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**Compatible
Cash
Programs**

To verify Dealer Cash compatibility, refer to the AHM Marketing Bulletins located on the iN	
Dealer/Lease/Finance Cash is <u>compatible</u> with HFS Contracts (Refer to bulletins on the iN for official rules)	
<u>Exclusive</u> 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-33K on the iN for official rules; expires 3/31/25)	
* \$500 College Grad Cash (Refer to bulletin HP-34K on the iN for official rules; expires 3/31/25)	

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

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

MY24	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	24-36	1.90%			2.90%					4.90%					24-36	0.00054							0.00079							24-36	1.98%							2.55%						
	37-60				2.90%					4.90%																																		
	61-72				3.90%					Std.Rates																																		
	HP-51M		F3A0R,F3A0I,F3A0G												HP-52M		F3A0L,F3A0C,F3A0I												HP-52M		F3A0B													
ACCORD FHEV	24-36	1.90%			2.90%					4.90%					24-36	0.00131							0.00151							24-36	3.73%							4.18%						
	37-60				2.90%					4.90%																																		
	61-72				3.90%					Std.Rates																																		
	HP-55M		F3A1R,F3A1I,F3A1G												HP-56M		F3A1L,F3A1C,F3A1I												HP-56M		F3A1B													
CIVIC Exclude Si & Type R	24-48	3.90%			4.90%					6.90%					24-36	0.00147							0.00174							24-36	6.18%							6.15%						
	49-60				4.90%					6.90%																																		
	61-72				5.90%					Std.Rates																																		
	HP-10N		F3C2R,F3C2I,F3C2G												HP-11N		F3C2L,F3C2C,F3C2I												HP-11N		F3C2B													
PROLOGUE	24-36	0.90%			1.90%					2.90%					24-36	0.00157							0.00173							24-36	4.21%							4.56%						
	37-60				0.90%					1.90%						2.90%																												
	61-72				1.90%					Std.Rates																																		
	HP-97M		F3E0R,F3E0I,F3E0G												HP-98M		F3E0L,F3E0C,F3E0I												HP-98M		F3E0B													
RIDGELINE	24-36	0.90%			2.90%					5.90%					24-36	0.00049							0.00067							24-36	2.04%							2.41%						
	37-60				2.90%					5.90%																																		
	61-72				3.90%					Std.Rates																																		
	HP-88M		F3R1R,F3R1I,F3R1G												HP-89M		F3R1L,F3R1C,F3R1I												HP-89M		F3R1B													

MY25	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 REGION A	24-36	2.90%			3.90%					5.90%					24-36	0.00115								0.00137						24-36	3.43%								3.92%					
	37-60	3.90%					5.90%																																					
	61-72	4.90%					Std.Rates																																					
	HP-59M		F3A2R,F3A2I,F3A2G												HP-60M		F3A2L,F3A2C,F3A2I												HP-60M		F3A2B													
ACCORD GAS REGION B	24-36	1.90%			2.90%					4.90%					24-36	0.00136								0.00159						24-36	3.94%								4.45%					
	37-60	2.90%					4.90%																																					
	61-72	3.90%					Std.Rates																																					
	HP-61M		F3A3R,F3A3I,F3A3G												HP-62M		F3A3L,F3A3C,F3A3I												HP-62M		F3A3B													
ACCORD FHEV REGION A	24-36	2.90%			3.90%					5.90%					24-36	0.00200								0.00219						24-36	5.37%								5.80%					
	37-60	3.90%					5.90%																																					
	61-72	4.90%					Std.Rates																																					
	HP-63M		F3A4R,F3A4I,F3A4G												HP-64M		F3A4L,F3A4C,F3A4I												HP-64M		F3A4B													
ACCORD FHEV REGION B	24-36	1.90%			2.90%					4.90%					24-36	0.00218								0.00237						24-36	5.81%								6.24%					
	37-60	2.90%					4.90%																																					
	61-72	3.90%					Std.Rates																																					
	HP-65M		F3A5R,F3A5I,F3A5G												HP-66M		F3A5L,F3A5C,F3A5I												HP-66M		F3A5B													

