Sdn Hybrid	\$5,130	\$4,610	\$4,010
	CV3F4KJW	4dr Sdn EX Hybrid	\$5,900	\$5,340	\$4,690
	CV3F5KJNW	4dr Sdn EX-L Hybrid	\$6,470	\$5,830	\$5,100
	CV3F9KKNW	4dr Sdn Touring Hybrid	\$7,160	\$6,480	\$5,680
	FC1E5KJW	2dr Si MT HPT	\$7,300	\$6,480	\$5,550
	FC1E5KJXW	2dr Si MT	\$7,300	\$6,480	\$5,550
	FC1F3KJW	4dr EX 1.5T AT	\$5,910	\$5,190	\$4,390
CIVIC	FC1F7KJNW	4dr EX-L 1.5T AT	\$6,310	\$5,570	\$4,730
CIVIC	FC1F9KKNW	4dr Touring 1.5T AT	\$6,650	\$5,850	\$4,960
SEDAN	FC2E6KEW	4dr LX 2.0L MT	\$4,180	\$3,610	\$2,980
	FC2E8KEW	4dr Sport 2.0L MT	\$4,730	\$4,120	\$3,440
	FC2F6KEW	4dr LX 2.0L AT	\$4,720	\$4,120	\$3,450
	FC2F8KEW	4dr Sport 2.0L AT	\$5,300	\$4,650	\$3,920
	FC3A5KJW	2dr Si MT HPT	\$7,330	\$6,510	\$5,580
	FC3A5KJXW	2dr Si MT	\$7,330	\$6,510	\$5,580
CIVIC	FC3B3KJW	2dr EX 1.5T AT	\$5,830	\$5,120	\$4,320
	FC3B9KKNW	2dr Touring 1.5T AT	\$6,440	\$5,700	\$4,870
COUPE	FC4A8KEW	2dr Sport 2.0L MT	\$4,700	\$4,110	\$3,440
	FC4B6KEW	2dr LX 2.0L AT	\$4,870	\$4,250	\$3,550
	FC4B8KEW	2dr Sport 2.0L AT	\$5,290	\$4,640	\$3,920
	FK7G4KEW	5dr Sport 1.5T MT	\$5,370	\$4,720	\$4,000
	FK7H3KEW	5dr LX 1.5T AT	\$5,670	\$4,980	\$4,210
CIVIC	FK7H4KEW	5dr Sport 1.5T AT	\$5,910	\$5,200	\$4,400
CIVIC	FK7H6KJW	5dr EX 1.5T AT	\$6,370	\$5,630	\$4,800
HATCHBACK	FK7H8KKNW	5dr EX-L 1.5T AT w/ Navi	\$7,050	\$6,260	\$5,360
	FK7H9KKNW	5dr Sport Touring 1.5T AT	\$7,390	\$6,550	\$5,610
	FK8G7KGW	5dr Type R	\$12,590	\$11,310	\$9,840
CLADITY DUEY	ZC5F1KGW	4dr Sdn	\$4,320	\$3,830	\$3,270
CLARITY PHEV	ZC5F3KGW	4dr Sdn Touring	\$5,150	\$4,590	\$3,950
	RW5H3KEW	4dr Wgn LX	\$5,920	\$5,260	\$4,510
CR-V	RW1H5KJW	4dr Wgn EX	\$8,100	\$7,250	\$6,290
2WD	RW1H8KJNW	4dr Wgn EX-L	\$8,650	\$7,750	\$6,720
	RW1H9KKNW	4dr Wgn Touring	\$9,760	\$8,770	\$7,630
	RW6H3KEW	4dr Wgn LX	\$6,170	\$5,490	\$4,720
CR-V	RW2H5KJW	4dr Wgn EX	\$8,320	\$7,460	\$6,480
AWD	RW2H8KJNW	4dr Wgn EX-L	\$8,940	\$8,030	\$6,990
	RW2H9KKNW	4dr Wgn Touring	\$10,060	\$9,070	\$7,920

**RV + 6%** 

# Certified Pre-Owned Residual Value \$ (15k)

# Model Year 2019 November 1, 2024 Mileage Options 24-33 mo. 36 mo. November 1, 2024 12k Miles Per Year Option: RV + 2% RV + 4%

10k Miles Per Year Option:

Low Odometer Mileage: RV\$ + 5 cents per mile < 75k miles

Issue Date:

