

## Table of Contents

\*Issue Date

**Rates**

New Incentive Programs MY22	5/3/2022
Certified Pre-Owned Vehicle Programs	5/3/2022
Pre-Owned Vehicle Programs	5/3/2022
Honda Leadership Leasing <sup>®</sup> Standard Programs	5/3/2022
Standard Retail Programs (Refer to the iN for your state's bulletin)	

**Payment Options & Residuals**

Honda Leadership Leasing <sup>®</sup> Payment Options	5/3/2022
Honda Leadership Leasing <sup>®</sup> Payment Options - HFS Loyalty Cash	5/3/2022
New & Certified Pre-Owned Residual Values: MY22 - MY21	5/3/2022
Certified Pre-Owned Residual Values: MY20 - MY17	5/3/2022
2022 Pilot Special Edition Residual Value Calculation	7/26/2021

**Misc.**

Program Parameters - Quick Reference	5/3/2022
Certified Pre-Owned Acknowledgement Form	5/3/2022
Rate Buy-Down Form	7/6/2017

**Compatible Cash Programs**

To verify Dealer Cash compatibility, refer to the AHM Marketing Bulletins located on the iN  
 Dealer/Lease/Finance Cash is compatible with HFS Contracts (Refer to bulletins on the iN for official rules)  
Exclusive with HFS Contracts:

- \* Captive Finance Cash (Refer to bulletins on the iN for official rules and cash amounts)
- \* Captive Lease Cash (Refer to bulletins on the iN for official rules and cash amounts)
- \* Bonus Lease Cash (Refer to bulletins on the iN for official rules and cash amounts)
- \* \$500 Military Flex Cash (Refer to bulletin HP-02F on the iN for official rules; expires 4/3/23)
- \* \$500 College Grad Cash (Refer to bulletin HP-03F on the iN for official rules; expires 4/3/23)

\*If highlighted red, it represents a new program or revision to an existing program

Issue Date: May 3, 2022

Program Period: May 3, 2022 to July 5, 2022

MY22	Retail APR														Honda Leadership Leasing®														Honda Leadership Purchase Plan®															
	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						
	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		
ACCORD GAS	24-48	2.90%			3.90%					5.90%					24-36	0.00172							0.00198							24-36	4.83%							5.44%						
	49-60	3.90%					5.90%					0.00172							0.00198							4.83%							5.44%											
	61-72	4.90%					6.9% - IGS Only					0.00172							0.00198							4.83%							5.44%											
	HP-08F Q2A0R,Q2A0I,Q2A0G															HP-09F Q2A0L,Q2A0C,Q2A0I															HP-09F Q2A0B													
ACCORD FHEV	24-48	2.90%			3.90%					5.90%					24-36	0.00172							0.00198							24-36	4.78%							5.39%						
	49-60	3.90%					5.90%					0.00172							0.00198							4.78%							5.39%											
	61-72	4.90%					6.9% - IGS Only					0.00172							0.00198							4.78%							5.39%											
	HP-10F Q2A1R,Q2A1I,Q2A1G															HP-11F Q2A1L,Q2A1C,Q2A1I															HP-11F Q2A1B													
CIVIC Exclude Civic Si	24-48	2.90%			3.90%					5.90%					24-36	0.00178							0.00205							24-36	5.11%							5.75%						
	49-60	3.90%					5.90%					0.00178							0.00205							5.11%							5.75%											
	61-72	4.90%					6.9% - IGS Only					0.00178							0.00205							5.11%							5.75%											
	HP-06F Q2C0R,Q2C0I,Q2C0G															HP-07F Q2C0L,Q2C0C,Q2C0I															HP-07F Q2C0B													
CR-V GAS	24-48	2.90%			3.90%					5.90%					24-36	0.00174							0.00198							24-36	4.84%							5.40%						
	49-60	3.90%					5.90%					0.00174							0.00198							4.84%							5.40%											
	61-72	4.90%					6.9% - IGS Only					0.00174							0.00198							4.84%							5.40%											
	HP-15F Q2V0R,Q2V0I,Q2V0G															HP-16F Q2V0L,Q2V0C,Q2V0I															HP-16F Q2V0B													
CR-V FHEV	24-48	2.90%			3.90%					5.90%					24-36	0.00174							0.00198							24-36	4.77%							5.32%						
	49-60	3.90%					5.90%					0.00174							0.00198							4.77%							5.32%											
	61-72	4.90%					6.9% - IGS Only					0.00174							0.00198							4.77%							5.32%											
	HP-17F Q2V1R,Q2V1I,Q2V1G															HP-18F Q2V1L,Q2V1C,Q2V1I															HP-18F Q2V1B													
HR-V	24-48	2.90%			3.90%					5.90%					24-36	0.00156							0.00188							24-36	4.60%							5.35%						
	49-60	3.90%					5.90%					0.00156							0.00188							4.60%							5.35%											
	61-72	4.90%					6.9% - IGS Only					0.00156							0.00188							4.60%							5.35%											
	HP-13F Q2H0R,Q2H0I,Q2H0G															HP-14F Q2H0L,Q2H0C,Q2H0I															HP-14F Q2H0B													
INSIGHT	24-48	2.90%			3.90%					5.90%					24-36	Std.Rates													24-36	Std.Rates														
	49-60	3.90%					5.90%					Std.Rates													Std.Rates																			
	61-72	4.90%					6.9% - IGS Only					Std.Rates													Std.Rates																			
	HP-12F Q2I0R,Q2I0I,Q2I0G																																											

Eligible States	National	National	TN, MD, TX, VA, SC, AR, NY, GA, IL, OK
Miscellaneous	NA	One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be $\geq 0.00001$ .	LPP Payment Factor Table located on the Interactive Network (iN), in the F&I Library.

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

Market Name: **Honda National**

Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

MY22	Retail APR													Honda Leadership Leasing®													Honda Leadership Purchase Plan®															
	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				
	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
ODYSSEY	24-48	2.90%			3.90%					5.90%					24-36	0.00140								0.00160					24-36	3.83%								4.30%				
	49-60	3.90%					5.90%																																			
	61-72	4.90%					6.9% - IGS Only																																			
	HP-25F		Q2O0R,Q2O0I,Q2O0G												HP-26F		Q2O0L,Q2O0C,Q2O0I												HP-26F		Q2O0B											
PASSPORT	24-48	1.90%			2.90%					5.90%					24-36	0.00180								0.00196					24-36	4.80%								5.17%				
	49-60	2.90%					5.90%																																			
	61-72	3.90%					6.9% - IGS Only																																			
	HP-19F		Q2S0R,Q2S0I,Q2S0G												HP-20F		Q2S0L,Q2S0C,Q2S0I												HP-20F		Q2S0B											
PILOT	24-48	1.90%			2.90%					5.90%					24-36	0.00120								0.00152					24-36	3.34%								4.10%				
	49-60	2.90%					5.90%																																			
	61-72	3.90%					6.9% - IGS Only																																			
	HP-21F		Q2P0R,Q2P0I,Q2P0G												HP-22F		Q2P0L,Q2P0C,Q2P0I												HP-22FA		Q2P0B											
RIDGELINE	24-48	2.90%			3.90%					5.90%					24-36	0.00180								0.00196					24-36	4.77%								5.15%				
	49-60	3.90%					5.90%																																			
	61-72	4.90%					6.9% - IGS Only																																			
	HP-27F		Q2R0R,Q2R0I,Q2R0G												HP-28F		Q2R0L,Q2R0C,Q2R0I												HP-28F		Q2R0B											

Eligible States	National	National	TN, MD, TX, VA, SC, AR, NY, GA, IL, OK
Miscellaneous	NA	One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be ≥ 0.00001.	LPP Payment Factor Table located on the Interactive Network (iN), in the F&I Library.

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

# Certified Pre-Owned Vehicle Programs

Issue Date: **May 3, 2022**

MY17 - MY21		Special Retail APR																	
		FICO				≥ 710 (or IGS 709-660)			709-660 (or IGS 659-610)					659-610 (or IGS ≤ 609)					≤ 609
		Start Date	End Date	Eligibility	Term/Tier	1	2	3	4	5	6	7	8	9	10	11	12	13	14
All Honda Models (Certified Lease to Retail Rollover Only*) National		5/3/22	5/31/22	Must be a Certified and Lease to Retail Rollover	24-36	3.34%			4.34%					5.34%					11.34%
					37-48	3.34%			4.34%					5.34%					11.34%
					49-60	3.34%			4.34%					5.34%					11.34%
					61-72	4.34%			5.34%					6.34%					12.34%
		Q2ZXR, Q2ZXI (IGS)																	

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

# Pre-Owned Vehicle Programs

Issue Date: **May 3, 2022**

MY17 - MY21				Special Retail APR																	
				FICO				≥ 710 (or IGS 709-660)			709-660 (or IGS 659-610)					659-610 (or IGS ≤ 609)					≤ 609
				Start Date	End Date	Eligibility	Term/Tier	1	2	3	4	5	6	7	8	9	10	11	12	13	14
All Honda Models (Lease to Retail Rollover Only) National				5/3/22	5/31/22	Must be Lease to Retail Rollover	24-36	3.34%			4.34%					5.34%					11.34%
							37-48	3.34%			4.34%					5.34%					11.34%
							49-60	3.34%			4.34%					5.34%					11.34%
							61-72	4.34%			5.34%					6.34%					12.34%
				Q2UXR, Q2UXI (IGS)																	

Effective with applications dated on or after: **May 3, 2022**

## 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: <b>3HNL</b>	24-30 mo.	0.00315	0.00360						0.00500						0.00675
	33-39 mo.	0.00215	0.00260						0.00415						0.00590
MY21 or Newer	42-48 mo.	0.00230	0.00275						0.00430						0.00605
	51-60 mo.	0.00330	0.00375						0.00500						0.00675
One-Pay Lease: <b>3H1L</b>	24-30 mo.	0.00235	0.00280						0.00420						0.00595
	33-36 mo.	0.00135	0.00180						0.00335						0.00510
Acquisition Fee		\$595 (includes GAP protection on all new leases)													
\$0 Acquisition Fee Modifier		+ 0.00055													
Security Deposit		Must be no less than an amount equal to the total monthly payment, rounded up to the next \$25 increment													
\$0 Security Deposit Modifier		+ 0.00010													
		Modifier not applicable to either One-Pay Lease, or HFS Lease Loyalty customer when Securtiy Deposit waived.													
Dealer Payout		Greater of flat fee <b>OR</b> Reserve from rate participation (up to + <b>0.00100</b> mark up)													
		Amount Financed				≤ \$29,999				≥\$30,000					
		Flat Fee				\$100				\$200					
Rate Participation Option		<b>A:</b> 100% reserve paid upfront with lifetime charge-backs <b>B:</b> 70% reserve w/ 100% charge-backs within 90 days													

## Honda Certified Pre-Owned Vehicles

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

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
Certified <b>3HCL</b> MY21 or Newer	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-39 mo.	0.00215					0.00260					0.00415			0.00590
	42-48 mo.	0.00230					0.00275					0.00430			0.00605
	51-60 mo.	0.00330					0.00375					0.00500			0.00675
MY20	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-39 mo.	0.00215					0.00260					0.00415			0.00590
	42-48 mo.	0.00230					0.00275					0.00430			0.00605
MY17 to MY19	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-36 mo.	0.00215					0.00260					0.00415			0.00590
Acquisition Fee		\$595													
\$0 Acquisition Fee Modifier		+ 0.00055													
Security Deposit		Must be no less than an amount equal to the total monthly payment, rounded up to the next \$25 increment													
\$0 Security Deposit Modifier		+ 0.00010													
		Modifier not applicable to either One-Pay Lease, or HFS Lease Loyalty customer when Security Deposit waived.													
Dealer Payout		Greater of <b>\$100</b> flat fee <b>OR</b> Reserve from rate participation (up to + <b>0.00100</b> mark up)													
Rate Participation Option		<b>A:</b> 100% reserve paid upfront with lifetime charge-backs <b>B:</b> 70% reserve w/ 100% charge-backs within 90 days													

Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

Vehicle Information					Dealer				Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	L/C Cash	Other Captive Cash	Term & Mileage	RV %	RV\$ Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 ACCORD																				
HP-09F	CV1F1NEW	1.5T LX	\$27,615	\$26,389.13	\$1,145.02	\$0	\$0	\$0	36	10k	59%	\$16,292.85	\$595	0.00172	\$24,529.15	\$10,764	\$299	\$3,600	\$3,899	Yes
	CV1F3NEW	1.5T Sport	\$30,075	\$28,281.83	\$1,629.15	\$0	\$0	\$0	36	10k	60%	\$18,045.00	\$595	0.00172	\$26,415.98	\$11,124	\$309	\$4,090	\$4,399	
	CV1F4NENW	1.5T Sport SE	\$31,565	\$29,676.40	\$1,753.33	\$0	\$0	\$0	36	10k	60%	\$18,939.00	\$595	0.00172	\$27,544.73	\$11,484	\$319	\$4,480	\$4,799	
	CV1F5NJNW	1.5T EX-L	\$33,935	\$31,894.60	\$1,907.78	\$0	\$0	\$0	36	10k	58%	\$19,682.30	\$595	0.00172	\$29,557.38	\$12,924	\$359	\$4,840	\$5,199	
	CV2F3NJW	2.0T Sport	\$34,755	\$32,662.08	\$1,967.45	\$0	\$0	\$0	36	10k	59%	\$20,505.45	\$595	0.00172	\$30,284.53	\$12,924	\$359	\$4,940	\$5,299	
MY22 ACCORD FHEV																				
HP-11F	CV3F1NEW	CVT	\$28,815	\$27,530.81	\$1,203.24	\$0	\$0	\$0	36	10k	58%	\$16,712.70	\$595	0.00172	\$25,239.05	\$11,124	\$309	\$4,090	\$4,399	
	CV3F2NEW	Sport CVT	\$32,165	\$30,237.97	\$1,754.64	\$0	\$0	\$0	36	10k	59%	\$18,977.35	\$595	0.00172	\$27,917.61	\$11,844	\$329	\$4,670	\$4,999	
MY22 CIVIC																				
HP-07F	FE1F7NJW	4 CYL Sedan EX (1.5T)	\$26,645	\$25,334.69	\$1,243.41	\$0	\$0	\$0	36	10k	64%	\$17,052.80	\$595	0.00178	\$23,423.10	\$8,964	\$249	\$3,750	\$3,999	Yes
	FL1H7NJNW	5D 1.5T EX-L	\$28,345	\$26,943.31	\$1,269.38	\$0	\$0	\$0	36	10k	65%	\$18,424.25	\$595	0.00178	\$24,967.69	\$9,324	\$259	\$3,840	\$4,099	
	FE2F2NEW	4 CYL Sedan LX (2.0)	\$23,645	\$22,612.07	\$992.32	\$0	\$0	\$0	36	10k	64%	\$15,132.80	\$595	0.00178	\$20,719.39	\$7,884	\$219	\$3,480	\$3,699	
	FE2F5NEW	4 CYL Sedan Sport (2.0)	\$25,045	\$23,820.69	\$1,140.68	\$0	\$0	\$0	36	10k	66%	\$16,529.70	\$595	0.00178	\$22,286.37	\$8,244	\$229	\$3,270	\$3,499	
	FL2H5NEW	5D 2.0 LX	\$24,645	\$23,563.47	\$1,048.93	\$0	\$0	\$0	36	10k	65%	\$16,019.25	\$595	0.00178	\$21,837.40	\$8,244	\$229	\$3,370	\$3,599	
	FL2H8NEW	5D 2.0 Sport CVT	\$25,845	\$24,577.69	\$1,203.73	\$0	\$0	\$0	36	10k	67%	\$17,316.15	\$595	0.00178	\$23,316.42	\$8,604	\$239	\$3,060	\$3,299	
MY22 CR-V																				
HP-16F	RW1H2NEW	2WD 1.5T LX	\$28,045	\$26,805.52	\$1,166.92	\$0	\$0	\$0	36	10k	62%	\$17,387.90	\$595	0.00174	\$25,467.44	\$10,764	\$299	\$3,100	\$3,399	
	RW2H2NEW	AWD 1.5T LX	\$29,545	\$28,232.62	\$1,260.18	\$0	\$0	\$0	36	10k	62%	\$18,317.90	\$595	0.00174	\$26,287.80	\$10,764	\$299	\$3,800	\$4,099	
	RW1H7NEW	2WD 1.5T SE	\$29,795	\$27,947.20	\$1,745.15	\$0	\$0	\$0	36	10k	63%	\$18,770.85	\$595	0.00174	\$26,687.35	\$10,764	\$299	\$3,600	\$3,899	
	RW2H7NEW	AWD 1.5T SE	\$31,295	\$29,374.30	\$1,851.64	\$0	\$0	\$0	36	10k	63%	\$19,715.85	\$595	0.00174	\$27,520.94	\$10,764	\$299	\$4,300	\$4,599	
	RW1H5NJW	2WD 1.5T EX	\$30,555	\$28,740.69	\$1,702.79	\$0	\$0	\$0	36	10k	63%	\$19,249.65	\$595	0.00174	\$27,448.48	\$11,124	\$309	\$3,590	\$3,899	
	RW2H5NJW	AWD 1.5T EX	\$32,055	\$30,144.62	\$1,832.45	\$0	\$0	\$0	36	10k	63%	\$20,194.65	\$595	0.00174	\$28,282.07	\$11,124	\$309	\$4,290	\$4,599	
	RW1H8NJNW	2WD 1.5T EX-L	\$33,145	\$31,164.81	\$1,946.78	\$0	\$0	\$0	36	10k	63%	\$20,881.35	\$595	0.00174	\$29,226.59	\$11,484	\$319	\$4,480	\$4,799	
	RW2H8NJNW	AWD 1.5T EX-L	\$34,645	\$32,568.73	\$1,976.45	\$0	\$0	\$0	36	10k	63%	\$21,826.35	\$595	0.00174	\$30,060.18	\$11,484	\$319	\$5,080	\$5,399	

Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	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	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 CR-V FHEV																				
HP-18F	RT6H5NJW	AWD EX CVT	\$33,255	\$31,267.76	\$1,891.65	\$0	\$0	\$0	36	10k	65%	\$21,615.75	\$595	0.00174	\$29,874.41	\$11,484	\$319	\$3,880	\$4,199	
	RT6H8NJNIW	AWD EX-L CVT	\$35,845	\$33,691.87	\$2,022.71	\$0	\$0	\$0	36	10k	64%	\$22,940.80	\$595	0.00174	\$32,059.58	\$12,564	\$349	\$4,250	\$4,599	
	RT6H9NKNW	AWD Touring CVT	\$39,045	\$36,102.90	\$2,775.79	\$0	\$0	\$0	36	10k	64%	\$24,988.80	\$595	0.00174	\$34,543.69	\$13,284	\$369	\$4,930	\$5,299	
MY22 HR-V																				
HP-14F	RU5H3NEXW	2WD LX	\$23,115	\$22,115.12	\$941.86	\$0	\$0	\$0	36	10k	62%	\$14,331.30	\$595	0.00156	\$20,271.98	\$7,884	\$219	\$3,380	\$3,599	
	RU6H3NEW	AWD LX	\$24,615	\$23,542.22	\$1,045.86	\$0	\$0	\$0	36	10k	62%	\$15,261.30	\$595	0.00156	\$21,103.08	\$7,884	\$219	\$4,080	\$4,299	
	RU5H1NEXW	2WD Sport	\$25,065	\$23,847.68	\$1,144.58	\$0	\$0	\$0	36	10k	63%	\$15,790.95	\$595	0.00156	\$21,917.26	\$8,244	\$229	\$3,670	\$3,899	Yes
	RU6H1NEW	AWD Sport	\$26,565	\$25,267.05	\$1,269.71	\$0	\$0	\$0	36	10k	63%	\$16,735.95	\$595	0.00156	\$22,761.76	\$8,244	\$229	\$4,370	\$4,599	Yes
	RU5H5NIXW	2WD EX	\$26,315	\$25,030.49	\$1,226.05	\$0	\$0	\$0	36	10k	61%	\$16,052.15	\$595	0.00156	\$22,491.54	\$8,604	\$239	\$4,360	\$4,599	
	RU6H5NIXW	AWD EX	\$27,815	\$26,449.86	\$1,324.37	\$0	\$0	\$0	36	10k	61%	\$16,967.15	\$595	0.00156	\$23,309.23	\$8,604	\$239	\$5,060	\$5,299	
	RU5H7NIXW	2WD EX-L	\$27,915	\$26,544.49	\$1,265.65	\$0	\$0	\$0	36	10k	60%	\$16,749.00	\$595	0.00156	\$23,455.14	\$8,964	\$249	\$4,950	\$5,199	
	RU6H7NINIW	AWD EX-L	\$29,415	\$27,963.86	\$1,350.56	\$0	\$0	\$0	36	10k	60%	\$17,649.00	\$595	0.00156	\$24,259.42	\$8,964	\$249	\$5,650	\$5,899	
MY22 ODYSSEY																				
HP-26F	RL6H2NEW	LX 10-spd AT	\$34,335	\$32,792.26	\$1,392.61	\$0	\$0	\$0	36	10k	58%	\$19,914.30	\$595	0.00140	\$30,649.87	\$13,284	\$369	\$4,130	\$4,499	
	RL6H5NEXW	EX 10-spd AT	\$37,735	\$35,276.35	\$2,165.14	\$0	\$0	\$0	36	10k	59%	\$22,263.65	\$595	0.00140	\$33,116.49	\$13,644	\$379	\$4,920	\$5,299	
	RL6H7NIXW	EX-L 10-spd AT	\$41,005	\$38,320.07	\$2,401.73	\$0	\$0	\$0	36	10k	60%	\$24,603.00	\$595	0.00140	\$35,916.80	\$14,364	\$399	\$5,400	\$5,799	
	RL6H8NIXW	Touring 10-spd AT	\$45,045	\$41,404.56	\$3,248.58	\$0	\$0	\$0	36	10k	61%	\$27,477.45	\$595	0.00140	\$38,858.14	\$14,724	\$409	\$6,390	\$6,799	
	RL6H9NIXW	Touring Elite 10-spd AT	\$50,065	\$45,999.62	\$3,527.67	\$0	\$0	\$0	36	10k	58%	\$29,037.70	\$595	0.00140	\$41,982.29	\$16,524	\$459	\$8,140	\$8,599	
MY22 PASSPORT																				
HP-20F	YF7H5NINIW	2WD EX-L	\$39,665	\$37,072.80	\$2,422.46	\$0	\$0	\$0	36	10k	65%	\$25,782.25	\$595	0.00180	\$36,810.26	\$15,084	\$419	\$3,280	\$3,699	
	YF8H5NINIW	AWD EX-L	\$41,765	\$39,027.48	\$2,466.64	\$0	\$0	\$0	36	10k	65%	\$27,147.25	\$595	0.00180	\$38,009.12	\$15,084	\$419	\$4,080	\$4,499	
	YF8H6NKNW	AWD Trail Sports	\$44,265	\$41,354.48	\$2,751.13	\$0	\$0	\$0	36	10k	65%	\$28,772.25	\$595	0.00180	\$40,450.61	\$16,164	\$449	\$4,250	\$4,699	
	YF8H0NKNW	AWD ELITE	\$47,225	\$43,400.03	\$3,519.64	\$0	\$0	\$0	36	10k	62%	\$29,279.50	\$595	0.00180	\$42,924.67	\$18,324	\$509	\$4,590	\$5,099	



Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	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	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 PILOT																				
HP-22F	YF5H3NEW	2WD Sport AT	\$39,375	\$36,802.86	\$2,456.64	\$500	\$0	\$0	36	10k	62%	\$24,412.50	\$595	0.00120	\$35,124.50	\$13,284	\$369	\$4,230	\$4,599	Yes
	YF6H3NEW	4WD Sport AT	\$41,375	\$38,664.46	\$2,532.34	\$500	\$0	\$0	36	10k	62%	\$25,652.50	\$595	0.00120	\$36,261.80	\$13,284	\$369	\$5,030	\$5,399	
	YF5H5NJNW	2WD V6 EX-L AT	\$41,605	\$38,878.55	\$2,565.73	\$500	\$0	\$0	36	10k	63%	\$26,211.15	\$595	0.00120	\$37,119.28	\$13,644	\$379	\$4,420	\$4,799	
	YF6H5NJNW	AWD V6 EX-L AT	\$43,605	\$40,740.15	\$2,659.77	\$500	\$0	\$0	36	10k	63%	\$27,471.15	\$595	0.00120	\$38,274.92	\$13,644	\$379	\$5,220	\$5,599	
	YF5H2NJNW	2WD V6 SE AT	\$42,755	\$39,437.03	\$3,114.69	\$500	\$0	\$0	36	10k	62%	\$26,508.10	\$595	0.00120	\$37,736.72	\$14,004	\$389	\$4,910	\$5,299	
	YF6H2NJNW	AWD V6 SE AT	\$44,755	\$41,298.63	\$3,190.39	\$500	\$0	\$0	36	10k	62%	\$27,748.10	\$595	0.00120	\$38,874.02	\$14,004	\$389	\$5,710	\$6,099	
	YF5H9NKNW	2WD V6 Touring AT	\$46,165	\$42,429.75	\$3,531.26	\$500	\$0	\$0	36	10k	62%	\$28,622.30	\$595	0.00120	\$40,366.01	\$14,724	\$409	\$5,690	\$6,099	
	YF6H9NKNW	AWD V6 Touring AT	\$48,165	\$44,260.45	\$3,637.86	\$500	\$0	\$0	36	10k	62%	\$29,862.30	\$595	0.00120	\$41,503.31	\$14,724	\$409	\$6,490	\$6,899	
MY22 PILOT Loyalty Cash (HP-24F)																				
HP-22F	YF5H3NEW	2WD Sport AT	\$39,375	\$36,802.86	\$2,351.37	\$500	\$1,000	\$0	36	10k	62%	\$24,412.50	\$595	0.00120	\$34,089.23	\$12,204	\$339	\$4,160	\$4,499	Yes
	YF6H3NEW	4WD Sport AT	\$41,375	\$38,664.46	\$2,527.07	\$500	\$1,000	\$0	36	10k	62%	\$25,652.50	\$595	0.00120	\$35,226.53	\$12,204	\$339	\$5,060	\$5,399	
	YF5H5NJNW	2WD V6 EX-L AT	\$41,605	\$38,878.55	\$2,560.45	\$500	\$1,000	\$0	36	10k	63%	\$26,211.15	\$595	0.00120	\$36,084.00	\$12,564	\$349	\$4,450	\$4,799	
	YF6H5NJNW	AWD V6 EX-L AT	\$43,605	\$40,740.15	\$2,654.49	\$500	\$1,000	\$0	36	10k	63%	\$27,471.15	\$595	0.00120	\$37,239.64	\$12,564	\$349	\$5,250	\$5,599	
	YF5H2NJNW	2WD V6 SE AT	\$42,755	\$39,437.03	\$3,209.42	\$500	\$1,000	\$0	36	10k	62%	\$26,508.10	\$595	0.00120	\$36,701.45	\$12,924	\$359	\$5,040	\$5,399	
	YF6H2NJNW	AWD V6 SE AT	\$44,755	\$41,298.63	\$3,185.12	\$500	\$1,000	\$0	36	10k	62%	\$27,748.10	\$595	0.00120	\$37,838.75	\$12,924	\$359	\$5,740	\$6,099	
	YF5H9NKNW	2WD V6 Touring AT	\$46,165	\$42,429.75	\$3,490.89	\$500	\$1,000	\$0	36	10k	62%	\$28,622.30	\$595	0.00120	\$38,985.64	\$13,284	\$369	\$6,030	\$6,399	
	YF6H9NKNW	AWD V6 Touring AT	\$48,165	\$44,260.45	\$3,597.49	\$500	\$1,000	\$0	36	10k	62%	\$29,862.30	\$595	0.00120	\$40,122.94	\$13,284	\$369	\$6,830	\$7,199	
MY22 RIDGELINE																				
HP-28F	YK3F1NEW	AWD Sport	\$39,435	\$36,858.71	\$2,385.58	\$0	\$0	\$0	36	10k	67%	\$26,421.45	\$595	0.00180	\$36,019.29	\$13,644	\$379	\$3,820	\$4,199	Yes
	YK3F5NJNW	AWD RTL	\$42,415	\$39,632.50	\$2,577.13	\$0	\$0	\$0	36	10k	66%	\$27,993.90	\$595	0.00180	\$38,414.63	\$14,724	\$409	\$4,390	\$4,799	
	YK3F7NKNW	AWD RTL-E	\$45,365	\$41,697.47	\$3,319.05	\$0	\$0	\$0	36	10k	68%	\$30,848.20	\$595	0.00180	\$40,921.52	\$14,724	\$409	\$4,690	\$5,099	
	YK3F8NKNW	AWD Black Edition	\$46,865	\$43,070.50	\$3,558.36	\$0	\$0	\$0	36	10k	67%	\$31,399.55	\$595	0.00180	\$41,743.86	\$15,084	\$419	\$5,480	\$5,899	

Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

Vehicle Information					Dealer				Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	L/C Cash	Other Captive Cash	Term & Mileage	RV %	RV\$ Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 ACCORD - HFS Lease Loyalty Cash (HP-29F)																				
HP-09F	CV1F1NEW	1.5T LX	\$27,615	\$26,389.13	\$1,137.00	\$0	\$0	\$750	36	10k	59%	\$16,292.85	\$595	0.00172	\$23,851.13	\$10,044	\$279	\$3,520	\$3,799	Yes
	CV1F3NEW	1.5T Sport	\$30,075	\$28,281.83	\$1,621.13	\$0	\$0	\$750	36	10k	60%	\$18,045.00	\$595	0.00172	\$25,737.96	\$10,404	\$289	\$4,010	\$4,299	
	CV1F4NENW	1.5T Sport SE	\$31,565	\$29,676.40	\$1,745.31	\$0	\$0	\$750	36	10k	60%	\$18,939.00	\$595	0.00172	\$26,866.71	\$10,764	\$299	\$4,400	\$4,699	
	CV1F5NJNW	1.5T EX-L	\$33,935	\$31,894.60	\$1,899.76	\$0	\$0	\$750	36	10k	58%	\$19,682.30	\$595	0.00172	\$28,879.36	\$12,204	\$339	\$4,760	\$5,099	
	CV2F3NJW	2.0T Sport	\$34,755	\$32,662.08	\$1,959.44	\$0	\$0	\$750	36	10k	59%	\$20,505.45	\$595	0.00172	\$29,606.52	\$12,204	\$339	\$4,860	\$5,199	
MY22 ACCORD FHEV - HFS Lease Loyalty Cash (HP-29F)																				
HP-11F	CV3F1NEW	CVT	\$28,815	\$27,530.81	\$1,195.22	\$0	\$0	\$750	36	10k	58%	\$16,712.70	\$595	0.00172	\$24,561.03	\$10,404	\$289	\$4,010	\$4,299	
	CV3F2NEW	Sport CVT	\$32,165	\$30,237.97	\$1,746.63	\$0	\$0	\$750	36	10k	59%	\$18,977.35	\$595	0.00172	\$27,239.60	\$11,124	\$309	\$4,590	\$4,899	
MY22 CIVIC - HFS Lease Loyalty Cash (HP-29F)																				
HP-07F	FE1F7NJW	4 CYL Sedan EX (1.5T)	\$26,645	\$25,334.69	\$1,236.77	\$0	\$0	\$750	36	10k	64%	\$17,052.80	\$595	0.00178	\$22,746.46	\$8,244	\$229	\$3,670	\$3,899	Yes
	FL1H7NJNW	5D 1.5T EX-L	\$28,345	\$26,943.31	\$1,362.74	\$0	\$0	\$750	36	10k	65%	\$18,424.25	\$595	0.00178	\$24,291.05	\$8,604	\$239	\$3,860	\$4,099	
	FE2F2NEW	4 CYL Sedan LX (2.0)	\$23,645	\$22,612.07	\$985.68	\$0	\$0	\$750	36	10k	64%	\$15,132.80	\$595	0.00178	\$20,042.75	\$7,164	\$199	\$3,400	\$3,599	
	FE2F5NEW	4 CYL Sedan Sport (2.0)	\$25,045	\$23,820.69	\$1,134.04	\$0	\$0	\$750	36	10k	66%	\$16,529.70	\$595	0.00178	\$21,609.73	\$7,524	\$209	\$3,190	\$3,399	
	FL2H5NEW	5D 2.0 LX	\$24,645	\$23,563.47	\$1,042.29	\$0	\$0	\$750	36	10k	65%	\$16,019.25	\$595	0.00178	\$21,160.76	\$7,524	\$209	\$3,290	\$3,499	
	FL2H8NEW	5D 2.0 Sport CVT	\$25,845	\$24,577.69	\$1,197.08	\$0	\$0	\$750	36	10k	67%	\$17,316.15	\$595	0.00178	\$22,639.77	\$7,884	\$219	\$2,980	\$3,199	
MY22 CR-V - HFS Lease Loyalty Cash (HP-29F)																				
HP-16F	RW1H2NEW	2WD 1.5T LX	\$28,045	\$26,805.52	\$1,159.36	\$0	\$0	\$750	36	10k	62%	\$17,387.90	\$595	0.00174	\$24,789.88	\$10,044	\$279	\$3,020	\$3,299	
	RW2H2NEW	AWD 1.5T LX	\$29,545	\$28,232.62	\$1,252.62	\$0	\$0	\$750	36	10k	62%	\$18,317.90	\$595	0.00174	\$25,610.24	\$10,044	\$279	\$3,720	\$3,999	
	RW1H7NEW	2WD 1.5T SE	\$29,795	\$27,947.20	\$1,737.59	\$0	\$0	\$750	36	10k	63%	\$18,770.85	\$595	0.00174	\$26,009.79	\$10,044	\$279	\$3,520	\$3,799	
	RW2H7NEW	AWD 1.5T SE	\$31,295	\$29,374.30	\$1,844.08	\$0	\$0	\$750	36	10k	63%	\$19,715.85	\$595	0.00174	\$26,843.38	\$10,044	\$279	\$4,220	\$4,499	
	RW1H5NJW	2WD 1.5T EX	\$30,555	\$28,740.69	\$1,695.23	\$0	\$0	\$750	36	10k	63%	\$19,249.65	\$595	0.00174	\$26,770.92	\$10,404	\$289	\$3,510	\$3,799	
	RW2H5NJW	AWD 1.5T EX	\$32,055	\$30,144.62	\$1,824.89	\$0	\$0	\$750	36	10k	63%	\$20,194.65	\$595	0.00174	\$27,604.51	\$10,404	\$289	\$4,210	\$4,499	
	RW1H8NJNW	2WD 1.5T EX-L	\$33,145	\$31,164.81	\$1,939.22	\$0	\$0	\$750	36	10k	63%	\$20,881.35	\$595	0.00174	\$28,549.03	\$10,764	\$299	\$4,400	\$4,699	
	RW2H8NJNW	AWD 1.5T EX-L	\$34,645	\$32,568.73	\$1,968.89	\$0	\$0	\$750	36	10k	63%	\$21,826.35	\$595	0.00174	\$29,382.62	\$10,764	\$299	\$5,000	\$5,299	

Issue Date: **May 3, 2022**

Program Period: **May 3, 2022 to July 5, 2022**

Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	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	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 CR-V FHEV - HFS Lease Loyalty Cash (HP-29F)																				
HP-18F	RT6H5NJW	AWD EX CVT	\$33,255	\$31,267.76	\$1,884.09	\$0	\$0	\$750	36	10k	65%	\$21,615.75	\$595	0.00174	\$29,196.85	\$10,764	\$299	\$3,800	\$4,099	
	RT6H8NJNIW	AWD EX-L CVT	\$35,845	\$33,691.87	\$2,015.15	\$0	\$0	\$750	36	10k	64%	\$22,940.80	\$595	0.00174	\$31,382.02	\$11,844	\$329	\$4,170	\$4,499	
	RT6H9NKNW	AWD Touring CVT	\$39,045	\$36,102.90	\$2,768.23	\$0	\$0	\$750	36	10k	64%	\$24,988.80	\$595	0.00174	\$33,866.13	\$12,564	\$349	\$4,850	\$5,199	
MY22 HR-V - HFS Lease Loyalty Cash (HP-29F)																				
HP-14F	RU5H3NEXW	2WD LX	\$23,115	\$22,115.12	\$930.14	\$0	\$0	\$750	36	10k	62%	\$14,331.30	\$595	0.00156	\$19,590.26	\$7,164	\$199	\$3,300	\$3,499	
	RU6H3NEW	AWD LX	\$24,615	\$23,542.22	\$1,034.14	\$0	\$0	\$750	36	10k	62%	\$15,261.30	\$595	0.00156	\$20,421.36	\$7,164	\$199	\$4,000	\$4,199	
	RU5H1NEXW	2WD Sport	\$25,065	\$23,847.68	\$1,132.86	\$0	\$0	\$750	36	10k	63%	\$15,790.95	\$595	0.00156	\$21,235.54	\$7,524	\$209	\$3,590	\$3,799	Yes
	RU6H1NEW	AWD Sport	\$26,565	\$25,267.05	\$1,257.99	\$0	\$0	\$750	36	10k	63%	\$16,735.95	\$595	0.00156	\$22,080.04	\$7,524	\$209	\$4,290	\$4,499	Yes
	RU5H5NIXW	2WD EX	\$26,315	\$25,030.49	\$1,214.33	\$0	\$0	\$750	36	10k	61%	\$16,052.15	\$595	0.00156	\$21,809.82	\$7,884	\$219	\$4,280	\$4,499	
	RU6H5NIW	AWD EX	\$27,815	\$26,449.86	\$1,312.65	\$0	\$0	\$750	36	10k	61%	\$16,967.15	\$595	0.00156	\$22,627.51	\$7,884	\$219	\$4,980	\$5,199	
	RU5H7NIW	2WD EX-L	\$27,915	\$26,544.49	\$1,253.93	\$0	\$0	\$750	36	10k	60%	\$16,749.00	\$595	0.00156	\$22,773.42	\$8,244	\$229	\$4,870	\$5,099	
	RU6H7NIW	AWD EX-L	\$29,415	\$27,963.86	\$1,338.85	\$0	\$0	\$750	36	10k	60%	\$17,649.00	\$595	0.00156	\$23,577.71	\$8,244	\$229	\$5,570	\$5,799	
MY22 ODYSSEY - HFS Lease Loyalty Cash (HP-29F)																				
HP-26F	RL6H2NEW	LX 10-spd AT	\$34,335	\$32,792.26	\$1,409.88	\$0	\$0	\$750	36	10k	58%	\$19,914.30	\$595	0.00140	\$30,307.14	\$12,924	\$359	\$3,740	\$4,099	
	RL6H5NEXW	EX 10-spd AT	\$37,735	\$35,276.35	\$2,182.41	\$0	\$0	\$750	36	10k	59%	\$22,263.65	\$595	0.00140	\$32,773.76	\$13,284	\$369	\$4,530	\$4,899	
	RL6H7NIW	EX-L 10-spd AT	\$41,005	\$38,320.07	\$2,419.01	\$0	\$0	\$750	36	10k	60%	\$24,603.00	\$595	0.00140	\$35,574.08	\$14,004	\$389	\$5,010	\$5,399	
	RL6H8NKXW	Touring 10-spd AT	\$45,045	\$41,404.56	\$3,265.85	\$0	\$0	\$750	36	10k	61%	\$27,477.45	\$595	0.00140	\$38,515.41	\$14,364	\$399	\$6,000	\$6,399	
	RL6H9NKXW	Touring Elite 10-spd AT	\$50,065	\$45,999.62	\$3,644.95	\$0	\$0	\$750	36	10k	58%	\$29,037.70	\$595	0.00140	\$41,639.57	\$16,164	\$449	\$7,850	\$8,299	
MY22 PASSPORT - HFS Lease Loyalty Cash (HP-29F)																				
HP-20F	YF7H5NIW	2WD EX-L	\$39,665	\$37,072.80	\$2,516.27	\$0	\$0	\$750	36	10k	65%	\$25,782.25	\$595	0.00180	\$36,134.07	\$14,364	\$399	\$3,300	\$3,699	
	YF8H5NIW	AWD EX-L	\$41,765	\$39,027.48	\$2,560.45	\$0	\$0	\$750	36	10k	65%	\$27,147.25	\$595	0.00180	\$37,332.93	\$14,364	\$399	\$4,100	\$4,499	
	YF8H6NKNW	AWD Trail Sports	\$44,265	\$41,354.48	\$2,744.95	\$0	\$0	\$750	36	10k	65%	\$28,772.25	\$595	0.00180	\$39,774.43	\$15,444	\$429	\$4,170	\$4,599	
	YF8H0NKNW	AWD ELITE	\$47,225	\$43,400.03	\$3,613.46	\$0	\$0	\$750	36	10k	62%	\$29,279.50	\$595	0.00180	\$42,248.49	\$17,604	\$489	\$4,610	\$5,099	

# Honda Leadership Leasing® Payment Options with HFS Lease Loyalty Cash



Issue Date: May 3, 2022

Program Period: May 3, 2022 to July 5, 2022

Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	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	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY22 PILOT - HFS Lease Loyalty Cash (HP-29F)																				
HP-22F	YF5H3NEW	2WD Sport AT	\$39,375	\$36,802.86	\$2,431.18	\$500	\$1,000	\$750	36	10k	62%	\$24,412.50	\$595	0.00120	\$33,399.04	\$11,484	\$319	\$4,180	\$4,499	
	YF6H3NEW	4WD Sport AT	\$41,375	\$38,664.46	\$2,606.88	\$500	\$1,000	\$750	36	10k	62%	\$25,652.50	\$595	0.00120	\$34,536.34	\$11,484	\$319	\$5,080	\$5,399	
	YF5H5NJNW	2WD V6 EX-L AT	\$41,605	\$38,878.55	\$2,540.27	\$500	\$1,000	\$750	36	10k	63%	\$26,211.15	\$595	0.00120	\$35,393.82	\$11,844	\$329	\$4,370	\$4,699	
	YF6H5NJNW	AWD V6 EX-L AT	\$43,605	\$40,740.15	\$2,734.31	\$500	\$1,000	\$750	36	10k	63%	\$27,471.15	\$595	0.00120	\$36,549.46	\$11,844	\$329	\$5,270	\$5,599	
	YF5H2NJNW	2WD V6 SE AT	\$42,755	\$39,437.03	\$3,089.23	\$500	\$1,000	\$750	36	10k	62%	\$26,508.10	\$595	0.00120	\$36,011.26	\$12,204	\$339	\$4,860	\$5,199	Yes
	YF6H2NJNW	AWD V6 SE AT	\$44,755	\$41,298.63	\$3,264.93	\$500	\$1,000	\$750	36	10k	62%	\$27,748.10	\$595	0.00120	\$37,148.56	\$12,204	\$339	\$5,760	\$6,099	Yes
	YF5H9NKNW	2WD V6 Touring AT	\$46,165	\$42,429.75	\$3,605.80	\$500	\$1,000	\$750	36	10k	62%	\$28,622.30	\$595	0.00120	\$38,640.55	\$12,924	\$359	\$5,740	\$6,099	
	YF6H9NKNW	AWD V6 Touring AT	\$48,165	\$44,260.45	\$3,712.40	\$500	\$1,000	\$750	36	10k	62%	\$29,862.30	\$595	0.00120	\$39,777.85	\$12,924	\$359	\$6,540	\$6,899	
MY22 RIDGELINE - HFS Lease Loyalty Cash (HP-29F)																				
HP-28F	YK3F1NEW	AWD Sport	\$39,435	\$36,858.71	\$2,407.49	\$0	\$0	\$750	36	10k	67%	\$26,421.45	\$595	0.00180	\$35,681.20	\$13,284	\$369	\$3,430	\$3,799	
	YK3F5NJNW	AWD RTL	\$42,415	\$39,632.50	\$2,599.04	\$0	\$0	\$750	36	10k	66%	\$27,993.90	\$595	0.00180	\$38,076.54	\$14,364	\$399	\$4,000	\$4,399	
	YK3F7NKNW	AWD RTL-E	\$45,365	\$41,697.47	\$3,469.05	\$0	\$0	\$750	36	10k	68%	\$30,848.20	\$595	0.00180	\$40,921.52	\$14,724	\$409	\$4,090	\$4,499	Yes
	YK3F8NKNW	AWD Black Edition	\$46,865	\$43,070.50	\$3,580.27	\$0	\$0	\$750	36	10k	67%	\$31,399.55	\$595	0.00180	\$41,405.77	\$14,724	\$409	\$5,090	\$5,499	

<b>Issue Date:</b> May 3, 2022 <b>Program Start:</b> May 3, 2022 <b>Program End:</b> July 5, 2022	<b><u>Mileage Options</u></b> <b>12k Miles Per Year Option:</b> <b>10k Miles Per Year Option:</b>	<b><u>24-33 mo.</u></b> <b>RV + 1%</b> <b>RV + 2%</b>	<b><u>36-48 mo.</u></b> <b>RV + 2%</b> <b>RV + 3%</b>
New RV\$ = (MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile < 200 miles RV\$ - 10 cents per mile > 200 miles	
Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79,999 miles (Cert.)	

<b>HARD ADDS</b> (Genuine Honda Accessories)	<b>Legend</b>	SP	TH	RB	RC	W7	W8	W9	W0
	<b>Description</b>	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>
	<b>P/N Prefix</b>	08F02, 08F10, 08F13	08L92	08L33	08L04	08W17	08W18	08W19	08W20
	<b>Maximum Addition</b>	\$250	\$300	\$400	\$250	\$700	\$700	\$700	\$700
	Disclose Hard Adds in either Lease Agreement, Due Bill, or Repair Order. Confirm eligibility through P/N Prefix from "Parts Information Bulletins" on the iN.								



# New & Certified Pre-Owned Residual Value % (15k)

Model Year 2022															
<b>Issue Date:</b> May 3, 2022 <b>Program Start:</b> May 3, 2022 <b>Program End:</b> July 5, 2022								<b>Mileage Options</b> <b>12k Miles Per Year Option:</b> <b>10k Miles Per Year Option:</b>		<b>24-33 mo.</b> <b>RV + 1%</b> <b>RV + 2%</b>		<b>36-48 mo.</b> <b>RV + 2%</b> <b>RV + 3%</b>			
New RV\$ = (MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%								Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:		RV\$ + 5 cents per mile < 200 miles RV\$ - 10 cents per mile > 200 miles					
Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%								Max. Odometer Mileage:		6,000 miles (New) or 79,999 miles (Cert.)					