Eligible States	National unless otherwise noted.	National unless otherwise noted.	AR, GA, MD, NY, OK, SC, TX, VA
Region A (resident based)	AZ, CA, CO, CT, DE, FL, HI, IA, IN, KY, MA, ME, MI, MN, ND, NE, NH, NJ, NV, NY, OH, PA, RI, SD, UT, VT, WI	AZ, CA, CO, CT, DE, FL, HI, IA, IL, IN, KY, MA, ME, MI, MN, ND, NE, NH, NM, NJ, NV, NY, OH, PA, RI, SD, UT, VT, WI	NY (dealer based)
Region B (resident based)	AK, AL, AR, D.C., GA, ID, IL, KS, LA, MD, MO, MS, MT, NC, NM, OK, OR, SC, TN, TX, VA, WA, WV, WY	AK, AL, AR, D.C., GA, ID, KS, LA, MD, MO, MS, MT, NC, OK, OR, SC, TN, TX, VA, WA, WV, WY	AR, GA, MD, OK, SC, TX, VA (dealer based)
Miscellaneous	NA	One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be ≥ 0.00001.	NA

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

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

Eligible States	National unless otherwise noted.	National unless otherwise noted.	AR, GA, MD, NY, OK, SC, TX, VA
Region A (resident based)	AZ, CA, CO, CT, DE, FL, HI, IA, IN, KY, MA, ME, MI, MN, ND, NE, NH, NJ, NV, NY, OH, PA, RI, SD, UT, VT, WI	AZ, CA, CO, CT, DE, FL, HI, IA, IL, IN, KY, MA, ME, MI, MN, ND, NE, NH, NM, NJ, NV, NY, OH, PA, RI, SD, UT, VT, WI	NY (dealer based)
Region B (resident based)	AK, AL, AR, D.C., GA, ID, IL, KS, LA, MD, MO, MS, MT, NC, NM, OK, OR, SC, TN, TX, VA, WA, WV, WY	AK, AL, AR, D.C., GA, ID, KS, LA, MD, MO, MS, MT, NC, OK, OR, SC, TN, TX, VA, WA, WV, WY	AR, GA, MD, OK, SC, TX, VA (dealer based)
Miscellaneous	NA	One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be ≥ 0.00001.	NA

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

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

MY25	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%			4.90%					6.90%					24-36	0.00212								0.00232						24-36	5.54%								6.01%					
	49-60				4.90%					6.90%																																		
	61-72				5.90%					Std.Rates																																		
	HP-95M	F3O0R,F3O0I,F3O0G													HP-96M	F3O0L,F3O0C,F3O0I													HP-96M	F3O0B														
PASSPORT	24-36	1.90%			2.90%					4.90%					24-36	0.00137								0.00153						24-36	3.73%								4.08%					
	37-60				2.90%					4.90%																																		
	61-72				3.90%					Std.Rates																																		
	HP-81M	F3S0R,F3S0I,F3S0G													HP-82M	F3S0L,F3S0C,F3S0I													HP-82M	F3S0B														
PILOT	24-36	2.90%			3.90%					5.90%					24-36	0.00166								0.00181						24-36	4.39%								4.74%					
	37-60				3.90%					5.90%																																		
	61-72				4.90%					Std.Rates																																		
	HP-85M	F3P0R,F3P0I,F3P0G													HP-86M	F3P0L,F3P0C,F3P0I													HP-86M	F3P0B														
RIDGELINE	24-36	2.90%			4.90%					6.90%					24-36	0.00068								0.00084						24-36	1.60%								2.01%					
	37-60				4.90%					6.90%																																		
	61-72				5.90%					Std.Rates																																		
	HP-92M	F3R0R,F3R0I,F3R0G													HP-93M	F3R0L,F3R0C,F3R0I													HP-93M	F3R0B														
Eligible States		National unless otherwise noted.												National unless otherwise noted.												AR, GA, MD, NY, OK, SC, TX, VA																		
Miscellaneous		NA												One-Pay: Automatically includes a 0.00080 deduction. Adjusted MF must be ≥ 0.00001.												NA																		

Certified Pre-Owned Vehicle Programs



Issue Date: 11/1/2024

MY19 - MY22		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- except Clarity FCV and BEV (Certified Lease to Retail Rollover Only**)	National	11/1/24	12/2/24	Must be a Certified and Lease to Retail Rollover	24-36	5.85%			6.85%					7.85%					13.85%
					37-48	5.85%			6.85%					7.85%					13.85%
					49-60	5.85%			6.85%					7.85%					13.85%
					61-72	6.85%			7.85%					8.85%					14.85%
		F3ZZR, F3ZZI (IGS)																	