**Program Start:** 

**Program End:** 

Excess Odometer Mileage: RV\$ - 10 cents per mile > 75k miles

January 2, 2025

Max. Odometer Mileage: 79,999 miles

RV + 4%

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
	GK5G4KEW	5dr HB LX MT	\$3,620	\$3,200	\$2,730
	GK5H4KEW	5dr HB LX AT	\$4,100	\$3,690	\$3,210
	GK5H5KEW	5dr HB LX AT w/Honda Sensing	\$4,350	\$3,890	\$3,350
	GK5G6KEW	5dr HB Sport MT	\$3,920	\$3,500	\$3,020
FIT	GK5H6KEW	5dr HB Sport AT	\$4,430	\$3,950	\$3,400
FII	GK5H7KEW	5dr HB Sport AT w/Honda Sensing	\$4,650	\$4,160	\$3,590
	GK5G8KJW	5dr HB EX MT	\$4,250	\$3,810	\$3,300
	GK5H8KJW	5dr HB EX AT	\$4,730	\$4,240	\$3,670
	GK5H9KJNW	5dr HB EX-L AT	\$5,160	\$4,650	\$4,060
	GK5H0KKNW	5dr HB EX-L AT w/Nav	\$5,330	\$4,800	\$4,180
	RU5H3KEW	4dr Wgn LX	\$5,050	\$4,570	\$4,010
HR-V	RU5H1KEW	4dr Wgn Sport	\$5,500	\$4,990	\$4,400
2WD	RU5H5KJW	4dr Wgn EX	\$5,980	\$5,670	\$5,250
	RU5H7KJNW	4dr Wgn EX-L	\$6,350	\$6,010	\$5,570
	RU6H3KEW	4dr Wgn LX	\$5,550	\$5,290	\$4,940
HR-V	RU6H1KEW	4dr Wgn Sport	\$5,900	\$5,600	\$5,200
	RU6H5KJW	4dr Wgn EX	\$6,740	\$6,350	\$5,850
AWD	RU6H7KJNW	4dr Wgn EX-L	\$7,140	\$6,730	\$6,190
	RU6H9KKNW	4dr Wgn Touring	\$7,410	\$6,970	\$6,400
	ZE4F1KEW	4dr Sdn LX	\$4,560	\$3,990	\$3,350
INSIGHT	ZE4F5KEW	4dr Sdn EX	\$4,960	\$4,350	\$3,670
	ZE4F9KKNW	4dr Sdn Touring	\$6,220	\$5,490	\$4,670
	RL6H2KEW	4dr Wgn LX	\$6,720	\$6,300	\$5,770
	RL6H5KEXW	4dr Wgn EX	\$8,500	\$7,920	\$7,210
ODVCCEV	RL6H7KJXW	4dr Wgn EX-L	\$9,140	\$8,510	\$7,740
ODYSSEY	RL6H7KKNW	4dr Wgn EX-L w/Nav/RES	\$9,450	\$8,790	\$7,970
	RL6H8KKXW	4dr Wgn Touring	\$9,970	\$9,280	\$8,430
	RL6H9KKXW	4dr Wgn Elite	\$10,960	\$10,190	\$9,250
PASSPORT	YF7H2KEW	4dr Wgn Sport	\$7,840	\$7,240	\$6,520
	YF7H5KJNW	4dr Wgn EX-L	\$9,360	\$8,630	\$7,750
2WD	YF7H9KKNW	4dr Wgn Touring	\$9,820	\$9,070	\$8,150
	YF8H2KEW	4dr Wgn Sport	\$8,470	\$7,820	\$7,030
PASSPORT	YF8H5KJNW	4dr Wgn EX-L	\$9,990	\$9,210	\$8,270
AWD	YF8H9KKNW	4dr Wgn Touring	\$10,580	\$9,770	\$8,800
	YF8H0KKNW	4dr Wgn Elite	\$10,760	\$9,940	\$8,950
	YF5H1KEW	4dr Wgn LX	\$4,260	\$3,620	\$2,930
	YF5H3KEXW	4dr Wgn EX	\$5,870	\$5,080	\$4,200
PILOT	YF5H5KJNW	4dr Wgn EX-L	\$7,630	\$6,700	\$5,670
2WD	YF5H4KKNW	4dr Wgn EX-L w/RES & Navi	\$7,920	\$6,960	\$5,880
	YF5H6KKNW	4dr Wgn Touring 7Pass	\$8,720	\$7,700	\$6,560
	YF5H9KKNW	4dr Wgn Touring w/RES & Navi	\$8,700	\$7,680	\$6,540

Max. Odometer Mileage: 79,999 miles

# Certified Pre-Owned Residual Value \$ (15k)

#### **Model Year 2019** November 1, 2024 Issue Date: **Mileage Options** 24-33 mo. 36 mo. **Program Start:** November 1, 2024 12k Miles Per Year Option: RV + 2%RV + 4%10k Miles Per Year Option: RV + 4%**Program End:** January 2, 2025 **RV + 6%**

Low Odometer Mileage: RV\$ + 5 cents per mile < 75k miles

Excess Odometer Mileage: RV\$ - 10 cents per mile > 75k miles

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
	YF6H1KEW	4dr Wgn LX	\$4,870	\$4,160	\$3,390
	YF6H3KEXW	4dr Wgn EX	\$6,370	\$5,550	\$4,640
PILOT	YF6H5KJNW	4dr Wgn EX-L	\$8,130	\$7,160	\$6,080
	YF6H4KKNW	4dr Wgn EX-L w/RES & Navi	\$8,500	\$7,490	\$6,370
4WD	YF6H6KKNW	4dr Wgn Touring 7Pass	\$9,270	\$8,200	\$7,000
	YF6H9KKNW	4dr Wgn Touring w/RES & Navi	\$9,220	\$8,160	\$6,950
	YF6H0KKNW	4dr Wgn Elite w/RES & Navi	\$9,440	\$8,350	\$7,120
	YK2F2KEW	Crew Cab RT	\$5,650	\$4,930	\$4,120
RIDGELINE	YK2F1KEW	Crew Cab Sport	\$5,980	\$5,230	\$4,390
2WD	YK2F5KJNW	Crew Cab RTL	\$6,820	\$6,010	\$5,090
	YK2F6KKNW	Crew Cab RTL-T	\$7,320	\$6,460	\$5,500
	YK3F5KJNW	Crew Cab RTL	\$8,600	\$7,640	\$6,550
RIDGELINE	YK3F1KEW	Crew Cab Sport	\$7,680	\$6,790	\$5,800
	YK3F6KKNW	Crew Cab RTL-T	\$8,970	\$7,970	\$6,830
4WD	YK3F7KKNW	Crew Cab RTL-E	\$10,130	\$9,040	\$7,790
	YK3F8KKNW	Crew Cab Black Edition	\$10,220	\$9,120	\$7,860

For complete details, refer to the Dealer Guidebook located on the Interactive Network (iN), on the F&I/HFS tab.

#### **Vehicle Eligibility**

Vehicle Type		Vehicle E	ligibility	
New Honda Vehicles	Model Years	Retail:	MY23 and newer	
	woder rears	Lease and LPP:	MY24 and newer	
	Mileage		iles, unless your state law classifies a vehicle f driven less than 6,000 miles.	
	Criteria	All new, unregi	stered and untitled Honda vehicles	
Former Demonstrator Vehicles	Drogram Fligibility	Standard Programs:	Eligible, whether previously titled or untitled	
	Program Eligibility	Incentive Programs:	Must be untitled	
Former Honda Courtesy	Program Eligibility	Standard Programs:	Eligible, whether previously titled or untitled	
Vehicle Program (HCVP) Vehicles	Program Eligibility	Incentive Programs:	Not eligible	
Honda Certified Pre-Owned Vehicles (HCPV)	Model Years		MY19 and newer	
rie-Owned vehicles (HCF V)	Mileage	Drive	en less than 80,000 miles	
Former Demonstrator Vehicles	Program Eligibility		If driven over 6,000 miles, vehicle should be r Standard Pre-Owned Programs	
Former Honda Courtesy Vehicle Program (HCVP) Vehicles	Program Eligibility	Eligible for	Certified Pre-Owned Programs	
HondaTrue Used and Pre- Owned Vehicles	Model Years		ura models: MY14 and newer Acura models: MY18 and newer	
	Mileage	Honda/Acura models: Driven less than 125,000 miles Non-Honda/Acura models: Driven less than 80,000 miles		
Former Demonstrator Vehicles	Program Eligibility	Eligible for Pre-Owned Programs		
Former Honda Courtesy Vehicle Program (HCVP) Vehicles	Program Eligibility	Eligible	e for Pre-Owned Programs	