MY22 Honda	Trim	Model Code	24	27	30	33	36	39	42	45	48	51	54	57	60	Hard Add Accessories
PASSPORT 2WD/AWD	EX-L	YF7H5NJNW / YF8H5NJNW	69	68	66	64	62	60	58	56	53	52	49	46	43	RB, RC, TH
	TRAILSPORT	/ YF8H6NKNW	69	68	66	64	62	60	58	56	53	49	46	44	41	RB, RC, TH
	ELITE	/ YF8H0NKNW	66	65	63	61	59	57	55	53	50	49	46	44	41	RB, RC, TH
PILOT 2WD/AWD	SPORT	YF5H3NEW / YF6H3NEW	66	65	63	61	59	57	55	53	50	46	43	41	38	RB, RC, TH
	EX-L	YF5H5NJNW / YF6H5NJNW	67	66	64	62	60	58	56	54	51	46	43	40	37	RB, RC, TH, W0
	SE	YF5H2NJNW / YF6H2NJNW	66	65	63	61	59	57	55	53	50	46	43	41	38	RB, RC, TH
	TRAILSPORT	/ YF6H8NKNW	67	66	64	62	60	58	56	54	51	44	41	39	36	RB, RC, TH
	TOURING	YF5H9NKNW / YF6H9NKNW	66	65	63	61	59	57	55	53	50	44	41	39	36	RB, RC, TH
	TOURING 7P	YF5H6NKNW / YF6H6NKNW	66	65	63	61	59	57	55	53	50	44	41	39	36	RB, RC, TH
	ELITE	/ YF6H0NKNW	65	64	62	60	58	56	54	52	49	41	39	37	34	RB, RC, TH
	BLACK EDITION	/ YF6H7NKXW	65	64	62	60	58	56	54	52	49	40	38	36	33	RB, RC, TH
RIDGELINE	AWD SPORT	YK3F1NEW	71	70	68	66	64	62	60	58	56	50	47	45	42	RB, RC
	AWD RTL	YK3F5NJNW	70	69	67	65	63	61	59	57	55	50	47	45	42	RB, RC
	AWD RTL-E	YK3F7NKNW	72	71	69	67	65	63	61	59	57	48	45	43	40	RB, RC
	AWD BLACK	YK3F8NKNW	71	70	68	66	64	62	60	58	56	47	45	43	40	RB, RC

<b>HARD ADDS</b> (Genuine Honda Accessories)	Legend	SP	TH	RB	RC	W7	W8	W9	W0
	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>
	P/N Prefix	08F02, 08F10, 08F13	08L92	08L33	08L04	08W17	08W18	08W19	08W20
	Maximum Addition	\$250	\$300	\$400	\$250	\$700	\$700	\$700	\$700
Disclose Hard Adds in either Lease Agreement, Due Bill, or Repair Order. Confirm eligibility through P/N Prefix from "Parts Information Bulletins" on the iN.									

<b>Issue Date:</b> May 3, 2022 <b>Program Start:</b> May 3, 2022 <b>Program End:</b> July 5, 2022	<b>Mileage Options</b> <b>24-33 mo.</b> <b>36-48 mo.</b> <b>12k Miles Per Year Option:</b> RV + 1% <b>10k Miles Per Year Option:</b> RV + 2% <b>RV + 3%</b>
New RV\$ = (MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%  Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): RV\$ + 5 cents per mile < 200 miles Excess Odometer Mileage: RV\$ - 10 cents per mile > 200 miles Max. Odometer Mileage: 6,000 miles (New) or 79,999 miles (Cert.)

<b>HARD ADDS</b> (Genuine Honda Accessories)	<b>Legend</b>	SP	TH	RB	RC	HF	AU	W7	W8	W9	W0
	<b>Description</b>	Spoilers (Deck Lid, Rear Wing, Tailgate)	Trailer Hitch	Step Assist	Roof Crossbar	Honda Factory Perf. Kit	Adventure/Urban Package	Alloy Wheel Swap <b>17"</b>	Alloy Wheel Swap <b>18"</b>	Alloy Wheel Swap <b>19"</b>	Alloy Wheel Swap <b>20"</b>
	<b>P/N Prefix</b>	08F02, 08F10, 08F13	08L92	08L33	08L04	N/A	N/A	08W17	08W18	08W19	08W20
	<b>Maximum Addition</b>	\$250	\$300	\$400	\$250	\$1,000	\$1,000	\$700	\$700	\$700	\$700
	Disclose Hard Adds in either Lease Agreement, Due Bill, or Repair Order. Confirm eligibility through P/N Prefix from "Parts Information Bulletins" on the iN. <b>15</b> Honda Factory Perf. Kit (HF) and Adventure/Urban Package (AU) CANNOT be residualized with any additional Hard Adds.										

<b>Issue Date:</b> May 3, 2022 <b>Program Start:</b> May 3, 2022 <b>Program End:</b> July 5, 2022	<b>Mileage Options</b> <b>12k Miles Per Year Option:</b> <b>10k Miles Per Year Option:</b>	<b>24-33 mo.</b> <b>RV + 1%</b> <b>RV + 2%</b>	<b>36-48 mo.</b> <b>RV + 2%</b> <b>RV + 3%</b>
New RV\$ = (MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile < 200 miles RV\$ - 10 cents per mile > 200 miles	
Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79,999 miles (Cert.)	

MY21 Honda	Trim	Model Code	24	27	30	33	36	39	42	45	48	51	54	57	60	Hard Add Accessories
PASSPORT 2WD/AWD	SPORT	YF7H2MEW / YF8H2MEW	70	69	67	65	63	61	59	57	54	51	48	45	42	AU, RB, RC, TH
	EX-L	YF7H5MJNW / YF8H5MJNW	69	68	66	64	62	60	58	56	53	51	48	45	42	AU, RB, RC, TH
	TOURING	YF7H9MKNW / YF8H9MKNW	68	67	65	63	61	59	57	55	52	49	46	44	41	AU, RB, RC, TH
	ELITE	/ YF8H0MKNW	66	65	63	61	59	57	55	53	50	46	44	42	39	AU, RB, RC, TH
PILOT 2WD/AWD	LX	YF5H1MEW / YF6H1MEW	64	63	61	59	57	55	53	51	48	40	38	36	33	RB, RC, TH, W0
	EX	YF5H3MEXW / YF6H3MEXW	65	64	62	60	58	56	54	52	49	43	40	38	35	RB, RC, TH, W0
	EX-L	YF5H5MJNW / YF6H5MJNW	66	65	63	61	59	57	55	53	50	45	42	39	36	RB, RC, TH, W0
	SE	YF5H2MJNW / YF6H2MJNW	65	64	62	60	58	56	54	52	49	45	42	40	37	RB, RC, TH
	TOURING	YF5H9MKNW / YF6H9MKNW	65	64	62	60	58	56	54	52	49	43	40	38	35	RB, RC, TH
	TOURING 7P	YF5H6MKNW / YF6H6MKNW	65	64	62	60	58	56	54	52	49	43	40	38	35	RB, RC, TH
	ELITE	/ YF6H0MKNW	64	63	61	59	57	55	53	51	48	40	38	36	33	RB, RC, TH
	BLACK EDITION	/ YF6H7MKXW	64	63	61	59	57	55	53	51	48	39	37	35	32	RB, RC, TH
RIDGELINE	AWD SPORT	YK3F1MEW	71	70	68	66	64	62	60	58	56	49	46	44	41	RB, RC
	AWD RTL	YK3F5MJNW	70	69	67	65	63	61	59	57	55	49	46	44	41	RB, RC
	AWD RTL-E	YK3F7MKNW	72	71	69	67	65	63	61	59	57	47	44	42	39	RB, RC
	AWD BLACK	YK3F8MKNW	71	70	68	66	64	62	60	58	56	46	44	42	39	RB, RC

<b>HARD ADDS</b> (Genuine Honda Accessories)	<b>Legend</b>	SP	TH	RB	RC	HF	AU	W7	W8	W9	W0
	<b>Description</b>	Spoilers (Deck Lid, Rear Wing, Tailgate)	Trailer Hitch	Step Assist	Roof Crossbar	Honda Factory Perf. Kit	Adventure/Urban Package	Alloy Wheel Swap <b>17"</b>	Alloy Wheel Swap <b>18"</b>	Alloy Wheel Swap <b>19"</b>	Alloy Wheel Swap <b>20"</b>
	<b>P/N Prefix</b>	08F02, 08F10, 08F13	08L92	08L33	08L04	N/A	N/A	08W17	08W18	08W19	08W20
	<b>Maximum Addition</b>	\$250	\$300	\$400	\$250	\$1,000	\$1,000	\$700	\$700	\$700	\$700
	Disclose Hard Adds in either Lease Agreement, Due Bill, or Repair Order. Confirm eligibility through P/N Prefix from "Parts Information Bulletins" on the iN. <b>16</b> Honda Factory Perf. Kit (HF) and Adventure/Urban Package (AU) CANNOT be residualized with any additional Hard Adds.										



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

## Model Year 2020

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36-45 mo.</b>	<b>48 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>	<b>RV + 6%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>	<b>RV + 8%</b>
Low Odometer Mileage: RV\$ + 5 cents per mile < 30k miles			Max. Odometer Mileage: 79,999 miles		
Excess Odometer Mileage: RV\$ - 10 cents per mile > 30k miles					

MY20 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
ACCORD SEDAN	CV1F1LEW	4dr Sdn LX AT	\$13,940	\$12,680	\$11,190	\$10,150	\$9,100
	CV1E3LEW	4dr Sdn Sport MT	\$13,910	\$12,650	\$11,170	\$10,110	\$9,050
	CV1F3LEW	4dr Sdn Sport AT	\$14,790	\$13,460	\$11,880	\$10,760	\$9,640
	CV1F4LJW	4dr Sdn EX AT	\$15,390	\$14,010	\$12,390	\$11,220	\$10,050
	CV1F5LJNW	4dr Sdn EX-L AT	\$16,250	\$14,790	\$13,080	\$11,860	\$10,630
	CV2E3LJW	4dr Sdn Sport 2.0T MT	\$15,760	\$14,340	\$12,670	\$11,480	\$10,280
	CV2F3LJW	4dr Sdn Sport 2.0T AT	\$16,640	\$15,170	\$13,440	\$12,180	\$10,910
	CV2F5LJNW	4dr Sdn EX-L 2.0T AT	\$17,370	\$15,820	\$14,000	\$12,700	\$11,400
	CV2F9LKNW	4dr Sdn Touring 2.0T AT	\$18,510	\$16,890	\$14,970	\$13,580	\$12,190
	CV3F1LEW	4dr Sdn Hybrid	\$14,510	\$13,200	\$11,650	\$10,560	\$9,460
	CV3F4LJW	4dr Sdn EX Hybrid	\$15,680	\$14,270	\$12,620	\$11,420	\$10,230
	CV3F5LJNW	4dr Sdn EX-L Hybrid	\$16,480	\$15,020	\$13,290	\$12,040	\$10,790
	CV3F9LKNW	4dr Sdn Touring Hybrid	\$17,390	\$15,850	\$14,030	\$12,720	\$11,420
CIVIC SEDAN	FC2E6LEW	4dr LX 2.0L MT	\$10,870	\$9,830	\$8,620	\$7,820	\$7,010
	FC2F6LEW	4dr LX 2.0L AT	\$11,600	\$10,520	\$9,260	\$8,400	\$7,550
	FC2E8LEW	4dr Sport 2.0L MT	\$12,140	\$11,020	\$9,720	\$8,820	\$7,930
	FC2F8LEW	4dr Sport 2.0L AT	\$12,920	\$11,730	\$10,330	\$9,400	\$8,470
	FC1F3LJW	4dr EX 1.5T AT	\$13,650	\$12,390	\$10,910	\$9,920	\$8,930
	FC1F7LJNW	4dr EX-L 1.5T AT	\$14,010	\$12,730	\$11,220	\$10,210	\$9,210
	FC1F9LKNW	4dr Touring 1.5T AT	\$14,740	\$13,400	\$11,830	\$10,760	\$9,690
	FC1E5LJXW	4dr Si MT	\$16,610	\$15,120	\$13,360	\$12,180	\$10,990
	FC1E5LJW	4dr Si MT HPT	\$16,610	\$15,120	\$13,360	\$12,180	\$10,990
CIVIC COUPE	FC4B6LEW	2dr LX 2.0L AT	\$11,830	\$10,710	\$9,410	\$8,560	\$7,700
	FC4A8LEW	2dr Sport 2.0L MT	\$12,120	\$11,000	\$9,690	\$8,800	\$7,910
	FC4B8LEW	2dr Sport 2.0L AT	\$12,900	\$11,700	\$10,300	\$9,370	\$8,440
	FC3B3LJW	2dr EX 1.5T AT	\$13,390	\$12,160	\$10,710	\$9,740	\$8,770
	FC3B9LKNW	2dr Touring 1.5T AT	\$14,480	\$13,160	\$11,600	\$10,530	\$9,460
	FC3A5LJXW	2dr Si MT	\$16,610	\$15,120	\$13,360	\$12,150	\$10,940
	FC3A5LJW	2dr Si MT HPT	\$16,610	\$15,120	\$13,360	\$12,150	\$10,940
CIVIC HATCHBACK	FK7H3LEW	5dr LX 1.5T AT	\$13,000	\$11,800	\$10,400	\$9,440	\$8,470
	FK7G4LEW	5dr Sport 1.5T MT	\$13,340	\$12,100	\$10,660	\$9,680	\$8,700
	FK7H4LEW	5dr Sport 1.5T AT	\$14,090	\$12,810	\$11,300	\$10,280	\$9,260
	FK7H6LJW	5dr EX 1.5T AT	\$14,530	\$13,200	\$11,630	\$10,580	\$9,540
	FK7H8LJNW	5dr EX-L 1.5T AT	\$15,000	\$13,640	\$12,040	\$10,950	\$9,870
	FK7G9LKNW	5dr Sport Touring 1.5T MT	\$15,030	\$13,660	\$12,060	\$10,970	\$9,870
	FK7H9LKNW	5dr Sport Touring 1.5T AT	\$15,780	\$14,370	\$12,700	\$11,550	\$10,400
	FK8G7LGW	5dr Type R	\$28,390	\$27,370	\$25,830	\$24,840	\$23,840
CLARITY PHEV	ZC5F1LEW	4dr Sdn PHEV	\$13,600	\$12,390	\$10,970	\$9,870	\$8,770
	ZC5F3LGW	4dr Sdn Touring PHEV	\$14,820	\$13,490	\$11,930	\$10,740	\$9,540
CR-V 2WD	RW1H2LEW	4dr Wgn LX	\$14,460	\$13,470	\$12,240	\$11,450	\$10,660
	RW1H5LJW	4dr Wgn EX	\$16,870	\$15,650	\$14,150	\$13,180	\$12,210
	RW1H8LJNW	4dr Wgn EX-L	\$17,840	\$16,540	\$14,940	\$13,910	\$12,880
	RW1H9LKNW	4dr Wgn Touring	\$19,530	\$18,110	\$16,370	\$15,200	\$14,030
CR-V AWD	RW2H2LEW	4dr Wgn LX	\$14,870	\$13,810	\$12,500	\$11,680	\$10,860
	RW2H5LJW	4dr Wgn EX	\$17,320	\$16,080	\$14,560	\$13,550	\$12,550
	RW2H8LJNW	4dr Wgn EX-L	\$18,250	\$16,940	\$15,330	\$14,250	\$13,180
	RW2H9LKNW	4dr Wgn Touring	\$19,940	\$18,470	\$16,680	\$15,500	\$14,330
CR-V HYBRID	RT6H2LEW	4dr Wgn LX Hybrid	\$16,560	\$15,350	\$13,870	\$12,920	\$11,960
	RT6H5LJW	4dr Wgn EX Hybrid	\$18,750	\$17,430	\$15,810	\$14,730	\$13,640
	RT6H8LJNW	4dr Wgn EX-L Hybrid	\$19,680	\$18,300	\$16,600	\$15,470	\$14,330
	RT6H9LKNW	4dr Wgn Touring Hybrid	\$21,420	\$19,940	\$18,110	\$16,860	\$15,610