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

Pre-Owned Vehicle Programs



Issue Date: 11/1/2024

MY19 - MY22		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- except Clarity FCV and BEV (Lease to Retail Rollover Only**)	National	11/1/24	12/2/24	Must be a Lease to Retail Rollover	24-36	5.85%			6.85%					7.85%					13.85%	
					37-48	5.85%			6.85%					7.85%					13.85%	
					49-60	5.85%			6.85%					7.85%					13.85%	
					61-72	6.85%			7.85%					8.85%					14.85%	
		F3UZR, F3UZI (IGS)																		

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

Honda New Vehicles

Credit Tier		1	2	3	4	5	6	7	8	9	10	11	12	13	14
FICO Score		≥ 760	759-720	719-710	709-700	699-690	689-680	679-670	669-660	659-650	649-640	639-630	629-620	619-610	≤ 609
New: 3HNL	24-30 mo.	0.00380			0.00425				0.00565				0.00740		
	33-39 mo.	0.00280			0.00325				0.00480				0.00655		
MY24 and Newer	42-48 mo.	0.00295			0.00340				0.00495				0.00670		
	51-60 mo.	0.00395			0.00440				0.00565				0.00740		
One-Pay Lease: 3H1L	24-30 mo.	0.00300			0.00345				0.00485				0.00660		
	33-36 mo.	0.00200			0.00245				0.00400				0.00575		
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 Security Deposit waived.													
Dealer Payout		Greater of flat fee OR Reserve from rate participation (up to + 0.00100 mark up)													
		Amount Financed				≤ \$29,999				≥\$30,000					
		Flat Fee				\$100				\$200					
Rate Participation Option		A: 100% reserve paid upfront with lifetime charge-backs 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 3HCL MY23 or Newer	24-30 mo.	0.00380				0.00425						0.00565		0.00740	
	33-39 mo.	0.00280				0.00325						0.00480		0.00655	
	42-48 mo.	0.00295				0.00340						0.00495		0.00670	
	51-60 mo.	0.00395				0.00440						0.00565		0.00740	
MY22	24-30 mo.	0.00380				0.00425						0.00565		0.00740	
	33-39 mo.	0.00280				0.00325						0.00480		0.00655	
	42-48 mo.	0.00295				0.00340						0.00495		0.00670	
MY19 to MY21	24-30 mo.	0.00380				0.00425						0.00565		0.00740	
	33-36 mo.	0.00280				0.00325						0.00480		0.00655	
Acquisition Fee		\$595 (includes GAP protection on all CPO 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 Security Deposit waived.													
Dealer Payout		Greater of \$100 flat fee OR Reserve from rate participation (up to + 0.00100 mark up)													
Rate Participation Option		A: 100% reserve paid upfront with lifetime charge-backs B: 70% reserve w/ 100% charge-backs within 90 days													