- All vehicles must be designated for sale in the United States and sold by authorized Honda dealerships
- HFS does not finance units, whereby the title has been branded as, i.e. "Salvaged" or "Lemon Law buybacks"
- Leasing of Certified Pre-Owned vehicles has been suspended in Nevada effective October 1, 2021

#### **Rates**

The maximum customer rate must comply with all applicable laws. State usury laws may apply. HFS will honor contracts up to ten (10) days after rate expiration, provided the credit application has been received by HFS on or before the rate expiration date. Rates are subject to change.

### **Credit Criteria**

No minimum credit criteria apply to credit tiers. Applications will qualify based on FICO score. Applications with invalid or no FICO score receive HFS Standard Program Minor Tier 11 rate, subject to credit approval.

#### Eligible Dealers

New Lease programs are available for all dealers.

Certified Pre-Owned Lease programs are available for all dealers except dealers located in Nevada.

Leasing of Certified Pre-Owned vehicles has been suspended in Nevada effective October 1, 2021

## Maximum Advance Policy

#### **New Honda Vehicles:**

% of MSRP (including Destination and Handling)

Tiers 1-3 (≥ 710)

Up to 130%

Up to 110%

#### Honda Certified Pre-Owned Vehicles (HCPV):

Up to 115% of Black Book Wholesale Clean Value, or amount paid by your dealership at auction, or to VIPS, or to Lease Maturity Center (LMC)

- + HFS approved new vehicle hard adds, up to maximum amounts
- + HFS approved enhancement products (soft adds), up to \$1,000
- + HFS acquisition fee of \$595
- + Dealer or HFS paid up front sales tax due at lease signing, if capitalized
- + Back End-Products (see table below for specific products)

Advance percentages are based on applicant's credit worthiness.

## Maximum Back-End Advance Policy

#### **Total Back-End Advance Limits:**

	Tiers 1-8 ( <u>&gt;</u> 660)	Tiers 9-13 (659-610)	Tier 14 ( <u>&lt;</u> 609):
New Vehicles:	Up to 20% of Invoice	Up to 20% of Invoice	Up to 15% of Invoice
Certified Vehicles:	Up to Greater of 20% of	Up to Greater of 20% of	Up to Greater of 15% of
certified venicles:	Wholesale Clean or \$5,000	Wholesale Clean or \$4,000	Wholesale Clean or \$3,000

- + Advance percentages are based on the customer's credit worthiness.
- + Invoice includes Color Upcharge, PPO, and Destination & Handling
- + Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment

#### **New Honda Vehicles:**

	VSC	Sentinel	Theft Recovery*
Honda Care®:	15% of Invoice	5% of Invoice	\$1,000 per Product
Non-Honda Care:	14% of Invoice	N/A	\$1,000 per Product

#### Maintenance:

	Up to 24 Months	25-47 Months	48+ Months
Honda Care®:	6% of Invoice	8% of Invoice	10% of Invoice
Non-Honda Care:	4% of Invoice	6% of Invoice	8% of Invoice

For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance

#### **Honda Certified Pre-Owned Vehicles (HCPV):**

	VSC	Sentinel	Theft Recovery & Pre-Owned Vehicle Maintenance*
Honda Care®:	Greater of \$2,400 or 15% of Wholesale Clean	5% of Invoice	\$1,000 per Product
Non-Honda Care:	Greater of \$2,200 or 14% of Wholesale Clean	N/A	\$1,000 per Product

State restrictions apply. Refer to the Dealer Guidebook for details.

Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.

#### **GAP**

Rate Participation	the lease mone				HFS' published lease money fact	or othered to the dealer, and
					lark Up	Mark Down
	Standard Prog	ırams:		reserve paid up	o + 0.00100 front with lifetime charge-backs % charge-backs within 90 days	Submit "Buy Down Form for Region Approval
	Incentive Prog	ırams:		No	t allowed	
Dealer Payout	Standard Programs: New FI				fee below <b>OR</b> Reserve from ra amount financed: ≤ \$29,999 = \$	
	Incentive Prog	ırams:	New Fla	t Fees based on	amount financed: ≤ \$29,999 = \$  Certified Flat Fee = <b>\$100</b>	<b>\$100</b> ≥ \$30,000 = <b>\$200</b>
Acquisition Fee	An acquisition f				ed vehicle and may be added to t	the gross capitalized cost of
	For \$0 acquisiti	on fee, a	dd <b>0.0005</b>	5 to the money fa	actor.	
One-Pay Lease Money Factor	terms only).	•		·	vill automatically include a <b>0.000</b> ustment results in a "0" or negative	·
	factor will be ac			,	J	,
Security Deposit	A refundable security deposit must be collected for each leased vehice.      The security deposit collected from the customer must be no less that equal to the total monthly payment, rounded up to the next \$25 incrent.      The security deposit may be waived with an increase of 0.00010 to factor.				t be no less than an amou next \$25 increment.	
	Incentive Prog	ırams:	• Seci	urity deposit is w	aived	
Residual Values	New RV\$:			(Dealer Pricin PPO + Hard A	g Guide MSRP + D&H + SE Disco dd) x RV%	ount + Color Upcharge +
	Certified RV\$	(MY24 or	newer):	(Dealer Pricin	g Guide MSRP + Color Upcharge	+ PPO + Hard Add) x RV9
	Certified RV\$	Certified RV\$ (MY19 to MY23):		Refer to the C	ertified Pre-Owned Residual Valu	ie Bulletins
					SRP and D&H amounts as of the from amounts at the time of vehic	
Mileage	Annual Contra			<u> </u>		
		ge Option		Model Year	RV Adjustment to A	Alternate Options
	Standard:	15,000		MY19 or newer	N/A	<u> </u>
		12 000	miles	MY24 or newer	RV% +1% (24-33 mo),	RV% +2% (36-48 mo)
	Low:	12,000 ו	miles	MY19 – MY23	RV% +2% (24-33 mo), +4% (3	36-45 mo), +6% (48-60 mo
	Low.	10,000 ו	miles	MY24 or newer	RV% +2% (24-33 mo),	
				MY19 – MY23	RV% +4% (24-33 mo), +6% (3	
	High:	High: > 15,000 miles   MY19 or newer   RV\$ - \$0.10/excess mile				
	Excess Odomo			ase Inception:		
	Model Y		Teri	m	Excess Odometer Mileage F	RV Adjustment
	MY24 or r		24 - 60		New RV\$ - \$0.10/mi for every	
	Max mileage at inception: 6,000 miles					