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

## Model Year 2020

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36-45 mo.</b>	<b>48 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>	<b>RV + 6%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>	<b>RV + 8%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY20 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
FIT	GK5G4LEW	5dr HB LX MT	\$8,350	\$7,700	\$6,910	\$6,540	\$6,170
	GK5H4LEW	5dr HB LX AT	\$9,050	\$8,330	\$7,470	\$7,060	\$6,660
	GK5G6LEW	5dr HB Sport MT	\$8,970	\$8,260	\$7,400	\$6,990	\$6,580
	GK5H6LEW	5dr HB Sport AT	\$9,670	\$8,930	\$8,030	\$7,560	\$7,090
	GK5H8LJW	5dr HB EX AT	\$10,690	\$9,850	\$8,850	\$8,300	\$7,750
	GK5H9LJNW	5dr HB EX-L AT	\$11,360	\$10,470	\$9,380	\$8,810	\$8,240
HR-V 2WD	RU5H3LEW	4dr Wgn LX	\$11,210	\$10,570	\$9,740	\$9,220	\$8,700
	RU5H1LEW	4dr Wgn Sport	\$11,910	\$11,190	\$10,280	\$9,720	\$9,150
	RU5H5LJW	4dr Wgn EX	\$13,210	\$12,390	\$11,350	\$10,710	\$10,070
	RU5H7LJNW	4dr Wgn EX-L	\$13,880	\$13,010	\$11,910	\$11,210	\$10,510
HR-V AWD	RU6H3LEW	4dr Wgn LX	\$12,250	\$11,520	\$10,580	\$9,980	\$9,380
	RU6H1LEW	4dr Wgn Sport	\$12,920	\$12,130	\$11,120	\$10,490	\$9,870
	RU6H5LJW	4dr Wgn EX	\$14,250	\$13,350	\$12,210	\$11,460	\$10,710
	RU6H7LJNW	4dr Wgn EX-L	\$14,900	\$13,950	\$12,750	\$11,970	\$11,190
	RU6H9LKNW	4dr Wgn Touring	\$15,500	\$14,480	\$13,210	\$12,380	\$11,550
INSIGHT	ZE4F1LEW	4dr Sdn LX	\$11,960	\$10,690	\$9,230	\$8,150	\$7,060
	ZE4F5LEW	4dr Sdn EX	\$12,660	\$11,320	\$9,790	\$8,640	\$7,500
	ZE4F9LKNW	4dr Sdn Touring	\$14,510	\$13,030	\$11,320	\$10,050	\$8,770
ODYSSEY	RL6H2LEW	4dr Wgn LX	\$18,770	\$17,200	\$15,330	\$14,050	\$12,780
	RL6H5LEXW	4dr Wgn EX	\$21,630	\$19,850	\$17,720	\$16,270	\$14,820
	RL6H7LJXW	4dr Wgn EX-L	\$22,750	\$20,880	\$18,640	\$17,110	\$15,580
	RL6H7LKNW	4dr Wgn EX-L w/Nav/RES	\$23,270	\$21,330	\$19,020	\$17,440	\$15,860
	RL6H8LKXW	4dr Wgn Touring	\$24,180	\$22,170	\$19,760	\$18,120	\$16,470
	RL6H9LKXW	4dr Wgn Elite	\$25,820	\$23,690	\$21,140	\$19,380	\$17,620
PASSPORT 2WD	YF7H2LEW	4dr Wgn Sport	\$20,670	\$19,030	\$17,060	\$15,390	\$13,720
	YF7H5LJNW	4dr Wgn EX-L	\$23,140	\$21,310	\$19,100	\$17,260	\$15,430
	YF7H9LKNW	4dr Wgn Touring	\$24,000	\$22,070	\$19,760	\$17,850	\$15,940
PASSPORT AWD	YF8H2LEW	4dr Wgn Sport	\$21,610	\$19,890	\$17,820	\$16,070	\$14,310
	YF8H5LJNW	4dr Wgn EX-L	\$24,050	\$22,140	\$19,840	\$17,930	\$16,010
	YF8H9LKNW	4dr Wgn Touring	\$24,930	\$22,960	\$20,580	\$18,590	\$16,600
	YF8H0LKNW	4dr Wgn Elite	\$25,190	\$23,170	\$20,730	\$18,740	\$16,750
PILOT 2WD	YF5H1LEW	4dr Wgn LX	\$17,760	\$15,900	\$13,770	\$12,290	\$10,810
	YF5H3LEXW	4dr Wgn EX	\$19,940	\$17,910	\$15,580	\$13,950	\$12,320
	YF5H5LJNW	4dr Wgn EX-L	\$22,590	\$20,350	\$17,750	\$15,920	\$14,100
	YF5H4LKNW	4dr Wgn EX-L w/RES & Navi	\$23,110	\$20,830	\$18,180	\$16,310	\$14,430
	YF5H9LKNW	4dr Wgn Touring w/RES & Navi	\$24,230	\$21,870	\$19,130	\$17,190	\$15,250
	YF5H6LKNW	4dr Wgn Touring 7Pass	\$24,340	\$21,960	\$19,200	\$17,260	\$15,330
PILOT 4WD	YF6H1LEW	4dr Wgn LX	\$18,490	\$16,560	\$14,360	\$12,810	\$11,270
	YF6H3LEXW	4dr Wgn EX	\$20,750	\$18,640	\$16,220	\$14,520	\$12,830
	YF6H5LJNW	4dr Wgn EX-L	\$23,370	\$21,070	\$18,410	\$16,520	\$14,640
	YF6H4LKNW	4dr Wgn EX-L w/RES & Navi	\$23,890	\$21,540	\$18,820	\$16,910	\$14,990
	YF6H9LKNW	4dr Wgn Touring w/RES & Navi	\$25,040	\$22,590	\$19,760	\$17,760	\$15,760
	YF6H6LKNW	4dr Wgn Touring 7Pass	\$25,120	\$22,670	\$19,840	\$17,840	\$15,840
	YF6H0LKNW	4dr Wgn Elite w/RES & Navi	\$25,300	\$22,830	\$19,970	\$17,950	\$15,940
	YF6H7LKXW	4dr Wgn Black Edition	\$25,530	\$23,040	\$20,150	\$18,090	\$16,040
RIDGELINE 2WD	YK2F1LEW	Crew Cab Sport	\$19,580	\$17,890	\$15,890	\$14,430	\$12,980
	YK2F5LJNW	Crew Cab RTL	\$20,930	\$19,120	\$16,980	\$15,410	\$13,850
RIDGELINE 4WD	YK3F1LEW	Crew Cab Sport	\$22,200	\$20,290	\$18,030	\$16,400	\$14,760
	YK3F5LJNW	Crew Cab RTL	\$23,500	\$21,490	\$19,100	\$17,370	\$15,630
	YK3F7LKNW	Crew Cab RTL-E	\$24,620	\$22,500	\$19,990	\$18,170	\$16,350
	YK3F8LKNW	Crew Cab Black Edition	\$24,860	\$22,720	\$20,200	\$18,370	\$16,550

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

## Model Year 2019

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
ACCORD SEDAN	CV1E3KEW	4dr Sdn Sport MT	\$12,530	\$11,190	\$9,660
	CV1F1KEW	4dr Sdn LX AT	\$12,580	\$11,230	\$9,690
	CV1F3KEW	4dr Sdn Sport AT	\$13,230	\$11,830	\$10,230
	CV1F4KJW	4dr Sdn EX AT	\$13,700	\$12,270	\$10,630
	CV1F5KJNW	4dr Sdn EX-L AT	\$14,400	\$12,910	\$11,190
	CV2E3KJW	4dr Sdn Sport 2.0T MT	\$14,250	\$12,770	\$11,070
	CV2F3KJW	4dr Sdn Sport 2.0T AT	\$14,980	\$13,430	\$11,650
	CV2F5KJNW	4dr Sdn EX-L 2.0T AT	\$15,340	\$13,770	\$11,960
	CV2F9KKNW	4dr Sdn Touring 2.0T AT	\$16,280	\$14,630	\$12,720
	CV3F1KEW	4dr Sdn Hybrid	\$12,920	\$11,540	\$9,970
	CV3F4KJW	4dr Sdn EX Hybrid	\$13,830	\$12,390	\$10,740
	CV3F5KJNW	4dr Sdn EX-L Hybrid	\$14,510	\$13,000	\$11,270
	CV3F9KKNW	4dr Sdn Touring Hybrid	\$15,290	\$13,720	\$11,910
CIVIC SEDAN	FC1E5KJW	2dr Si MT HPT	\$12,510	\$11,310	\$9,920
	FC1E5KJXW	2dr Si MT	\$12,510	\$11,310	\$9,920
	FC1F3KJW	4dr EX 1.5T AT	\$11,000	\$9,890	\$8,620
	FC1F7KJNW	4dr EX-L 1.5T AT	\$11,440	\$10,320	\$9,030
	FC1F9KKNW	4dr Touring 1.5T AT	\$11,830	\$10,670	\$9,330
	FC2E6KEW	4dr LX 2.0L MT	\$8,970	\$8,050	\$6,990
	FC2E8KEW	4dr Sport 2.0L MT	\$9,650	\$8,670	\$7,550
	FC2F6KEW	4dr LX 2.0L AT	\$9,620	\$8,650	\$7,520
	FC2F8KEW	4dr Sport 2.0L AT	\$10,270	\$9,240	\$8,060
CIVIC COUPE	FC3A5KJW	2dr Si MT HPT	\$12,530	\$11,340	\$9,950
	FC3A5KJXW	2dr Si MT	\$12,530	\$11,340	\$9,950
	FC3B3KJW	2dr EX 1.5T AT	\$10,870	\$9,790	\$8,540
	FC3B9KKNW	2dr Touring 1.5T AT	\$11,620	\$10,490	\$9,180
	FC4A8KEW	2dr Sport 2.0L MT	\$9,620	\$8,650	\$7,520
	FC4B6KEW	2dr LX 2.0L AT	\$9,780	\$8,790	\$7,650
	FC4B8KEW	2dr Sport 2.0L AT	\$10,270	\$9,240	\$8,060
CIVIC HATCHBACK	FK7G4KEW	5dr Sport 1.5T MT	\$10,350	\$9,320	\$8,130
	FK7H3KEW	5dr LX 1.5T AT	\$10,690	\$9,630	\$8,420
	FK7H4KEW	5dr Sport 1.5T AT	\$10,970	\$9,880	\$8,620
	FK7H6KJW	5dr EX 1.5T AT	\$11,490	\$10,370	\$9,080
	FK7H8KKNW	5dr EX-L 1.5T AT w/ Navi	\$12,270	\$11,090	\$9,720
	FK7H9KKNW	5dr Sport Touring 1.5T AT	\$12,690	\$11,470	\$10,050
	FK8G7KGW	5dr Type R	\$18,590	\$16,890	\$14,890
CLARITY PHEV	ZC5F1KGW	4dr Sdn	\$12,060	\$10,950	\$9,640
	ZC5F3KGW	4dr Sdn Touring	\$13,000	\$11,820	\$10,430
CR-V 2WD	RW5H3KEW	4dr Wgn LX	\$12,040	\$11,190	\$10,150
	RW1H5KJW	4dr Wgn EX	\$14,510	\$13,470	\$12,190
	RW1H8KJNW	4dr Wgn EX-L	\$15,160	\$14,050	\$12,700
	RW1H9KKNW	4dr Wgn Touring	\$16,410	\$15,220	\$13,770
CR-V AWD	RW6H3KEW	4dr Wgn LX	\$12,320	\$11,450	\$10,380
	RW2H5KJW	4dr Wgn EX	\$14,770	\$13,700	\$12,390
	RW2H8KJNW	4dr Wgn EX-L	\$15,470	\$14,370	\$13,010
	RW2H9KKNW	4dr Wgn Touring	\$16,740	\$15,550	\$14,080

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

## Model Year 2019

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>
Low Odometer Mileage: RV\$ + 5 cents per mile < 45k miles			Max. Odometer Mileage: 79,999 miles	
Excess Odometer Mileage: RV\$ - 10 cents per mile > 45k miles				

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
FIT	GK5G4KEW	5dr HB LX MT	\$7,280	\$6,680	\$5,970
	GK5H4KEW	5dr HB LX AT	\$7,850	\$7,230	\$6,480
	GK5H5KEW	5dr HB LX AT w/Honda Sensing	\$8,140	\$7,480	\$6,680
	GK5G6KEW	5dr HB Sport MT	\$7,670	\$7,050	\$6,300
	GK5H6KEW	5dr HB Sport AT	\$8,220	\$7,540	\$6,730
	GK5H7KEW	5dr HB Sport AT w/Honda Sensing	\$8,500	\$7,800	\$6,960
	GK5G8KJW	5dr HB EX MT	\$8,010	\$7,370	\$6,600
	GK5H8KJW	5dr HB EX AT	\$8,580	\$7,880	\$7,040
	GK5H9KJNW	5dr HB EX-L AT	\$9,050	\$8,330	\$7,470
	GK5H0KKNW	5dr HB EX-L AT w/Nav	\$9,260	\$8,500	\$7,600
HR-V 2WD	RU5H3KEW	4dr Wgn LX	\$10,500	\$9,890	\$9,100
	RU5H1KEW	4dr Wgn Sport	\$11,000	\$10,360	\$9,540
	RU5H5KJW	4dr Wgn EX	\$11,960	\$11,230	\$10,300
	RU5H7KJNW	4dr Wgn EX-L	\$12,400	\$11,660	\$10,710
HR-V AWD	RU6H3KEW	4dr Wgn LX	\$11,440	\$10,790	\$9,950
	RU6H1KEW	4dr Wgn Sport	\$11,860	\$11,150	\$10,250
	RU6H5KJW	4dr Wgn EX	\$12,820	\$12,030	\$11,020
	RU6H7KJNW	4dr Wgn EX-L	\$13,310	\$12,490	\$11,450
	RU6H9KKNW	4dr Wgn Touring	\$13,620	\$12,780	\$11,700
INSIGHT	ZE4F1KEW	4dr Sdn LX	\$9,980	\$8,870	\$7,600
	ZE4F5KEW	4dr Sdn EX	\$10,480	\$9,320	\$8,010
	ZE4F9KKNW	4dr Sdn Touring	\$11,910	\$10,630	\$9,180
ODYSSEY	RL6H2KEW	4dr Wgn LX	\$16,330	\$14,910	\$13,230
	RL6H5KEXW	4dr Wgn EX	\$18,360	\$16,770	\$14,890
	RL6H7KJXW	4dr Wgn EX-L	\$19,140	\$17,500	\$15,560
	RL6H7KKNW	4dr Wgn EX-L w/Nav/RES	\$19,500	\$17,810	\$15,810
	RL6H8KKXW	4dr Wgn Touring	\$20,120	\$18,410	\$16,370
	RL6H9KKXW	4dr Wgn Elite	\$21,270	\$19,460	\$17,310
PASSPORT 2WD	YF7H2KEW	4dr Wgn Sport	\$17,890	\$16,480	\$14,790
	YF7H5KJNW	4dr Wgn EX-L	\$19,630	\$18,080	\$16,220
	YF7H9KKNW	4dr Wgn Touring	\$20,180	\$18,600	\$16,700
PASSPORT AWD	YF8H2KEW	4dr Wgn Sport	\$18,620	\$17,150	\$15,380
	YF8H5KJNW	4dr Wgn EX-L	\$20,380	\$18,760	\$16,800
	YF8H9KKNW	4dr Wgn Touring	\$21,060	\$19,410	\$17,420
	YF8H0KKNW	4dr Wgn Elite	\$21,290	\$19,620	\$17,600
PILOT 2WD	YF5H1KEW	4dr Wgn LX	\$14,740	\$13,180	\$11,400
	YF5H3KEXW	4dr Wgn EX	\$16,480	\$14,790	\$12,850
	YF5H5KJNW	4dr Wgn EX-L	\$18,490	\$16,650	\$14,540
	YF5H4KKNW	4dr Wgn EX-L w/RES & Navi	\$18,900	\$17,000	\$14,820
	YF5H6KKNW	4dr Wgn Touring 7Pass	\$19,840	\$17,860	\$15,580
	YF5H9KKNW	4dr Wgn Touring w/RES & Navi	\$19,790	\$17,820	\$15,560