Issue Date: November 1, 2024

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

Vehicle Information					Dealer				Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dir. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Term & Mileage	RV %	RV\$ Purchase Option	Lease Acq. Fee	Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY24 ACCORD GAS																				
HP-52M	CY1F2REW	1.5T LX	\$28,990	\$27,818.41	\$645.72	\$500	\$0	\$0	36	10k	58%	\$16,814.20	\$595	0.00054	\$25,319.13	\$9,324	\$259	\$3,240	\$3,499	Yes
	CY1F3RJW	1.5T EX	\$31,005	\$29,599.23	\$832.16	\$500	\$0	\$0	36	10k	58%	\$17,982.90	\$595	0.00054	\$26,796.39	\$9,684	\$269	\$3,730	\$3,999	Yes
MY24 ACCORD FHEV																				
HP-56M	CY2F5RJW	Sport	\$33,990	\$32,443.94	\$1,475.58	\$500	\$0	\$0	36	10k	61%	\$20,733.90	\$595	0.00131	\$30,864.52	\$12,564	\$349	\$3,150	\$3,499	Yes
MY25 ACCORD GAS - Region A																				
HP-60M	CY1F2SEW	1.5T LX	\$29,390	\$28,201.61	\$1,106.27	\$0	\$0	\$0	36	10k	61%	\$17,927.90	\$595	0.00115	\$26,492.88	\$10,404	\$289	\$3,410	\$3,699	Yes
	CY1F4SJW	1.5T SE	\$31,655	\$30,218.68	\$1,432.37	\$0	\$0	\$0	36	10k	61%	\$19,309.55	\$595	0.00115	\$28,456.05	\$11,124	\$309	\$3,790	\$4,099	Yes
MY25 ACCORD GAS - Region B																				
HP-62M	CY1F2SEW	1.5T LX	\$29,390	\$28,201.61	\$1,119.32	\$0	\$0	\$0	36	10k	61%	\$17,927.90	\$595	0.00136	\$26,515.93	\$10,764	\$299	\$3,400	\$3,699	Yes
	CY1F4SJW	1.5T SE	\$31,655	\$30,218.68	\$1,421.32	\$0	\$0	\$0	36	10k	61%	\$19,309.55	\$595	0.00136	\$28,455.00	\$11,484	\$319	\$3,780	\$4,099	Yes
MY25 ACCORD FHEV - Region A																				
HP-64M	CY2F5SJW	2.0 Hybrid Sport	\$34,750	\$33,168.22	\$1,536.93	\$0	\$0	\$0	36	10k	64%	\$22,240.00	\$595	0.00200	\$31,980.15	\$13,644	\$379	\$3,320	\$3,699	Yes
MY25 ACCORD FHEV - Region B																				
HP-66M	CY2F5SJW	2.0 Hybrid Sport	\$34,750	\$33,168.22	\$1,534.95	\$0	\$0	\$0	36	10k	64%	\$22,240.00	\$595	0.00218	\$31,988.17	\$14,004	\$389	\$3,310	\$3,699	Yes
MY24 CIVIC																				
HP-11N	FE2F2REW	4D 2.0 LX CVT	\$25,045	\$24,039.10	\$971.12	\$0	\$0	\$0	36	10k	61%	\$15,277.45	\$595	0.00147	\$22,255.22	\$8,964	\$249	\$3,350	\$3,599	Yes
	FL2H5REW	5D 2.0 LX CVT	\$26,045	\$24,997.10	\$961.80	\$0	\$0	\$0	36	10k	61%	\$15,887.45	\$595	0.00147	\$22,803.90	\$8,964	\$249	\$3,750	\$3,999	Yes
	FE2F5REW	4D 2.0 Sport CVT	\$26,645	\$25,444.15	\$1,115.54	\$0	\$0	\$0	36	10k	62%	\$16,519.90	\$595	0.00147	\$23,714.69	\$9,324	\$259	\$3,440	\$3,699	Yes
	FL2H8REW	5D 2.0 Sport CVT	\$27,445	\$26,206.55	\$1,146.14	\$0	\$0	\$0	36	10k	63%	\$17,290.35	\$595	0.00147	\$24,407.69	\$9,324	\$259	\$3,540	\$3,799	