#### Honda Certified Pre-Owned Vehicles (HCPV):

Model Year	Term	Excess Odometer Mileage RV Adjustment		
MY24 or newer	24 - 60 mo.	Certified RV\$ - \$0.10/mi for every mile OVER 200		
MY23	24 - 60 mo.	Certified RV\$ - \$0.10/mi for every mile OVER 15,000		
MY22	24 - 48 mo.	Certified RV\$ - \$0.10/mi for every mile OVER 30,000		
MY21	24 - 36 mo.	Certified RV\$ - \$0.10/mi for every mile OVER 45,000		
MY20	MY20 24 - 36 mo. Certified RV\$ - \$0.10/mi for every mile OVER 60,000			
MY19	24 - 36 mo.	Certified RV\$ - \$0.10/mi for every mile OVER 75,000		
	Max mileage at inception: 79,999 miles			

## **Low Odometer Mileage at Lease Inception:**

Honda Certified Pre-Owned Vehicles (HCPV):

Model Year	Term	Low Odometer Mileage RV Adjustment
MY24 or newer	24 - 60 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 200
MY23	24 - 60 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 15,000
MY22	24 - 48 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 30,000
MY21	24 - 36 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 45,000
MY20	24 - 36 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 60,000
MY19	24 - 36 mo.	Certified RV\$ + \$0.05/mi for every mile UNDER 75,000

Low Mileage leases do not include the option to increase mileage. Should a customer want to increase mileage allowance, they must purchase the standard mileage allowance of 15,000 miles.

Services

## Retail Programs - Quick Reference

Maximum Advance Policy

#### New Honda Vehicles

% of Dealer Invoice (including Destination and Handling)

Tiers 1-3 ( <u>&gt;</u> 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( <u>&lt;</u> 609)
Up to 140%	Up to 120%	Up to 110%	Up to 100%

- + Title, tax and licensing fees
- + Accessories up to the Cost of Authorized Accessories plus 20%

#### Honda Certified Pre-Owned Vehicles (HCPV)

% of Black Book Wholesale Clean Value, or amount paid by your dealership at auction, or to VIPS, or to Lease Maturity Center (LMC)

Tiers 1-3 ( <u>&gt;</u> 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( <u>&lt;</u> 609)
Up to 140%	Up to 120%	Up to 110%	Up to 100%

- + Title, tax and licensing fees
- + Black Book adjustments (plus or minus) for mileage and equipment
- + Add-ons as determined in the wholesale guidebooks

See below section for maximum advance policy for Honda Certified Pre-Owned Lease to Retail Rollover Vehicles.

#### HondaTrue Used, Pre-Owned Vehicles

% of Black Book Wholesale Clean Value, or amount paid by your dealership at auction or to Lease Maturity Center (LMC)

	Tiers 1-3 ( <u>&gt;</u> 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( <u>&lt;</u> 609):
Honda:	Up to 120%	Up to 110%	Up to 100%	Up to 80%
Non-Honda:	Up to 110%	Up to 100%	Up to 80%	N/A

- + Title, tax and licensing fees
- + Black Book adjustments (plus or minus) for mileage and equipment
- + Add-ons as determined in the wholesale guidebooks

See below section for maximum advance policy for Honda Pre-Owned Lease to Retail Rollover Vehicles.

#### **Honda Lease to Retail Rollover Vehicles Only**

Honda Certified Pre-Owned Lease to Retail Rollover Vehicles (HCPV)\*

Sum of the lease balance, certification fee\*, customer approved reconditioning fee\*

- + Title, tax and licensing fees
- + Optional extended service contact
- + Certification documentation fee (up to state permissible maximum)\*

\*Certified Pre-Owned Acknowledgement form is required for all Certified Pre-Owned Rollover contracts.

Honda Pre-Owned Lease to Retail Rollover Vehicles Sum of the lease balance

- + Title, tax and licensing fees
- + Optional extended service contact

Advance percentages are based on the customer's credit worthiness.

Maximum Back-End Advance Policy

#### **Total Back-End Advance Limits:**

	Tiers 1-8 ( <u>&gt;</u> 660)	Tiers 9-13 (659-610)	Tier 14 ( <u>&lt;</u> 609):
New Vehicle:	Up to 30% of Invoice	Up to 20% of Invoice	Up to 15% of Invoice
Certified & Pre-Owned Vehicles:	Up to Greater of 30% of Wholesale Clean or \$5,000	Up to Greater of 20% of Wholesale Clean or \$4,000	Up to Greater of 15% of Wholesale Clean or \$3,000

- +Advance percentages are based on the customer's credit worthiness
- +Invoice includes Color Upcharge, PPO, and Destination and Handling
- +Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment

#### **New Honda Vehicles:**

	VSC	GAP	Sentinel	Theft Recovery*
Honda Care®:	15% of Invoice	Greater of \$1,200 or 4% of Invoice	5% of Invoice	N/A
Non-Honda Care:	14% of Invoice	Greater of \$1,200 or 4% of Invoice	N/A	\$1,000 per Product *cannot exceed state max