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

## Model Year 2019

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY19 Honda	Model Code	Trim	24mo	30mo	36mo
<b>PILOT 4WD</b>	YF6H1KEW	4dr Wgn LX	\$15,370	\$13,770	\$11,930
	YF6H3KEXW	4dr Wgn EX	\$17,110	\$15,370	\$13,360
	YF6H5KJNW	4dr Wgn EX-L	\$19,110	\$17,210	\$15,020
	YF6H4KKNW	4dr Wgn EX-L w/RES & Navi	\$19,500	\$17,590	\$15,380
	YF6H6KKNW	4dr Wgn Touring 7Pass	\$20,410	\$18,420	\$16,120
	YF6H9KKNW	4dr Wgn Touring w/RES & Navi	\$20,360	\$18,370	\$16,070
	YF6H0KKNW	4dr Wgn Elite w/RES & Navi	\$20,620	\$18,620	\$16,290
<b>RIDGELINE 2WD</b>	YK2F2KEW	Crew Cab RT	\$15,910	\$14,470	\$12,780
	YK2F1KEW	Crew Cab Sport	\$16,330	\$14,860	\$13,130
	YK2F5KJNW	Crew Cab RTL	\$17,290	\$15,740	\$13,920
	YK2F6KKNW	Crew Cab RTL-T	\$17,840	\$16,250	\$14,380
<b>RIDGELINE 4WD</b>	YK3F5KJNW	Crew Cab RTL	\$19,210	\$17,520	\$15,530
	YK3F1KEW	Crew Cab Sport	\$18,170	\$16,560	\$14,660
	YK3F6KKNW	Crew Cab RTL-T	\$19,710	\$17,970	\$15,910
	YK3F7KKNW	Crew Cab RTL-E	\$21,010	\$19,180	\$17,010
	YK3F8KKNW	Crew Cab Black Edition	\$21,140	\$19,280	\$17,090



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

## Model Year 2018

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

MY18 Honda	Model Code	Trim	24mo	30mo	36mo
ACCORD SEDAN	CV1E3JEW	4dr Sdn Sport MT	\$10,170	\$9,150	\$7,980
	CV1F1JEW	4dr Sdn LX AT	\$10,270	\$9,240	\$8,060
	CV3F1JEXW	4dr Sdn Hybrid AT	\$10,630	\$9,580	\$8,360
	CV1F3JEW	4dr Sdn Sport AT	\$10,820	\$9,740	\$8,490
	CV1F4JJW	4dr Sdn EX AT	\$11,150	\$10,080	\$8,820
	CV3F4JJXW	4dr Sdn EX Hybrid AT	\$11,440	\$10,310	\$9,000
	CV1F6JKNW	4dr Sdn EX-L w/Nav AT	\$11,700	\$10,560	\$9,230
	CV2E3JJW	4dr Sdn Sport 2.0T MT	\$11,880	\$10,710	\$9,360
	CV1F5JJNW	4dr Sdn EX-L AT	\$11,930	\$10,760	\$9,410
	CV3F5JJXW	4dr Sdn EX-L Hybrid AT	\$11,990	\$10,820	\$9,460
	CV3F6JKXW	4dr Sdn EX-L w/Nav Hybrid AT	\$12,140	\$10,970	\$9,610
	CV3F9JKXW	4dr Sdn Touring Hybrid AT	\$12,400	\$11,220	\$9,840
	CV2F3JJW	4dr Sdn Sport 2.0T AT	\$12,530	\$11,320	\$9,920
	CV2F6JKNW	4dr Sdn EX-L 2.0T w/Nav AT	\$12,580	\$11,380	\$9,970
	CV1F9JKNW	4dr Sdn Touring AT	\$12,710	\$11,490	\$10,070
	CV2F5JJNW	4dr Sdn EX-L 2.0T AT	\$12,790	\$11,570	\$10,150
	CV2F9JKNW	4dr Sdn Touring 2.0T AT	\$13,550	\$12,260	\$10,760
CIVIC COUPE	FC4A5JEW	2dr LX 2.0L MT	\$7,330	\$6,530	\$5,610
	FC4B5JEW	2dr LX 2.0L AT	\$7,850	\$7,010	\$6,040
	FC4B0JJW	2dr LX-P 2.0L AT	\$8,190	\$7,310	\$6,300
	FC3A3JJW	2dr EX 1.5T MT	\$8,220	\$7,350	\$6,350
	FC3B3JJW	2dr EX 1.5T AT	\$8,760	\$7,850	\$6,810
	FC3B7JJNW	2dr EX-L 1.5T AT	\$9,050	\$8,110	\$7,040
	FC3A5JJW	2dr Si MT	\$9,310	\$8,350	\$7,240
	FC3A5JJXW	2dr Si MT HPT	\$9,310	\$8,350	\$7,240
	FC3B9JKNW	2dr Touring 1.5T AT	\$9,830	\$8,830	\$7,680
CIVIC HATCHBACK	FK7G2JEW	5dr LX 1.5T MT	\$7,880	\$7,050	\$6,090
	FK7G4JEW	5dr Sport 1.5T MT	\$8,140	\$7,270	\$6,270
	FK7H2JEW	5dr LX 1.5T AT	\$8,400	\$7,510	\$6,500
	FK7H4JEW	5dr Sport 1.5T AT	\$8,630	\$7,720	\$6,680
	FK7H3JEW	5dr LX 1.5T AT w/ Honda Sensing	\$8,790	\$7,880	\$6,830
	FK7H5JJW	5dr EX 1.5T AT	\$8,970	\$8,030	\$6,960
	FK7H6JJW	5dr EX 1.5T AT w/ Honda Sensing	\$9,280	\$8,320	\$7,220
	FK7H7JKNW	5dr EX-L 1.5T AT	\$9,590	\$8,610	\$7,470
	FK7H8JKNW	5dr EX-L 1.5T AT w/ Honda Sensing	\$9,930	\$8,920	\$7,750
	FK7H9JKNW	5dr Sport Touring 1.5T AT	\$10,430	\$9,390	\$8,190
	FK8G7JGW	5dr Type R	\$13,570	\$12,270	\$10,760

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

## Model Year 2018

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

MY18 Honda	Model Code	Trim	24mo	30mo	36mo
<b>CIVIC SEDAN</b>	FC2E5JEW	4dr LX 2.0L MT	\$7,250	\$6,450	\$5,530
	FC2F5JEW	4dr LX 2.0L AT	\$7,770	\$6,940	\$5,990
	FC2F6JEW	4dr LX 2.0L AT w/ Honda Sensing	\$8,110	\$7,240	\$6,250
	FC1E3JJW	4dr EX 1.5T MT	\$8,290	\$7,410	\$6,400
	FC2F7JJW	4dr EX 2.0L AT	\$8,500	\$7,610	\$6,580
	FC2F8JJW	4dr EX 2.0L AT w/ Honda Sensing	\$8,890	\$7,970	\$6,910
	FC1F3JJW	4dr EX 1.5T AT	\$8,920	\$8,000	\$6,940
	FC1F4JJW	4dr EX 1.5T AT w/ Honda Sensing	\$9,200	\$8,260	\$7,170
	FC1F7JJNW	4dr EX-L 1.5T AT	\$9,260	\$8,290	\$7,190
	FC1E5JJW	4dr Si MT	\$9,310	\$8,350	\$7,240
	FC1E5JJXW	4dr Si MT HPT	\$9,310	\$8,350	\$7,240
	FC1F7JKNW	4dr EX-L 1.5T AT w/Navi	\$9,390	\$8,420	\$7,320
	FC1F8JJNW	4dr EX-L 1.5T AT w/ Honda Sensing	\$9,590	\$8,610	\$7,470
	FC1F9JKNW	4dr Touring 1.5T AT	\$10,040	\$9,010	\$7,830
<b>CLARITY PHEV</b>	ZC5F1JGW	4dr Sdn	\$10,630	\$9,610	\$8,420
	ZC5F3JGW	4dr Sdn Touring	\$11,440	\$10,360	\$9,100
<b>CR-V 2WD</b>	RW5H3JEW	4dr Wgn LX	\$10,820	\$9,820	\$8,640
	RW1H5JJW	4dr Wgn EX	\$12,950	\$11,790	\$10,430
	RW1H8JJNW	4dr Wgn EX-L	\$13,570	\$12,360	\$10,940
	RW1H8JKNW	4dr Wgn EX-L w/Navi	\$13,780	\$12,550	\$11,090
	RW1H9JKNW	4dr Wgn Touring	\$14,010	\$12,750	\$11,270
<b>CR-V AWD</b>	RW6H3JEW	4dr Wgn LX	\$11,080	\$10,060	\$8,870
	RW2H5JJW	4dr Wgn EX	\$13,290	\$12,080	\$10,660
	RW2H8JJNW	4dr Wgn EX-L	\$13,860	\$12,610	\$11,140
	RW2H8JKNW	4dr Wgn EX-L w/Navi	\$14,070	\$12,790	\$11,300
	RW2H9JKNW	4dr Wgn Touring	\$14,350	\$13,080	\$11,580
<b>FIT</b>	GK5G4JEW	5dr HB LX MT	\$6,420	\$5,860	\$5,200
	GK5G6JEW	5dr HB Sport MT	\$6,600	\$5,990	\$5,280
	GK5H4JEW	5dr HB LX AT	\$6,730	\$6,110	\$5,380
	GK5H6JEW	5dr HB Sport AT	\$6,970	\$6,360	\$5,640
	GK5G8JJW	5dr HB EX MT	\$7,150	\$6,510	\$5,760
	GK5H5JEW	5dr HB LX AT w/Honda Sensing	\$7,150	\$6,510	\$5,760
	GK5H7JEW	5dr HB Sport AT w/Honda Sensing	\$7,410	\$6,750	\$5,970
	GK5H8JJW	5dr HB EX AT	\$7,540	\$6,850	\$6,040
	GK5H9JJNW	5dr HB EX-L AT	\$7,980	\$7,270	\$6,430
	GK5H0JKNW	5dr HB EX-L AT w/Nav	\$8,140	\$7,410	\$6,550
<b>HR-V 2WD</b>	RU5G3JEW	4dr Wgn LX MT	\$8,610	\$7,920	\$7,090
	RU5H3JEW	4dr Wgn LX AT	\$9,230	\$8,490	\$7,600
	RU5G5JJW	4dr Wgn EX MT	\$9,540	\$8,760	\$7,830
	RU5H5JJW	4dr Wgn EX AT	\$10,190	\$9,370	\$8,390
	RU5H7JKNW	4dr Wgn EX-L w/Navi	\$11,050	\$10,180	\$9,130
<b>HR-V AWD</b>	RU6H3JEW	4dr Wgn LX	\$9,930	\$9,110	\$8,130
	RU6H5JJW	4dr Wgn EX	\$10,920	\$10,050	\$9,000
	RU6H7JKNW	4dr Wgn EX-L w/Navi	\$11,780	\$10,840	\$9,720

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

## Model Year 2018

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

MY18 Honda	Model Code	Trim	24mo	30mo	36mo
<b>ODYSSEY</b>	RL6H2JEW	4dr Wgn LX	\$14,610	\$13,180	\$11,530
	RL6H5JEXW	4dr Wgn EX	\$16,150	\$14,600	\$12,800
	RL6H7JJXW	4dr Wgn EX-L	\$16,870	\$15,260	\$13,390
	RL6H7JKNW	4dr Wgn EX-L w/ Nav/RES	\$17,190	\$15,550	\$13,640
	RL6H8JKXW	4dr Wgn Touring	\$17,710	\$16,020	\$14,050
	RL6H9JKXW	4dr Wgn Touring Elite	\$18,750	\$16,990	\$14,940
<b>PILOT 2WD</b>	YF5H1JEW	4dr Wgn LX	\$12,300	\$11,040	\$9,590
	YF5H3JEW	4dr Wgn EX	\$13,680	\$12,310	\$10,740
	YF5H4JEW	4dr Wgn EX w/ Honda Sensing	\$14,220	\$12,790	\$11,140
	YF5H5JJNW	4dr Wgn EX-L	\$15,440	\$13,920	\$12,160
	YF5H7JKNW	4dr Wgn EX-L w/ Navi	\$15,650	\$14,110	\$12,320
	YF5H8JJNW	4dr Wgn EX-L w/ RES	\$15,650	\$14,110	\$12,320
	YF5H6JJNW	4dr Wgn EX-L w/ Honda Sensing	\$15,990	\$14,430	\$12,620
	YF5H9JKNW	4dr Wgn Touring w/ RES & Navi	\$16,610	\$15,000	\$13,130
<b>PILOT 4WD</b>	YF6H1JEW	4dr Wgn LX	\$12,820	\$11,520	\$10,020
	YF6H3JEW	4dr Wgn EX	\$14,270	\$12,840	\$11,190
	YF6H4JEW	4dr Wgn EX w/ Honda Sensing	\$14,770	\$13,310	\$11,630
	YF6H5JJNW	4dr Wgn EX-L	\$15,990	\$14,430	\$12,620
	YF6H8JJNW	4dr Wgn EX-L w/ RES	\$16,170	\$14,590	\$12,750
	YF6H7JKNW	4dr Wgn EX-L w/ Navi	\$16,200	\$14,610	\$12,780
	YF6H6JJNW	4dr Wgn EX-L w/ Honda Sensing	\$16,540	\$14,940	\$13,080
	YF6H9JKNW	4dr Wgn Touring w/ RES & Navi	\$17,190	\$15,540	\$13,620
	YF6H0JKNW	4dr Wgn Elite w/ RES & Navi	\$17,760	\$16,060	\$14,080
<b>RIDGELINE 2WD</b>	YK2F2JEW	Crew Cab RT	\$14,250	\$12,830	\$11,190
	YK2F1JEW	Crew Cab Sport	\$14,560	\$13,120	\$11,450
	YK2F5JENW	Crew Cab RTL	\$15,110	\$13,610	\$11,880
	YK2F6JGNW	Crew Cab RTL-T	\$15,440	\$13,940	\$12,190
<b>RIDGELINE 4WD</b>	YK3F1JEW	Crew Cab Sport	\$16,170	\$14,610	\$12,800
	YK3F5JENW	Crew Cab RTL	\$16,820	\$15,200	\$13,310
	YK3F6JGNW	Crew Cab RTL-T	\$17,110	\$15,470	\$13,570
	YK3F7JKNW	Crew Cab RTL-E	\$17,940	\$16,250	\$14,280
	YK3F8JKNW	Crew Cab Black Edition	\$18,150	\$16,430	\$14,430



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

## Model Year 2017

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY17 Honda	Model Code	Trim	24mo	30mo	36mo
ACCORD COUPE	CT1A3HEW	2dr LX-S MT	\$7,200	\$6,460	\$5,610
	CT1B3HEW	2dr LX-S AT	\$7,720	\$6,940	\$6,040
	CT1A7HJW	2dr EX MT	\$7,750	\$6,960	\$6,040
	CT1B4HEXW	2dr LX-S AT w/Honda Sensing	\$7,850	\$7,070	\$6,170
	CT1B7HJW	2dr EX AT	\$8,400	\$7,570	\$6,600
	CT1B5HJXW	2dr EX AT w/Honda Sensing	\$8,480	\$7,630	\$6,660
	CT1B8HJNW	2dr EX-L AT	\$9,180	\$8,280	\$7,240
	CT2A8HJNW	2dr EX-L V6 MT	\$9,200	\$8,290	\$7,240
	CT1B6HKXW	2dr EX-L AT w/Nav & Honda Sensing	\$9,590	\$8,650	\$7,550
	CT2B8HJNW	2dr EX-L V6 AT	\$9,780	\$8,840	\$7,750
	CT2B9HKXW	2dr EX-L V6 AT w/Nav & Honda Sensing	\$10,220	\$9,220	\$8,060
	CT2B0HKXW	2dr Touring V6 AT	\$10,320	\$9,320	\$8,160
ACCORD SEDAN	CR2E3HEW	4dr LX MT	\$7,440	\$6,680	\$5,810
	CR2E5HEW	4dr Sport MT	\$7,800	\$7,010	\$6,090
	CR2F3HEW	4dr LX AT	\$7,980	\$7,180	\$6,250
	CR2E7HJW	4dr EX MT	\$8,060	\$7,250	\$6,320
	CR2F4HEXW	4dr LX AT w/Honda Sensing	\$8,110	\$7,290	\$6,350
	CR2E1HENW	4dr Sport SE MT	\$8,220	\$7,400	\$6,450
	CR2F5HEW	4dr Sport AT	\$8,350	\$7,530	\$6,580
	CR2F6HEXW	4dr Sport AT w/Honda Sensing	\$8,420	\$7,590	\$6,630
	CR2F7HJW	4dr EX AT	\$8,580	\$7,740	\$6,760
	CR2F0HJXW	4dr EX AT w/Honda Sensing	\$8,710	\$7,850	\$6,860
	CR2F1HENW	4dr Sport SE AT	\$8,740	\$7,880	\$6,890
	CR6F3HEW	4dr Sdn Hybrid	\$9,050	\$8,150	\$7,110
	CR2F8HJNW	4dr EX-L AT	\$9,050	\$8,150	\$7,110
	CR2F9HKXW	4dr EX-L AT w/Nav & Honda Sensing	\$9,460	\$8,530	\$7,450
	CR6F5HJNW	4dr Sdn EX-L Hybrid	\$9,960	\$9,010	\$7,910
	CR3F8HJNW	4dr EX-L V6 AT	\$10,010	\$9,050	\$7,930
	CR6F7HKNW	4dr Sdn Touring Hybrid	\$10,370	\$9,370	\$8,210
	CR3F0HKXW	4dr EX-L V6 AT w/Nav & Honda Sensing	\$10,430	\$9,430	\$8,260
	CR3F9HKXW	4dr Touring V6 AT	\$10,530	\$9,530	\$8,360
CIVIC COUPE	FC4A5HEW	2dr LX 2.0L MT	\$6,550	\$5,840	\$5,020
	FC4B5HEW	2dr LX 2.0L AT	\$6,990	\$6,250	\$5,410
	FC4B0HJW	2dr LX-P 2.0L AT	\$7,310	\$6,530	\$5,640
	FC3A3HJW	2dr EX 1.5T MT	\$7,460	\$6,680	\$5,790
	FC3B3HJW	2dr EX 1.5T AT	\$7,980	\$7,150	\$6,200
	FC3B7HJNW	2dr EX-L 1.5T AT	\$8,240	\$7,400	\$6,430
	FC3A5HJW	2dr Si MT	\$8,480	\$7,610	\$6,600
	FC3A5HJXW	2dr Si HPT MT	\$8,480	\$7,610	\$6,600
	FC3B9HKNW	2dr Touring 1.5T AT	\$8,890	\$8,010	\$6,990