Issue Date: November 1, 2024

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

Vehicle Information					Dealer				Lease Parameters					Customer Financials					Featured
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dir. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Term & Mileage	RV %	RV\$ Purchase Option	Lease Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing		
MY25 CIVIC																			
HP-48M	FE2F2SEW	4D 2.0 LX CVT	\$25,345	\$24,326.50	\$991.05	\$0	\$0	\$0	36 10k	64%	\$16,220.80	\$595	0.00255	\$22,692.55	\$10,044	\$279	\$3,220	\$3,499	Yes
	FE2F5SEW	4D 2.0 Sport CVT	\$27,345	\$26,111.25	\$1,218.25	\$0	\$0	\$0	36 10k	65%	\$17,774.25	\$595	0.00255	\$24,314.50	\$10,404	\$289	\$3,610	\$3,899	Yes
	FL2H8SEW	5D 2.0 Sport CVT	\$28,545	\$27,254.85	\$1,260.93	\$0	\$0	\$0	36 10k	66%	\$18,839.70	\$595	0.00255	\$25,200.78	\$10,404	\$289	\$3,910	\$4,199	Yes
MY25 CIVIC FHEV																			
HP-50M	FE4F8SJW	4D 2.0 Hybrid Sport	\$29,845	\$28,493.75	\$1,325.27	\$0	\$0	\$0	36 10k	68%	\$20,294.60	\$595	0.00286	\$27,244.02	\$11,844	\$329	\$3,170	\$3,499	Yes
	FE4F8SKNW	4D 2.0 Hybrid Sport Touring	\$32,845	\$30,876.50	\$1,967.32	\$0	\$0	\$0	36 10k	67%	\$22,006.15	\$595	0.00286	\$29,288.82	\$12,564	\$349	\$4,150	\$4,499	Yes
	FL4H8SJW	5D 2.0 Hybrid Sport CVT	\$31,045	\$29,637.35	\$1,314.21	\$0	\$0	\$0	36 10k	69%	\$21,421.05	\$595	0.00286	\$28,486.56	\$12,204	\$339	\$3,060	\$3,399	Yes
	FL4H9SKNW	5D 2.0 Hybrid Sport Touring	\$34,045	\$32,002.10	\$2,005.29	\$0	\$0	\$0	36 10k	68%	\$23,150.60	\$595	0.00286	\$30,872.39	\$13,284	\$369	\$3,730	\$4,099	Yes
MY25 CR-V - Region A																			
HP-72M	RS3H2SEW	2WD 1.5T LX	\$31,450	\$30,185.80	\$1,227.85	\$0	\$0	\$0	36 10k	63%	\$19,813.50	\$595	0.00147	\$28,728.65	\$11,484	\$319	\$3,280	\$3,599	Yes
	RS4H2SEW	AWD 1.5T LX	\$32,950	\$31,622.80	\$1,240.86	\$0	\$0	\$0	36 10k	63%	\$20,758.50	\$595	0.00147	\$29,578.66	\$11,484	\$319	\$3,880	\$4,199	Yes
	RS3H4SJW	2WD 1.5T EX	\$33,700	\$32,179.55	\$1,444.14	\$0	\$0	\$0	36 10k	64%	\$21,568.00	\$595	0.00147	\$30,648.69	\$11,844	\$329	\$3,570	\$3,899	Yes
	RS4H4SJW	AWD 1.5T EX	\$35,200	\$33,609.05	\$1,578.14	\$0	\$0	\$0	36 10k	64%	\$22,528.00	\$595	0.00147	\$31,512.19	\$11,844	\$329	\$4,270	\$4,599	Yes
MY25 CR-V - Region B																			
HP-74M	RS3H2SEW	2WD 1.5T LX	\$31,450	\$30,185.80	\$1,227.75	\$0	\$0	\$0	36 10k	63%	\$19,813.50	\$595	0.00167	\$28,738.55	\$11,844	\$329	\$3,270	\$3,599	Yes
	RS4H2SEW	AWD 1.5T LX	\$32,950	\$31,622.80	\$1,228.57	\$0	\$0	\$0	36 10k	63%	\$20,758.50	\$595	0.00167	\$29,576.37	\$11,844	\$329	\$3,870	\$4,199	Yes
	RS3H4SJW	2WD 1.5T EX	\$33,700	\$32,179.55	\$1,519.09	\$0	\$0	\$0	36 10k	64%	\$21,568.00	\$595	0.00167	\$30,633.64	\$12,204	\$339	\$3,660	\$3,999	Yes
	RS4H4SJW	AWD 1.5T EX	\$35,200	\$33,609.05	\$1,540.70	\$0	\$0	\$0	36 10k	64%	\$22,528.00	\$595	0.00167	\$31,484.75	\$12,204	\$339	\$4,260	\$4,599	Yes
MY25 CR-V FHEV - Region A																			
HP-76M	RS5H5SJXW	2WD 2.0 Hybrid Sport	\$36,000	\$34,371.45	\$1,585.64	\$0	\$500	\$0	36 10k	67%	\$24,120.00	\$595	0.00217	\$32,612.09	\$12,924	\$359	\$3,440	\$3,799	Yes
	RS6H5SJXW	AWD 2.0 Hybrid Sport	\$37,500	\$35,800.95	\$1,615.50	\$0	\$500	\$0	36 10k	67%	\$25,125.00	\$595	0.00217	\$33,471.45	\$12,924	\$359	\$4,040	\$4,399	Yes
MY25 CR-V FHEV - Region B																			
HP-78M	RS5H5SJXW	2WD 2.0 Hybrid Sport	\$36,000	\$34,371.45	\$1,568.61	\$0	\$500	\$0	36 10k	67%	\$24,120.00	\$595	0.00235	\$32,605.06	\$13,284	\$369	\$3,430	\$3,799	Yes
	RS6H5SJXW	AWD 2.0 Hybrid Sport	\$37,500	\$35,800.95	\$1,687.33	\$0	\$500	\$0	36 10k	67%	\$25,125.00	\$595	0.00235	\$33,453.28	\$13,284	\$369	\$4,130	\$4,499	Yes