#### Maintenance:

	Up to 24 Months	25-47 Months	48+ Months
Honda Care®:	6% of Invoice	8% of Invoice	10% of Invoice
Non-Honda	4% of Invoice	6% of Invoice	8% of Invoice
Care:			

For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance

#### Honda Certified Pre-Owned Vehicles, HondaTrue Used, Pre-Owned Vehicles:

	VSC	GAP	Sentinel	Theft Recovery*
Honda Care®:	Greater of \$2,400 or 15% of Wholesale Clean	Greater of \$1,200 or 4% of Wholesale Clean	5% of Wholesale Clean	N/A
Non-Honda Care:	Greater of \$2,200 of 14% of Wholesale Clean	Greater of \$1,200 or 4% of Wholesale Clean	N/A	\$1,000 per Product *cannot exceed state max

#### Maintenance:

	Up to 24 Months	25-47 Months	48+ Months
Honda Care®:	N/A	N/A	N/A
Non-Honda Care:	4% of Wholesale Clean	6% of Wholesale Clean	8% of Wholesale Clean

GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.

State restrictions may apply. Refer to the Dealer Guidebook for details

Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.

Minimum Amount Financed

**24-60** months: \$5,000 **61-72** months: \$10,000 **73-84** months: \$15,000

Modifiers (Standard Programs Only)	Competitive A	dvantage:	Rates -1.00%.  The Competitive Advantage Modifier can be applied to retain the cust business when an offered competitor rate is lower than HFS' published buynage:  Dealer is required to submit a competitor rate below the applicable HFS publicy-rate and select the appropriate program code. Dealer will need to en competitor lender's name and rate in the Notes section in the iDeal Application.					buy-rate Spublish oenter t
		Flat Fee Waiver: New & Certified Vehicles		Rates -0.50%. Only applicable in combination with Competitive Advantage Modifier.				
	Amt. Fin./MSR	P ≤ 90%:	Tiers	1-3	Tiers 4-8	Tiers 9	iers 9-13 Tier 14	
	New Vehicles		-0.25	%	-0.75%	-1.50	-1.50% -2.00%	
In Good	Otan Inc. I	Tiers 1-3 ( <u>&gt;</u>	<u>&gt;</u> 710) Tier	s 4-8 (709-660	) Tiers 9-11 (	659-630)	Tiers 12-14	( <u>&lt;</u> 629)
Standing (IGS)	Standard Programs (Modifier):	N/A		-0.50%	-0.75	%	Qualifies for <b>Ti</b> and <b>-0.75</b> %	
	Incentive Programs:		Refer to Inco	entive Bulletins	for IGS Rates or	n specific :	sales programs.	
Rate Participation	Applicant's AHFC account(s) must meet all of the following Date Eligibility and Account History crit  Date Eligibility:  A previous or current AHFC account was open for a minimum of 12 months. The account was active or closed within the past seven years.  Account History: Account holder has not included AHFC in a bankruptcy. Vehicle has not been repossessed or charged off. Pay history was never more than 60 days past due. The account has not been 30 days past due more than 1 time for every 12 month. Account holder was either primary or joint signer.  Rate participation represents the difference between HFS' published rate offered to the deale charged to the customer.					every 12 months	nd the ra	
	Standard Prog			Mark Up  Not allowed			mant 20m	
	Standard Prog (Rate Participat	ırams	1.00% Nondiscretionary Fixed Dealer Reserve  + Up to 1.25% (24-60 month term) OR Up to 1.00% (61-84 month term)				Submit "Buy Down Form" for Region Approval	
	Incentive Prog	ırams:	Not allowed					
Dealer Payout	Standard Prog (Competitive Ad		Please check your state-specific Standard Retail Rate Sheet for flat f					at fee.
	Standard Prog (Rate Participat		<b>B</b> : 75% rese	A: 100% rese	leserve from rate erve paid up-front chargeback with	t with lifetir		paymen
			Amount Financed:	<u>&lt;</u> \$14,999	\$15,000 - \$24,	,999 \$2	5,000 - \$29,999	<u>&gt;</u> \$30,0
	i e							
	Incentive Prog	ırams:	New	\$150	\$200	A	\$250	
	Incentive Prog		New HCPV	\$150	\$200 \$100	\$100	\$250	\$300