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

## Model Year 2017

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY17 Honda	Model Code	Trim	24mo	30mo	36mo
<b>CIVIC HATCHBACK</b>	FK7G2HEW	5dr LX 1.5T MT	\$7,020	\$6,280	\$5,430
	FK7G4HEW	5dr Sport 1.5T MT	\$7,120	\$6,400	\$5,560
	FK7H2HEW	5dr LX 1.5T AT	\$7,440	\$6,670	\$5,790
	FK7H3HEW	5dr LX 1.5T AT w/ Honda Sensing	\$7,570	\$6,790	\$5,890
	FK7H4HEW	5dr Sport 1.5T AT	\$7,590	\$6,810	\$5,920
	FK7H5HJW	5dr EX 1.5T AT	\$7,980	\$7,160	\$6,220
	FK7H6HJW	5dr EX 1.5T AT w/ Honda Sensing	\$8,090	\$7,270	\$6,320
	FK7H7HKNW	5dr EX-L 1.5T AT	\$8,550	\$7,680	\$6,680
	FK7H8HKNW	5dr EX-L 1.5T AT w/ Honda Sensing	\$8,710	\$7,830	\$6,810
	FK7H9HKNW	5dr Sport Touring 1.5T AT	\$9,050	\$8,150	\$7,110
	FK8G7HGW	5dr Type R MT	\$11,260	\$10,180	\$8,930
<b>CIVIC SEDAN</b>	FC2E5HEW	4dr LX 2.0L MT	\$6,400	\$5,690	\$4,900
	FC2F5HEW	4dr LX 2.0L AT	\$6,790	\$6,060	\$5,230
	FC2F6HEW	4dr LX 2.0L AT w/ Honda Sensing	\$6,920	\$6,180	\$5,330
	FC1E3HJW	4dr EX 1.5T MT	\$7,150	\$6,400	\$5,530
	FC2F7HJW	4dr EX 2.0L AT	\$7,380	\$6,600	\$5,710
	FC2F8HJW	4dr EX 2.0L AT w/ Honda Sensing	\$7,490	\$6,720	\$5,840
	FC1F3HJW	4dr EX 1.5T AT	\$7,510	\$6,730	\$5,840
	FC1F4HJW	4dr EX 1.5T AT w/ Honda Sensing	\$7,670	\$6,890	\$5,990
	FC1F7HJNW	4dr EX-L 1.5T AT	\$7,880	\$7,070	\$6,150
	FC1E5HJW	4dr Si MT	\$7,880	\$7,070	\$6,150
	FC1E5HJXW	4dr Si HPT MT	\$7,880	\$7,070	\$6,150
	FC1F8HJNW	4dr EX-L 1.5T AT w/ Honda Sensing	\$8,030	\$7,220	\$6,270
	FC1F7HKNW	4dr EX-L 1.5T AT w/ Navi	\$8,190	\$7,350	\$6,380
	FC1F9HKNW	4dr Touring 1.5T AT	\$8,400	\$7,540	\$6,550
<b>CR-V 2WD</b>	RW5H3HEW	4dr Wgn LX	\$9,590	\$8,720	\$7,700
	RW1H5HJW	4dr Wgn EX	\$11,020	\$10,040	\$8,870
	RW1H8HJNW	4dr Wgn EX-L	\$11,570	\$10,570	\$9,380
	RW1H8HKNW	4dr Wgn EX-L w/ Navi	\$11,880	\$10,840	\$9,610
	RW1H9HKNW	4dr Wgn Touring	\$12,010	\$10,960	\$9,720
<b>CR-V AWD</b>	RW6H3HEW	4dr Wgn LX	\$9,960	\$9,070	\$8,030
	RW2H5HJW	4dr Wgn EX	\$11,340	\$10,340	\$9,150
	RW2H8HJNW	4dr Wgn EX-L	\$11,930	\$10,880	\$9,640
	RW2H8HKNW	4dr Wgn EX-L w/ Navi	\$12,270	\$11,210	\$9,950
	RW2H9HKNW	4dr Wgn Touring	\$12,430	\$11,360	\$10,100
<b>FIT</b>	GK5G5HEW	5dr HB LX MT	\$5,300	\$4,860	\$4,340
	GK5H5HEW	5dr HB LX AT	\$5,620	\$5,150	\$4,590
	GK5G7HJW	5dr HB EX MT	\$5,800	\$5,320	\$4,740
	GK5H7HJW	5dr HB EX AT	\$6,160	\$5,640	\$5,020
	GK5H8HJNW	5dr HB EX-L AT	\$6,500	\$5,950	\$5,300
	GK5H9HKNW	5dr HB EX-L AT w/ Nav	\$6,760	\$6,200	\$5,530

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

## Model Year 2017

<b>Issue Date:</b>	May 3, 2022	<b>Mileage Options</b>	<b>24-33 mo.</b>	<b>36 mo.</b>
<b>Program Start:</b>	July 5, 2022	<b>12k Miles Per Year Option:</b>	<b>RV + 2%</b>	<b>RV + 4%</b>
<b>Program End:</b>	July 5, 2022	<b>10k Miles Per Year Option:</b>	<b>RV + 4%</b>	<b>RV + 6%</b>

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

Max. Odometer Mileage: 79,999 miles

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

MY17 Honda	Model Code	Trim	24mo	30mo	36mo
<b>HR-V 2WD</b>	RU5G3HEW	4dr Wgn LX MT	\$7,310	\$6,670	\$5,920
	RU5H3HEW	4dr Wgn LX AT	\$7,750	\$7,090	\$6,300
	RU5G5HJW	4dr Wgn EX MT	\$7,850	\$7,190	\$6,400
	RU5H5HJW	4dr Wgn EX AT	\$8,320	\$7,610	\$6,760
	RU5H7HKNW	4dr Wgn EX-L w/Navi	\$9,070	\$8,310	\$7,400
<b>HR-V AWD</b>	RU6H3HEW	4dr Wgn LX	\$8,350	\$7,630	\$6,780
	RU6H5HJW	4dr Wgn EX	\$9,020	\$8,270	\$7,370
	RU6H7HKNW	4dr Wgn EX-L w/Navi	\$9,720	\$8,920	\$7,960
<b>ODYSSEY</b>	RL5H2HEW	4dr Wgn LX	\$9,670	\$8,700	\$7,570
	RL5H4HEW	4dr Wgn EX	\$10,820	\$9,750	\$8,520
	RL5H3HEW	4dr Wgn SE	\$11,080	\$9,970	\$8,700
	RL5H6HJW	4dr Wgn EX-L	\$11,390	\$10,280	\$9,000
	RL5H6HJXW	4dr Wgn EX-L w/RES	\$11,750	\$10,610	\$9,280
	RL5H6HKW	4dr Wgn EX-L w/Nav	\$12,740	\$11,520	\$10,100
	RL5H9HKW	4dr Wgn Touring	\$13,260	\$11,990	\$10,510
	RL5H9HKXW	4dr Wgn Touring Elite	\$14,590	\$13,220	\$11,630
<b>PILOT 2WD</b>	YF5H1HEW	4dr Wgn LX	\$10,760	\$9,740	\$8,540
	YF5H3HEW	4dr Wgn EX	\$12,090	\$10,950	\$9,610
	YF5H4HEW	4dr Wgn EX w/ Honda Sensing	\$12,220	\$11,080	\$9,740
	YF5H5HJNW	4dr Wgn EX-L	\$13,440	\$12,190	\$10,740
	YF5H6HJNW	4dr Wgn EX-L w/ Honda Sensing	\$13,490	\$12,250	\$10,790
	YF5H7HKNW	4dr Wgn EX-L w/Navi	\$13,730	\$12,470	\$10,990
	YF5H8HJNW	4dr Wgn EX-L w/RES	\$13,810	\$12,530	\$11,040
	YF5H9HKNW	4dr Wgn Touring w/RES & Navi	\$14,530	\$13,210	\$11,650
<b>PILOT AWD</b>	YF6H1HEW	4dr Wgn LX	\$11,230	\$10,180	\$8,950
	YF6H3HEW	4dr Wgn EX	\$12,510	\$11,350	\$10,000
	YF6H4HEW	4dr Wgn EX w/ Honda Sensing	\$12,580	\$11,430	\$10,070
	YF6H5HJNW	4dr Wgn EX-L	\$13,780	\$12,510	\$11,020
	YF6H6HJNW	4dr Wgn EX-L w/ Honda Sensing	\$13,880	\$12,620	\$11,140
	YF6H7HKNW	4dr Wgn EX-L w/Navi	\$14,090	\$12,790	\$11,270
	YF6H8HJNW	4dr Wgn EX-L w/RES	\$14,120	\$12,820	\$11,300
	YF6H9HKNW	4dr Wgn Touring w/RES & Navi	\$14,920	\$13,550	\$11,930
<b>RIDGELINE 2WD</b>	YK2F2HEW	Crew Cab RT	\$11,800	\$10,710	\$9,440
	YK2F4HEW	Crew Cab RTS	\$12,400	\$11,250	\$9,890
	YK2F1HEW	Crew Cab Sport	\$12,450	\$11,300	\$9,950
	YK2F5HENW	Crew Cab RTL	\$12,950	\$11,740	\$10,330
	YK2F6HGNW	Crew Cab RTL-T	\$13,260	\$12,050	\$10,630
<b>RIDGELINE AWD</b>	YK3F2HEW	Crew Cab RT	\$13,130	\$11,930	\$10,530
	YK3F4HEW	Crew Cab RTS	\$13,650	\$12,400	\$10,940
	YK3F1HEW	Crew Cab Sport	\$13,730	\$12,470	\$10,990
	YK3F5HENW	Crew Cab RTL	\$14,250	\$12,960	\$11,450
	YK3F6HGNW	Crew Cab RTL-T	\$14,590	\$13,260	\$11,700
	YK3F7HKNW	Crew Cab RTL-E	\$15,310	\$13,940	\$12,320
	YK3F8HKNW	Crew Cab Black Edition	\$15,440	\$14,050	\$12,420

Issue Date: **July 26, 2021**

The Dealer Pricing Guide MSRP for the 2022 Honda Pilot Special Edition trim is discounted by \$550 (as shown on the Monroney Label).

When calculating the residual value for the Special Edition trim, the discount must be added back to the MSRP along with Destination & Handling, Color Upcharge, and Hard Adds as applicable.

The "Total Residualized MSRP" is then multiplied by AHFC's 2022 Pilot Special Edition residual value percentage\*\*.

Please see the following examples of the residual value calculation:

2WD Pilot SE YF5H2NJNW	4WD Pilot SE YF6H2NJNW
<b>\$39,660.00</b> Dealer Pricing Guide MSRP* \$550.00 SE Discount \$1,225.00 D&H Charge * \$0.00 Premium Exterior Color (as applicable) + \$0.00 Total Hard Adds (as applicable) <hr/> <b>\$41,435.00 Total Residualized MSRP</b> x 59% 15K/36month Residual %* <hr/> <b>\$24,446.65 Residual Value</b>	<b>\$41,660.00</b> Dealer Pricing Guide MSRP* \$550.00 SE Discount \$1,225.00 D&H Charge * \$0.00 Premium Exterior Color (as applicable) + \$0.00 Total Hard Adds (as applicable) <hr/> <b>\$43,435.00 Total Residualized MSRP</b> x 59% 15K/36month Residual %* <hr/> <b>\$25,626.65 Residual Value</b>

\*MSRP, D&H and Residual % are valid as of 7/26/21 and are subject to change. Please reference the Residual Value bulletin and Dealer Pricing Guide for the latest information.

\*\*Please refer to the Honda Financial Services Dealer Guidebook for program guidelines.

## Program Parameters – Quick Reference

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 Eligibility		
<b>New Honda Vehicles</b>	Model Years	<b>Retail:</b>	MY21 and newer
		<b>Lease and LPP:</b>	MY21 and newer
	Mileage	Driven less than 6,000 miles, unless your state law classifies a vehicle as used if driven less than 6,000 miles.	
	Criteria	All new, unregistered and untitled Honda vehicles	
<b>Former Demonstrator Vehicles</b>	Program Eligibility	<b>Standard Programs:</b>	Eligible, whether previously titled or untitled
		<b>Incentive Programs:</b>	Must be untitled
<b>Former Honda Courtesy Vehicle Program (HCVP) Vehicles</b>	Program Eligibility	<b>Standard Programs:</b>	Eligible, whether previously titled or untitled
		<b>Incentive Programs:</b>	Not eligible
<b>Honda Certified Pre-Owned Vehicles (HCPV)</b>	Model Years	MY17 and newer	
	Mileage	Driven less than 80,000 miles	
<b>Former Demonstrator Vehicles</b>	Program Eligibility	Not eligible for Certified. If driven over 6,000 miles, vehicle should be booked under Standard Pre-Owned Programs	
<b>Former Honda Courtesy Vehicle Program (HCVP) Vehicles</b>	Program Eligibility	Eligible for Certified Pre-Owned Programs	
<b>HondaTrue Used and Pre-Owned Vehicles</b>	Model Years	Honda models: MY12 and newer Non-Honda models: MY16 and newer	
	Mileage	Honda models: Driven less than 125,000 miles Non-Honda models: Driven less than 80,000 miles	
<b>Former Demonstrator Vehicles</b>	Program Eligibility	Eligible for Pre-Owned Programs	
<b>Former Honda Courtesy Vehicle Program (HCVP) Vehicles</b>	Program Eligibility	Eligible 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.