Issue Date: November 1, 2024

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

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

Issue Date: November 1, 2024

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

Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dir. Cont. D/L/F Cash	Captive Lease Cash	Other Cash	Term & Mileage	RV %	RV\$ Lease Purchase Option	Acq. Fee	Lease Money Factor	Net Capitalized Cost	Total of Monthly Payments	Base Monthly PMT	+ Cust. Down PMT	= Amount Due at Signing			
MY24 PROLOGUE - Excludes ZEV + 5 States (DC, DE, PA, VA, WV)																				
HP-98M	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,046.62	\$5,000	\$3,500	\$7,500	36	10k	49%	\$23,909.55	\$595	0.00157	\$31,198.82	\$10,404	\$289	\$1,010	\$1,299	Yes
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,200.35	\$5,000	\$3,500	\$7,500	36	10k	49%	\$25,379.55	\$595	0.00157	\$32,511.55	\$10,404	\$289	\$2,710	\$2,999	
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,173.51	\$5,000	\$3,500	\$7,500	36	10k	49%	\$26,016.55	\$595	0.00157	\$34,102.61	\$11,484	\$319	\$1,780	\$2,099	
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,217.98	\$5,000	\$3,500	\$7,500	36	10k	49%	\$27,486.55	\$595	0.00157	\$35,756.08	\$11,844	\$329	\$2,940	\$3,269	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,608.31	\$5,000	\$3,500	\$7,500	36	10k	48%	\$28,461.60	\$595	0.00157	\$38,330.51	\$13,644	\$379	\$3,420	\$3,799	
MY24 PROLOGUE - Eligible to residents of the following ZEV + 5 States: CA, CO, CT, DC, DE, MA, MD, ME, NJ, NY, OR, PA, RI, VA, VT, WA, WV																				
HP-98M	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,054.40	\$5,000	\$3,500	\$8,500	36	10k	49%	\$23,909.55	\$595	0.00157	\$30,176.60	\$9,324	\$259	\$1,040	\$1,299	Yes
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,208.12	\$5,000	\$3,500	\$8,500	36	10k	49%	\$25,379.55	\$595	0.00157	\$31,489.32	\$9,324	\$259	\$2,740	\$2,999	
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,181.29	\$5,000	\$3,500	\$8,500	36	10k	49%	\$26,016.55	\$595	0.00157	\$33,080.39	\$10,404	\$289	\$1,810	\$2,099	
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,255.75	\$5,000	\$3,500	\$8,500	36	10k	49%	\$27,486.55	\$595	0.00157	\$34,733.85	\$10,764	\$299	\$3,000	\$3,299	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,616.09	\$5,000	\$3,500	\$8,500	36	10k	48%	\$28,461.60	\$595	0.00157	\$37,308.29	\$12,564	\$349	\$3,450	\$3,799	
MY24 RIDGELINE																				
HP-89M	YK3F1REW	AWD Sport	\$41,145	\$39,276.75	\$1,759.64	\$1,000	\$1,000	\$0	36	10k	63%	\$25,921.35	\$595	0.00049	\$36,661.39	\$11,844	\$329	\$2,970	\$3,299	Yes
	YK3F5RJNW	AWD RTL	\$43,975	\$41,335.04	\$2,509.96	\$1,000	\$1,000	\$0	36	10k	63%	\$27,704.25	\$595	0.00049	\$39,090.00	\$12,564	\$349	\$3,350	\$3,699	
MY25 RIDGELINE																				
HP-93M	YK3F1SEW	SPORT	\$41,545	\$39,657.95	\$1,798.74	\$0	\$0	\$0	36	10k	65%	\$27,004.25	\$595	0.00068	\$39,031.69	\$13,644	\$379	\$3,020	\$3,399	Yes
	YK3F5SJNW	AWD RTL	\$44,375	\$41,710.24	\$2,580.84	\$0	\$0	\$0	36	10k	65%	\$28,843.75	\$595	0.00068	\$41,486.08	\$14,364	\$399	\$3,400	\$3,799	