## Honda Leadership Purchase Plan® – Quick Reference

Standard Programs

This program is only available for dealors boated in the states of Arkansas, Georgia, Maryland, New York, Oktabrona, South Carolina, Texas, and Virginia.	Tioriua Leai						Services			
# HFS approved new vehicle hard adds up to maximum published amounts # Title, tax, and licensing fees  * Tit										
Advance Policy    New Vehicles	Advance	+ HFS approved new vehicle hard adds up to maximum published amounts								
New Vehicle:   New Vehicle:   Up to 30% of Invoice   Up to 20% of Invoice   Up to 20% of Invoice   Up to 15% of Invoice   Up to Greater of 15% of Wholesale Clean or \$4,000   Wholesale Clean or \$3,000   Wholesale Clean or \$4,000   Wholes		Total Back-End Advance Limits:								
Policy    New Vehicle:   Up to 30% of Invoice   Up to 20% of Invoice   Up to 15% of Invoice   Certified & Pre-Owned   Up to Greater of 30% of   Up to Greater of 20% of   Wholesale Clean or \$5,000   Wholesale Clean or \$6,000   Wholesale Clean or \$6,000   Wholesale Clean or \$6,000   Wholesale Clean or \$6,000			Tiers 1-8 (>	-13 (659-610)	Tier 14 (< 609):					
Certified & Pre-Owned Vehicles:  Up to Greater of 30% of Wholesale Clean or \$4,000  Wholesale Clean or \$4,000  Wholesale Clean or \$4,000  Wholesale Clean or \$4,000  Wholesale Clean or \$3,000  **Advance percentages are based on the customer's credit worthiness **Invoice includes Color Upcharge, PPO, and Destination and Handling **+Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment  **New Honda Vehicles**  **VSC**  GAP**  Sentine!*  **Treft Recovery**  Honda Care*:  15% of Invoice  Greater of \$1,200 or 4% of Invoice  Non-Honda Care*:  14% of Invoice  Greater of \$1,200 or 4% of Invoice  Non-Honda Care*:  **Export My24 for Invoice  Non-Honda Care*:  **Export My24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For My24 Prologue only and My25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance.  GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.  State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement, with har ex subject to cancellation by the customer during the term of the retail contract or lease agreement, with har ex bubject to cancellation by the customer during the term of the retail contract or lease agreement, with har ex bubject to cancellation by the customer during the term of the retail contract or lease agreement, with har ex bubject to cancellation by the customer during the term of the retail contract or lease agreement, with har ex tached or applied to retain the customer's business when an offered competitor rate is lower than HFS' published buy-rates by 1.00%.  Dealer is required to submit a competitor rate below the app		New Vehicle:								
#Invoice includes Color Upcharge, PPO, and Destination and Handling +Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment    New Honda Vehicles:   VSC   GAP   Sentinel   Theft Recovery*	·	Pre-Owned	•		1		1			
Honda Care*: 15% of Invoice Greater of \$1,200 or 4% of Invoice N/A \$1,000 per Product		+Invoice ir +Wholesal	ncludes Color Upcha le Clean uses Black	arge, PPO, and	Destination	and Handling	nileage and equipment			
Non-Honda Care*: 15% of Invoice 4% of Invoice 5% of Invoice N/A  Non-Honda Care*: 14% of Invoice Greater of \$1,200 or 4% of Invoice * \$1,000 per Product *cannot exceed state max*  Maintenance:  Up to 24 Months 25-47 Months 48+ Months  Honda Care*: 6% of Invoice 8% of Invoice 10% of Invoice Non-Honda 4% of Invoice 6% of Invoice 8% of Invoice 27ce:  For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance  GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.  State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.  Competitive Advantage  Modifier (Standard Programs only)  Rate Participation  The Competitive Advantage Modifier can be applied to retain the customer's business when an offered competitor rate is lower than HFS' published buy-rate and select the appropriate program code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.  Rate participation represents the difference between HFS' published buy-rate offered to the dealer and the rate charged to the customer.  Standard Programs (Competitive Advantage):  Standard Programs (Rate Participation):  1.00% Nondiscretionary Fixed Dealer Reserve Up to 1.25% (24-48 m			VSC	GA	.P	Sentinel	Theft Recovery*			
Maintenance:    Maintenance:		Honda Care®:	15% of Invoice			5% of Invoice	e N/A			
Up to 24 Months   25-47 Months   48+ Months		Non-Honda Care:	14% of Invoice	Invoice		N/A				
Up to 24 Months  Honda Care®: 6% of Invoice 8% of Invoice 10% of Invoice  Non-Honda 4% of Invoice 6% of Invoice 8% of Invoice 8% of Invoice  Care:  For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance  GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.  State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.  Competitive Advantage  Modifier (Standard Programs Only)  Rate Participation  Rate participation represents the difference between HFS' published buy-rate and select the appropriate program code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.  Mark Up  Standard Programs (Competitive Advantage):  Mark Up  Standard Programs (Rate Participation):  Mark Up  Not allowed  1.00% Nondiscretionary Fixed Dealer Reserve  Up to 1.25% (24-48 month term)  Submit "Buy Down Form" for Region Approval		Maintenance:	Maintenance:							
Honda Care®: 6% of Invoice 8% of Invoice 8% of Invoice 8% of Invoice 6% of Invoice 8% of Invoice 6% of Invoice 6% of Invoice 8% of Invoice 6% of Invoice 6% of Invoice 8% of Invoice 6%										
Care: For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance  GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.  State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.  Competitive Advantage Modifier can be applied to retain the customer's business when an offered competitor rate is lower than HFS' published buy-rate. This modifier reduces published buy-rates by 1.00%.  Dealer is required to submit a competitor rate below the applicable HFS published buy-rate and select the appropriate program code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.  Rate Participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.  Mark Up  Mark Down  To Region Approval			Up to 24 Mo	nths	25-4	7 Months	48+ Months			