# Honda Leadership Leasing® – Quick Reference



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)		Honda Certified Pre-Owned Vehicles (HCPV): Up to 115% of Kelley Blue Book Lending Value or 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 (≥ 710) Up to 130%	Tiers 4-14 (≤ 709) Up to 110%	KBB: AK, AZ, CA, HI, ID, OR, UT & WA Black Book: All other states		
	+ 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	New Honda Vehicles:				
	Honda Care®:	VSC Greater of \$2,800 or 12% of invoice	Maintenance \$1,250	Sentinel \$850	Theft Recovery* N/A
	Non-Honda Care:	Greater of \$2,600 or 11% of invoice	\$1,050	N/A	\$750 (each product) *cannot exceed state max
	Honda Certified Pre-Owned Vehicles (HCPV):				
	Honda Care®:	VSC Up to \$2,400	Sentinel \$850	Theft Recovery & Pre-Owned Vehicle Maintenance* N/A	
	Non-Honda Care:	Up to \$2,200	N/A	\$750 (each product) *cannot exceed state max	
	State restrictions apply. Refer to the Dealer Guidebook for details.				
GAP	Every new lease includes Guaranteed Asset Protection (GAP).				
Rate Participation	Rate Participation refers to the difference between HFS' published lease money factor offered to the dealer, and the lease money factor charged to the customer.				
		Mark Up Up to + 0.00100			Mark Down
	Standard Programs:	A: 100% reserve paid up front with lifetime charge-backs B: 70% reserve with 100% charge-backs within 90 days			Submit "Buy Down Form" for Region Approval
	Incentive Programs:	Not allowed			
Dealer Payout	Standard Programs:	Greater of flat fee below OR Reserve from rate participation: New Flat Fees based on amount financed: ≤ \$29,999 = \$100 ≥ \$30,000 = \$200			
	Incentive Programs:	New Flat Fees based on amount financed: ≤ \$29,999 = \$100 ≥ \$30,000 = \$200 Certified Flat Fee = \$100			
Acquisition Fee	An acquisition fee of \$595 is charged on each leased vehicle and may be added to the gross capitalized cost or collected from the lessee at lease signing. For \$0 acquisition fee, add 0.00055 to the money factor.				
One-Pay Lease Money Factor	For One-Pay Lease programs, the money factor will automatically include a 0.00080 deduction (24-36 month terms only).				
	In the event the One-Pay Lease money factor adjustment results in a "0" or negative money factor, the money factor will be adjusted to 0.00001.				



Security Deposit	Standard Programs:	<ul style="list-style-type: none"><li>A refundable security deposit must be collected for each leased vehicle</li><li>The security deposit collected from the customer must be no less than an amount equal to the total monthly payment, rounded up to the next \$25 increment.</li><li>The security deposit may be waived with an increase of <b>0.00010</b> to the money factor.</li></ul>																							
	Incentive Programs:	<ul style="list-style-type: none"><li>Security deposit is waived</li></ul>																							
Residual Values	New RV\$:	(Dealer Pricing Guide MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%																							
	Certified RV\$ (MY21 or newer):	(Dealer Pricing Guide MSRP + Color Upcharge + PPO + Hard Add) x RV%																							
	Certified RV\$ (MY17 to MY20):	Refer to the Certified Pre-Owned Residual Value Bulletins <ul style="list-style-type: none"><li>Residual values are calculated using MSRP and D&amp;H amounts as of the vehicle assignment date. (Note: Current amounts may be different from amounts at the time of vehicle assignment.)</li></ul>																							
Mileage	<b>Annual Contracted Mileage:</b>																								
	<table><tr><th colspan="2">Mileage Options</th><th>Model Year</th><th>RV Adjustment to Alternate Options</th></tr><tr><td>Standard:</td><td>15,000 miles</td><td>MY17 or newer</td><td>N/A</td></tr><tr><td rowspan="4">Low:</td><td rowspan="2">12,000 miles</td><td>MY21 or newer</td><td>RV% +1% (24-33 mo), RV% +2% (36-48 mo)</td></tr><tr><td>MY17 – MY20</td><td>RV% +2% (24-33 mo), +4% (36-45 mo), +6% (48-60 mo)</td></tr><tr><td rowspan="2">10,000 miles</td><td>MY21 or newer</td><td>RV% +2% (24-33 mo), RV% +3% (36-48 mo)</td></tr><tr><td>MY17 – MY20</td><td>RV% +4% (24-33 mo), +6% (36-45 mo), +8% (48-60 mo)</td></tr><tr><td>High:</td><td>&gt; 15,000 miles</td><td>MY17 or newer</td><td>RV\$ - \$0.10/excess mile</td></tr></table>		Mileage Options		Model Year	RV Adjustment to Alternate Options	Standard:	15,000 miles	MY17 or newer	N/A	Low:	12,000 miles	MY21 or newer	RV% +1% (24-33 mo), RV% +2% (36-48 mo)	MY17 – MY20	RV% +2% (24-33 mo), +4% (36-45 mo), +6% (48-60 mo)	10,000 miles	MY21 or newer	RV% +2% (24-33 mo), RV% +3% (36-48 mo)	MY17 – MY20	RV% +4% (24-33 mo), +6% (36-45 mo), +8% (48-60 mo)	High:	> 15,000 miles	MY17 or newer	RV\$ - \$0.10/excess mile
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<b>Honda Certified Pre-Owned Vehicles (HCPV):</b>																									
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MY17	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.																									

## Retail Programs – Quick Reference

### Maximum Advance Policy

#### **New Honda Vehicles**

% of Dealer Invoice (including Destination and Handling)

Tiers 1-3 ( $\geq 710$ )	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( $\leq 609$ )
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 Kelley Blue Book Lending Value or 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 ( $\geq 710$ )	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( $\leq 609$ )
Up to 140%	Up to 120%	Up to 110%	Up to 100%
+ Title, tax and licensing fees + Kelley Blue Book (KBB) or 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 Kelley Blue Book Lending Value or Black Book Wholesale Clean Value, or amount paid by your dealership at auction or to Lease Maturity Center (LMC)

	Tiers 1-3 ( $\geq 710$ )	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 ( $\leq 609$ ):
<b>Honda:</b>	Up to 120%	Up to 110%	Up to 100%	Up to 80%
<b>Non-Honda:</b>	Up to 110%	Up to 100%	Up to 80%	N/A

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

KBB: AK, AZ, CA, HI, ID, NV, OR, UT & WA

Black Book: All other states

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
- + Credit insurance
- + Optional extended service contract
- + 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
- + Credit insurance
- + Optional extended service contract

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



**Maximum  
Back-End  
Advance  
Policy**

	Tiers 1-8 ( $\geq 660$ )	Tiers 9-13 (659-610)	Tier 14 ( $\leq 609$ ):
<b>Honda Care®:</b>	Up to \$5,300	Up to \$4,300	Up to \$3,300
<b>Non-Honda Care:</b>	Up to \$5,000	Up to \$4,000	Up to \$3,000

**New Honda Vehicles:**

	VSC	Maintenance	GAP	Sentinel	Theft Recovery, Credit Life & Disability*
<b>Honda Care®:</b>	Greater of \$2,800 or 13% of invoice	\$1,250	\$950	\$850	N/A
<b>Non-Honda Care:</b>	Greater of \$2,600 or 12% of invoice	\$1,050	\$850	N/A	\$750 (each product) *cannot exceed state max

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

	VSC	Maintenance	GAP	Sentinel	Theft Recovery, Credit Life & Disability*
<b>Honda Care®:</b>	\$2,400	N/A	\$950	\$850	N/A
<b>Non-Honda Care:</b>	\$2,200	\$750	\$850	N/A	\$750 (each product) *cannot exceed state max

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.

**Minimum  
Amount  
Financed**

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

**Modifiers  
(Standard  
Programs Only)**

<b>Competitive Advantage:</b>	<b>Rates -1.00%.</b> 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. 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.			
<b>Flat Fee Waiver:</b> New & Certified Vehicles	<b>Rates -0.50%.</b> Only applicable in combination with Competitive Advantage Modifier.			
<b>Amt. Fin./MSRP <math>\leq 90\%</math>:</b> New Vehicles	Tiers 1-3	Tiers 4-8	Tiers 9-13	Tier 14
	<b>-0.25%</b>	<b>-0.50%</b>	<b>-0.50%</b>	<b>-1.00%</b>
<b>Amt. Financed <math>\geq \\$30k</math>:</b> New Vehicles	<b>Rates -0.15%</b>			

**In Good  
Standing  
(IGS)**

	Tiers 1-3 ( $\geq 710$ )	Tiers 4-8 (709-660)	Tiers 9-11 (659-630)	Tiers 12-14 ( $\leq 629$ )
<b>Standard Programs (Modifier):</b>	N/A	<b>-0.50%</b>	<b>-0.75%</b>	Qualifies for <b>Tier 11 rates</b> and <b>-0.75%</b> modifier
<b>Incentive Programs:</b>	Refer to Incentive Bulletins for IGS Rates on specific sales programs.			

Applicant's AHFC account(s) must meet all of the following Date Eligibility and Account History criteria:

**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 months of the term.
- Account holder was either primary or joint signer.

Rate Participation	Rate participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.					
	Standard Programs (Competitive Advantage):	Mark Up			Mark Down	
		Not allowed			Submit "Buy Down Form" for Region Approval	
		1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-60 month term) OR Up to 1.00% (61-84 month term)				
	Standard Programs (Rate Participation):					
Incentive Programs:	Not allowed					
Dealer Payout	Standard Programs (Competitive Advantage):		Please check your state-specific Standard Retail Rate Sheet for flat fee.			
	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 payments.			
	Incentive Programs:	Amount Financed:	≤ \$14,999	\$15,000 - \$24,999	\$25,000 - \$29,999	≥ \$30,000
		New	\$150	\$200	\$250	\$300
		HCPV	\$100			
	Special Programs:		\$100			
	Lease to Retail Rollover	Program is eligible for qualified Honda Leadership Leasing® lessees six months or less before lease maturity. For complete dealer procedures, please see the Dealer Guidebook.				

# Honda Leadership Purchase Plan® – Quick Reference

Eligible Dealers	This program is only available for dealers located in the states of <a href="#">Arkansas</a> , <a href="#">Georgia</a> , <a href="#">Illinois</a> , <a href="#">Maryland</a> , <a href="#">New York</a> , <a href="#">Oklahoma</a> , <a href="#">South Carolina</a> , <a href="#">Tennessee</a> , <a href="#">Texas</a> , and <a href="#">Virginia</a> .					
Payment Factors	For a complete list of LPP payment factors, refer to the LPP Payment Factor Table located on the Interactive Network (iN), in the F&I Library.					
Maximum Advance Policy	The maximum advance is up to <b>105%</b> of MSRP + HFS approved new vehicle hard adds up to maximum published amounts + Title, tax, and licensing fees					
Maximum Back-End Advance Policy		Tiers 1-8 (≥ 660)		Tiers 9-13 (659-610)		Tier 14 (≤ 609):
	Honda Care®:	Up to \$5,300		Up to \$4,300		Up to \$3,300
	Non-Honda Care:	Up to \$5,000		Up to \$4,000		Up to \$3,000
		VSC	Maintenance	GAP	Sentinel	Theft Recovery, Credit Life & Disability*
	Honda Care®:	Greater of \$2,400 or 12% of invoice	\$1,250	\$950	\$850	N/A
	Non-Honda Care:	Greater of \$2,200 or 11% of invoice	\$1,050	\$850	N/A	\$750 (each product) *cannot exceed state max
GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.						
State restrictions apply. Refer to the Dealer Guidebook for details.						
Competitive Advantage Modifier (Standard Programs Only)	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. This modifier reduces published buy-rates by <b>1.00%</b> . 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	Rate participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.					
		Mark Up			Mark Down	
	Standard Programs (Competitive Advantage):	Not allowed			Submit "Buy Down Form" for Region Approval	
	Standard Programs (Rate Participation):	1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-48 month term)				
	Incentive Programs:	Not allowed				
Dealer Payout	Standard Programs (Competitive Advantage):	Flat Fee = <b>\$150</b>				
	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 payments.				
	Incentive Programs:	Flat fee based on amount financed: ≤ \$29,999 = <b>\$100</b> ≥ \$30,000 = <b>\$200</b>				
Mileage	Annual Contractual Mileage Options					
	Standard Contract Miles	Alternate Options		RV Adjustment to Alternate Options		
	15,000 miles per year	Low: 12,000 miles		RV% +1% (24-33 mo), +2% (36-48 mo)		
		High: >15,000 miles		RV\$ - \$0.10/excess mile		
	Excess Odometer Mileage at Inception					
	Model Year	Term	Excess Odometer Mileage RV Adjustment			
	MY21 or newer	24 - 48 mo.	New RV\$ - \$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.					

# Honda College Grad Program – Quick Reference

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 style="list-style-type: none"><li>• Graduates with a master’s, 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 style="list-style-type: none"><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	<ul style="list-style-type: none"><li>• Proof of employment and income as defined in Credit Requirements</li><li>• Copy of diploma or copy of college transcripts with proof of graduation eligibility</li><li>• All other standard documents required by HFS</li></ul>					
Rates and Lease Money Factors	Standard New Retail:	Term	Tier	Rate/LMF	Sales Program ID	Deferred 1 <sup>st</sup> Payment*
		Up to 60 mos.	Tiers 1-14 (≥ 600)	4.99%	3HNRG	3HNRD
		61-72 mos.		5.49%		
	Standard Certified Retail:	Same state-specific Standard 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 1 <sup>st</sup> payment sales program allows for 90-day deferment, with 60 days of no interest.						
Maximum Advance Policy	New Retail:	110% of Dealer Invoice (including Destination and Handling)				
	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 based on applicant's credit worthiness.					
Maximum Back-End Advance Policy	Same Back-End Advance/product parameters as 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 the difference between HFS’ published rate offered to the dealer and the rate charged to the customer.					
		Mark Up		Mark Down		
	All Grad Programs:	Not allowed		Submit “Buy Down Form” for Region Approval		
Dealer Payout (Flat Fees)	Standard New Retail:	1.00% of amount financed up to \$600				
	Standard Certified Retail:					
	Standard New LPP:	\$150				
	Incentive New Retail:	Based on amount financed:		≤ \$14,999 = \$150    \$15,000 - \$24,999 = \$200 \$25,000 - \$29,999 = \$250    ≥ \$30,000 = \$300		
	Incentive Certified Retail:	\$100				
	Standard & Incentive New Lease:	Based on amount financed:		≤ \$29,999 = \$100    ≥ \$30,000 = \$200		

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

Buyer Information	Co-Buyer Information
Name:	Name:
Address:	Address:

Vehicle Information		
VIN:	Year:	Model:

You can purchase your leased vehicle at the purchase-option price plus any applicable official fees for taxes, tags, license, and registration and any other amounts due at lease-end. Please refer to your lease agreement for this right.

You may also have the option to pay an additional fee for the vehicle to be backed by the Honda Certified Pre-Owned Vehicle program that provides you with a warranty backed by American Honda. It is your decision to choose to have your vehicle Certified, and the price is determined between you and the dealer. This fee will be added to the vehicle purchase price. The price of this optional certified pre-owned designation for the reconditioning and warranty is \$ \_\_\_\_\_.

**You are not required to purchase the Honda Certified Pre-Owned Vehicle certification to buy the leased vehicle.**

**By signing below, you agree that you were provided the opportunity to purchase the leased vehicle for the purchase-option price disclosed in your lease agreement. You agree that you declined this opportunity. Your signature indicates that you want to pay an additional amount to obtain the optional Honda Certified Pre-Owned Vehicle designation.**

<i>Buyer Signature:</i>	<i>Date:</i>
<i>Buyer printed name:</i>	

<i>Co-Buyer Signature:</i>	<i>Date:</i>
<i>Co-Buyer printed name:</i>	

<b>Seller's Signature:</b>	<b>Date:</b>
<b>Representative Printed Name:</b>	
<b>Dealership Name:</b>	

# 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.

*Model Year / Model Name / Trim Level:	Specific Buy-Down Rate <sup>1</sup> :	*Term:	*AHFC Applicable Tiers or FICO:
____ / ____ / ____	_____	_____	_____
____ / ____ / ____	_____	_____	_____
____ / ____ / ____	_____	_____	_____
____ / ____ / ____	_____	_____	_____

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.**

Dealer Principal/GM Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Dealer Relations/District Sales Manager: \_\_\_\_\_ Date: \_\_\_\_\_

Regional Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

<b>Footnotes</b>	<p>1. 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 receive.</p> <p>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).</p>
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Note: Regional office will review controls to ensure contracts align with program parameters.