Issue Date: **November 1, 2024**

Program Period: **November 1, 2024 to January 2, 2025**

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

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

Issue Date: November 1, 2024

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

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

Vehicle Information					Dealer					Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Dir. Cont. D/L/F Cash	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			
MY24 PROLOGUE - HFS Lease Loyalty/Conquest - Excludes ZEV + 5 States																					
HP-98M	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,054.40	\$5,000	\$3,500	\$1,000	\$7,500	36	10k	49%	\$23,909.55	\$595	0.00157	\$30,176.60	\$9,324	\$259	\$1,040	\$1,299	
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,208.12	\$5,000	\$3,500	\$1,000	\$7,500	36	10k	49%	\$25,379.55	\$595	0.00157	\$31,489.32	\$9,324	\$259	\$2,740	\$2,999	Yes
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,181.29	\$5,000	\$3,500	\$1,000	\$7,500	36	10k	49%	\$26,016.55	\$595	0.00157	\$33,080.39	\$10,404	\$289	\$1,810	\$2,099	Yes
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,255.75	\$5,000	\$3,500	\$1,000	\$7,500	36	10k	49%	\$27,486.55	\$595	0.00157	\$34,733.85	\$10,764	\$299	\$3,000	\$3,299	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,616.09	\$5,000	\$3,500	\$1,000	\$7,500	36	10k	48%	\$28,461.60	\$595	0.00157	\$37,308.29	\$12,564	\$349	\$3,450	\$3,799	
MY24 PROLOGUE - HFS Lease Loyalty/Conquest																					
Eligible to residents of the following ZEV + 5 States: CA, CO, CT, DC, DE, MA, MD, ME, NJ, NY, OR, PA, RI, VA, VT, WA, WV																					
HP-98M	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,062.18	\$5,000	\$3,500	\$1,000	\$8,500	36	10k	49%	\$23,909.55	\$595	0.00157	\$29,154.38	\$8,244	\$229	\$1,070	\$1,299	
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,215.90	\$5,000	\$3,500	\$1,000	\$8,500	36	10k	49%	\$25,379.55	\$595	0.00157	\$30,467.10	\$8,244	\$229	\$2,770	\$2,999	Yes
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,189.07	\$5,000	\$3,500	\$1,000	\$8,500	36	10k	49%	\$26,016.55	\$595	0.00157	\$32,058.17	\$9,324	\$259	\$1,840	\$2,099	Yes
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,263.53	\$5,000	\$3,500	\$1,000	\$8,500	36	10k	49%	\$27,486.55	\$595	0.00157	\$33,711.63	\$9,684	\$269	\$3,030	\$3,299	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$2,623.86	\$5,000	\$3,500	\$1,000	\$8,500	36	10k	48%	\$28,461.60	\$595	0.00157	\$36,286.06	\$11,484	\$319	\$3,480	\$3,799	

Issue Date: November 1, 2024	<u>Mileage Options</u>	<u>24-33 mo.</u>	<u>36-48 mo.</u>
Program Start: November 1, 2024	12k Miles Per Year Option:	RV + 1%	RV + 2%
Program End: January 2, 2025	10k Miles Per Year Option:	RV + 2%	RV + 3%
New RV\$ = (MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only):	RV\$ + 5 cents per mile < 200 miles	
	Excess Odometer Mileage:	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.)	

<div><div>HARD ADDS</div><div>(Genuine Honda Accessories)</div></div>	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 17"	Alloy Wheel Swap 18"	Alloy Wheel Swap 19"	Alloy Wheel Swap 20"
	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.								

Issue Date: November 1, 2024	Mileage Options	24-33 mo.	36-48 mo.
Program Start: November 1, 2024	12k Miles Per Year Option:	RV + 1%	RV + 2%
Program End: January 2, 2025	10k Miles Per Year Option:	RV + 2%	RV + 3%
New RV\$ = (MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only):	RV\$ + 5 cents per mile < 200 miles	
	Excess Odometer Mileage:	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.)	

<div><div>HARD ADDS</div><div>(Genuine Honda Accessories)</div></div>	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 17"	Alloy Wheel Swap 18"	Alloy Wheel Swap 19"	Alloy Wheel Swap 20"
	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.								

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

Model Year 2023

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

Low Odometer Mileage: RV\$ + 5 cents per mile < 15k miles
 Excess Odometer Mileage: RV\$ - 10 cents per mile > 15k miles
 Max. Odometer Mileage: 79,999 miles