For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance  GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.  State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.  Competitive Advantage Modifier (Standard Programs Only)  Rate Participation  Rate participation represents the difference between HFS' published buy-rate and select the appropriate programs code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.  Rate Participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.  Mark Up  Mark Down  Mark Down  Mark Up  Mark Down  Mark Down  1.00% Nondiscretionary Fixed Dealer Reserve  Hop to 1.25% (24-48 month term)  Mark Up  Mark Down  Submit "Buy Down Form" for Region Approval		Honda Care®:	<del></del>							
State restrictions apply. Refer to the Dealer Guidebook for details.  Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.  Competitive Advantage Modifier can be applied to retain the customer's business when an offered competitor rate is lower than HFS' published buy-rate. This modifier reduces published buy-rate and select the appropriate program code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.  Rate Participation  Rate participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.  Mark Up  Mark Down  Mark Down  Standard Programs (Competitive Advantage):  Standard Programs (Rate Participation):  Up to 1.25% (24-48 month term)  Standard Programs (Cade and Programs)		Non-Honda	6% of Invoi	ice	8% c	of Invoice	10% of Invoice			
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Charged to the customer.    Mark Up	•	Non-Honda Care:  For MY24 Pass prov months fro GAP Loan-to-Value State restrictions ap Back-end advance a Installment Contract retail contract or le include accessories of	6% of Invoidable 4% of Invoidable 4% of Invoidable 2 years free norm the maintenance (LTV) 48 States Poply. Refer to the Dopplies to all ancillarit or Lease Agreemetase agreement. Wor products that are	gue), subtract naintenance. See term as Hore dealer Guideboury products that ant, which are see attached or a rean be app	8% of 6% of	of Invoice of Invoice from the mainter prologue only and Pass provides 1 ler Guidebook. s. the dealer and a ncellation by the Recovery produce evehicle and can in the custome	10% of Invoice 8% of Invoice enance term as Honda Service d MY25 (all models), subtract 12 year free maintenance  are line-item financed on a Retail customer during the term of the cts, back-end advance does not not be removed.  ar's business when an offered			
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(Competitive Advantage):  Standard Programs (Rate Participation):  Not allowed  1.00% Nondiscretionary Fixed Dealer Reserve  Up to 1.25% (24-48 month term)  Submit "Buy Down Form" for Region Approval	Advantage Modifier (Standard Programs Only)	Non-Honda Care:  For MY24 Pass prov months fro GAP Loan-to-Value State restrictions ap Back-end advance a Installment Contract retail contract or le include accessories The Competitive A competitor rate is lo Dealer is required appropriate prograr in the iDeal Credit A Rate participation re	6% of Invoidable 1980 of Invoidable (excluding Prologorides 2 years free more than the maintenance (LTV) 48 States Proply. Refer to the Droply. Refer to the Droply. Refer to the Droply or Lease Agreements are agreement. Wor products that are advantage Modified to submit a compone code. Dealer will Application.	gue), subtract naintenance. Se term as Hore Policy is located by products that the except e attached or a rean be applished buy-rate between to enter the en	8% of 6% of	of Invoice of Invoice from the mainter rologue only and Pass provides 1 er Guidebook. s. the dealer and a ncellation by the Recovery product eventicle and can in the custome fier reduces pub- licable HFS pub- itor lender's nan	are line-item financed on a Retail customer during the term of the cts, back-end advance does not not be removed.  er's business when an offered blished buy-rate and select the ne and rate in the Notes section			
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	Advantage Modifier (Standard Programs Only)	Non-Honda Care:  For MY24 Pass prov months fro GAP Loan-to-Value State restrictions ap Back-end advance a Installment Contract retail contract or le include accessories of Competitive A competitor rate is lo Dealer is required appropriate program in the iDeal Credit A Rate participation r charged to the custom Standard Program (Competitive Advantaged) Standard Program (Competitive Advantaged)	6% of Invoided 4% of Invoided 4% of Invoided 2 years free norm the maintenance of (LTV) 48 States Proply. Refer to the Dropplies to all ancillar to rease Agreement. Wor products that are advantage Modified ower than HFS' public to submit a componic code. Dealer will Application.	gue), subtract naintenance. Se term as Hor Policy is located pealer Guideboury products that the except eattached or a roan be appoished buy-rate petitor rate belineed to enter whether the except eattached or a roan be appoished buy-rate petitor rate belineed to enter whether except eattached or a roan be appoished buy-rate petitor rate belineed to enter erence between the except exce	8% c 6% c 24 months For MY24 Pr nda Service I d in the Deal book for detail: at are sold by subject to car ion of Theft applied to the blied to reta ie. This modi low the appl the compet en HFS' put k Up Illowed y Fixed Deal	of Invoice of Invoice of Invoice from the mainter rologue only and Pass provides 1 for Guidebook.  It the dealer and a forcellation by the Recovery product eventicle and can fin the custome fier reduces publicable HFS publicable HFS publicable HFS publicable der's nan collished rate offer for Reserve	10% of Invoice 8% of Invoice 8% of Invoice enance term as Honda Service d MY25 (all models), subtract 12 year free maintenance  are line-item financed on a Retail customer during the term of the cts, back-end advance does not not be removed.  er's business when an offered olished buy-rates by 1.00%. olished buy-rate and select the ne and rate in the Notes section ered to the dealer and the rate  Mark Down  Submit "Buy Down Form"			

Flat Fee = **\$150** 

Dealer	(Competitive Advantage)	):							
Payout	Standard Programs (Rate Participation):	Reserve from rate participation:  A: 100% reserve paid up-front with lifetime chargeback.  B: 75% reserve with 100% chargeback within the first 90 days or three paymen							
	Incentive Programs:	Flat fee b	ased on amount financed	≤ \$29,999 = \$100	≥ \$30,000 = <b>\$200</b>				
Mileage		Annual Contractual Mileage Options							
	Standard Contrac	t Miles	Alternate Options	RV Adjustment to A	Alternate Options				
	45 000 miles me		Low: 12,000 miles	RV% +1% (24-33 mo), +2% (36-48 mo)					
	15,000 miles pe	r year –	High: >15,000 miles	RV\$ - \$0.10/e	xcess mile				
	Excess Odometer M	ileage at Ince	ption						
	Model Year	Term	Excess	Odometer Mileage RV Adjustment					
	MY24 or newer	24 - 48 mo	. New RV\$	V\$ - \$0.10/mi for every mile OVER 200					
			Max mileage at inception	: 6,000 miles					
		Low Mileage leases do not include the option to increase mileage. Should a customer want to increase mileage allowance, they must purchase the standard mileage allowance of 15,000 miles.							

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Honda College Graduate Bonus	"Honda College Graduate Bonus" provides eligible graduates <b>\$500</b> toward any new and untitled Honda automobile when financed or leased through HFS. The bonus does not apply toward Honda Certified Pre-Owned Vehicles.						
Eligible Customers	<ul> <li>Graduates with a master's, doctorate, bachelor's or associate degrees from accredited U.S. colleges</li> <li>Graduates of registered nursing schools</li> <li>Eligibility period covers six (6) months prior to graduation, and up to two (2) years after graduation.</li> </ul>						
Credit Requirements	<ul> <li>There is no minimum credit criteria for the Honda College Grad Program. Customer qualifies for the tier based on their FICO score, regardless of length of time on bureau and the number of trade-lines.</li> <li>No adverse credit history</li> <li>Verifiable proof of employment and income or a firm commitment from employer with a start date within 120 days of contract date</li> <li>Monthly income is sufficient to cover current obligations, living expenses, and the vehicle payment (payment is less than or equal to 20% of gross monthly income)</li> <li>Minimum down payment of 5% is required</li> </ul>						
Documentation Requirements	Proof of employment and     Copy of diploma or copy     All other standard docum	of college transcri	pts with proof of		lity		
Rates and		Term	Tier	Rate/LMF	Sales	Deferred 1st	
Lease Money		Up to 60 mos.		6.99%	Program ID	Payment*	
Factors	Standard New Retail:	61-72 mos.	Tiers 1-14 ( <u>&gt;</u> 600)	7.49%	3HNRG	3HNRD	
	Standard Certified Retail:	Same state-spec	cific Standard F	Retail Rates apply	3HCRG	3HCRD	
	Standard New Lease:	Same standard LMF apply			3HNLG	N/A	
	Standard New LPP:	Same state-specific Standard Retail Rates apply 3HNBG N/A					
	Incentive Lease & Retail:	Same Incentive Program Rates/LMF apply.  Refer to the Incentive bulletins for sales program IDs.  N/A					
	*Deferred 1st payment sales program allows for 90-day deferment, with 60 days of no interest.						
Maximum	New Retail: 110% of Dealer Invoice (including Destination and Handling)						
<b>Advance Policy</b>	Certified Retail: Same Advance parameters as non-college graduate programs apply						
	New Lease: 100% of MSRP (including Destination and Handling)						
	New LPP: Same Advance parameters as non-college graduate programs apply						
	Advance percentages are ba	ased on applicant's	s credit worthin	ess.			
Maximum Back-End Advance Policy	Same Back-End Advance/pro	oduct parameters a	s non-college (	graduate programs	apply		
Modifiers	Retail:	N/A					
	Lease: Same modifiers as non-college grad programs apply (excluding One-Pay Lease)						
	LPP:	N/A					
Rate Participation	Rate participation represents charged to the customer.		·	ublished rate offer		er and the rate	
•	All Grad Programs:	Mark Not all		Submit "Buy Do	Mark Down own Form" for R	egion Approval	
Dealer Payout	Standard New Retail:		4.0001 1		- t- 0000		
(Flat Fees)	Standard Certified Retail:		<b>1.00%</b> of	amount financed up	το φουυ		
	Standard New LPP:			\$150			
	Incentive New Retail:	Based on amour		≤ \$14,999 = <b>\$15</b> 000 - \$29,999 = <b>\$25</b>		\$24,999 = <b>\$200</b> \$30,000 = <b>\$300</b>	
	Incentive Certified Retail:			\$100			
	Standard & Incentive New Lease:	Based on amour	nt financed:	<u>&lt;</u> \$29,999 = <b>\$1</b> (	)00 <u>≥</u> \$	330,000 = <b>\$200</b>	
	New Lease.						

# CUSTOMER REQUEST TO PURCHASE THE LEASE-END VEHICLE THROUGH THE HONDA CERTIFIED PRE-OWNED PROGRAM

Buyer Information	Co-B	uyer Information		
Name:	Name	:		
Address:		Address:		
Vehicle Information				
VIN:	Year:	Model:		
tags, license, and registration and any other a this right.  You may also have the option to pay an ad Pre-Owned Vehicle program that provides you choose to have your vehicle Certified, and the pto the vehicle purchase price. The price of the warranty, and Certification Documentation Fee.  You are not required to purchase the Honda Certification below, you agree that you were purchase-option price disclosed in your leading to the state of the provided to purchase the Honda Certification below, you agree that you were purchase-option price disclosed in your leading to the provided to purchase the Honda Certification below, you agree that you were purchase-option price disclosed in your leading the provided the provided to the provided to purchase the Honda Certification below, you agree that you were purchase-option price disclosed in your leading the provided to purchase the Honda Certification below.	ditional fee for the with a warranty price is determined as optional certificate is \$	price plus any applicable official fees for taxes, ase-end. Please refer to your lease agreement for the vehicle to be backed by the Honda Certified backed by American Honda. It is your decision to between you and the dealer. This fee will be added the pre-owned designation for the reconditioning, the dealer of the vehicle certification to buy the leased vehicle. The vehicle for the vehicle certification to buy the leased vehicle for the vehicle that you declined this opportunity, amount to obtain the optional Honda Certified		
Buyer Signature:		Date:		
Buyer printed name:				
Co-Buyer Signature: Co-Buyer printed name:		Date:		
Seller's Signature:		Date:		
Representative Printed Name:		Date.		
Dealership Name:				

## Dealer Advertised Buy-Down Program



The Dealer Buy-down Program enables your dealership to offer and advertise a special buy-down to all customers who meet the \*criteria of the advertised program. The Program must specify the vehicle's rate, term and all requirements necessary to qualify for The Program. Authorized Dealer Name: Dealer Number: Program Start Date: \_\_\_\_ Program Expiration Date: This form is to be completed and submitted with the conditions and the advertising terms to your Regional Office for approval, at least 3 business days before the effective date of The Program. This will help to ensure timing for approval from the HFS Regional Office. **Specific** \*AHFC Applicable Tiers \*Model Year / Model Name / Trim Level: \*Term: or FICO: Buy-Down Rate<sup>1</sup>: Media Used (circle all that apply): TV Radio Newspaper Internet Date(s) of Advertising: The advertising terms are required to be provided below in order for a buy-down program request to be eligible for approval. Insert the advertising terms here: Flat Fee: Contracts WILL qualify for the flat fee offered on the applicable sales program. No dealer participation will be paid<sup>2</sup>. Advance: Reference the current Standard or Incentive Program bulletins and guidebook for applicable advance policy and program parameters. Dealers are reminded that federal and state law, including the federal Consumer Credit Protection Act and Regulations M and Z, require clear and accurate disclosure of credit terms to customers. This includes, among other things, accurate computation and disclosure of the finance charge and annual percentage rate (APR) (in retail transactions). Dealers should consult their legal counsel for information regarding specific disclosure and advertising requirements under federal and state law. Dealers are solely responsible for compliance with all requirements of the Consumer Credit Protection Act and all other applicable State and Federal laws. Date: **Dealer Principal/GM Signature: Dealer Relations/District Sales Manager:** Date: **Regional Manager Signature:** 

Footnotes

Contract rate may be any rate less than the current buy rate. For HFS Incentive and Special Programs, the contract rate may be any rate less than the program rate. The Buy-Down rate must be a specific rate decrease which every eligible customer will be calculated at the time of booking and deducted from the dealer proceeds. For HFS Standard Programs

The buy-down amount will be calculated at the time of booking and deducted from the dealer proceeds. For HFS Standard Programs, the buy rate used in the calculation will be the Minor Tier rate as determined by the customer's qualifications, and documented on the Credit Notification from your HFS Regional Office. Effective buy rates are determined by the contract date (10-day rate protection applies).