MY23 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
ACCORD SEDAN	CY1F2PEW	4dr Sdn LX	\$16,060	\$15,340	\$14,350	\$12,910	\$11,470
	CY1F3PJW	4dr Sdn EX	\$17,780	\$16,960	\$15,830	\$14,250	\$12,670
	CY1F3PJYW	4dr Sdn EX w/o BSI	\$17,780	\$16,960	\$15,830	\$14,250	\$12,670
ACCORD HYBRID SEDAN	CY2F5PJW	4dr Sdn Sport	\$18,660	\$17,750	\$16,520	\$14,900	\$13,280
	CY2F5PJYW	4dr Sdn Sport w/o BSI	\$18,670	\$17,760	\$16,530	\$14,910	\$13,290
	CY2F6PJNW	4dr Sdn EX-L	\$19,920	\$18,910	\$17,550	\$15,900	\$14,260
	CY2F6PJYW	4dr Sdn EX-L w/o BSI	\$19,930	\$18,910	\$17,550	\$15,910	\$14,260
	CY2F7PJXW	4dr Sdn Sport-L	\$20,070	\$19,050	\$17,670	\$16,010	\$14,360
	CY2F7PJYW	4dr Sdn Sport-L w/o BSI	\$20,080	\$19,050	\$17,680	\$16,020	\$14,360
	CY2F8PKNW	4dr Sdn Touring	\$21,380	\$20,260	\$18,780	\$17,020	\$15,260
	CY2F8PKYW	4dr Sdn Touring w/o BSI	\$21,390	\$20,270	\$18,780	\$17,020	\$15,270
CIVIC SEDAN	FE2F2PEW	4dr Sdn LX 2.0L AT	\$13,390	\$12,660	\$11,710	\$10,380	\$9,050
	FE2F5PEW	4dr Sdn Sport 2.0L AT	\$14,520	\$13,750	\$12,740	\$11,320	\$9,910
	FE1F7PJTW	4dr Sdn EX 1.5T AT w/o BSI	\$16,100	\$15,230	\$14,080	\$12,550	\$11,020
	FE1F7PJW	4dr Sdn EX 1.5T AT	\$16,090	\$15,220	\$14,070	\$12,540	\$11,010
	FE1F9PKNW	4dr Sdn Touring 1.5T AT	\$18,580	\$17,550	\$16,200	\$14,510	\$12,810
	FE1E5PJXW	4dr Sdn Si MT	\$19,060	\$17,930	\$16,470	\$14,690	\$12,900
CIVIC HATCHBACK	FL2H5PEW	5dr HB LX 2.0L AT	\$15,590	\$14,640	\$13,430	\$11,950	\$10,470
	FL2G8PEW	5dr HB Sport 2.0L MT	\$15,190	\$14,290	\$13,140	\$11,670	\$10,200
	FL2H8PEW	5dr HB Sport 2.0L AT	\$16,460	\$15,490	\$14,230	\$12,690	\$11,150
	FL1H7PJTW	5dr HB EX-L 1.5T AT	\$18,210	\$17,090	\$15,670	\$13,980	\$12,300
	FL1H7PJNW	5dr HB EX-L 1.5T AT w/o BSI	\$18,210	\$17,090	\$15,660	\$13,980	\$12,300
	FL1G8PKNW	5dr HB Sport Touring 1.5T MT	\$19,480	\$18,270	\$16,730	\$14,980	\$13,240
	FL1H8PKNW	5dr HB Sport Touring 1.5T AT	\$20,590	\$19,320	\$17,700	\$15,880	\$14,050
	FL5G4PGW	5dr HB Type R MT	\$34,740	\$32,270	\$29,220	\$26,050	\$22,870
CR-V 2WD	RS3H2PEW	4dr Wgn LX	\$16,020	\$15,110	\$13,930	\$12,750	\$11,580
	RS3H4PJW	4dr Wgn EX	\$18,320	\$17,300	\$15,960	\$14,630	\$13,310
	RS3H4PJXW	4dr Wgn EX w/o BSI	\$18,330	\$17,300	\$15,960	\$14,640	\$13,310
	RS3H7PJW	4dr Wgn EX-L	\$20,010	\$18,870	\$17,380	\$15,970	\$14,550
	RS3H7PJXW	4dr Wgn EX-L w/o BSI	\$20,020	\$18,870	\$17,390	\$15,970	\$14,560
	RS5H5PJW	4dr Wgn Sport Hybrid	\$20,240	\$19,080	\$17,580	\$16,120	\$14,670
	RS5H5PJYW	4dr Wgn Sport Hybrid w/o BSI	\$20,240	\$19,080	\$17,580	\$16,130	\$14,670
CR-V AWD	RS4H2PEW	4dr Wgn LX	\$16,570	\$15,640	\$14,420	\$13,210	\$12,000
	RS4H4PJW	4dr Wgn EX	\$18,860	\$17,820	\$16,450	\$15,090	\$13,720
	RS4H4PJXW	4dr Wgn EX w/o BSI	\$18,860	\$17,820	\$16,460	\$15,090	\$13,730
	RS4H7PJW	4dr Wgn EX-L	\$20,620	\$19,430	\$17,880	\$16,390	\$14,900
	RS4H7PJXW	4dr Wgn EX-L w/o BSI	\$20,630	\$19,430	\$17,880	\$16,390	\$14,900
	RS6H5PJW	4dr Wgn Sport Hybrid	\$20,820	\$19,620	\$18,070	\$16,580	\$15,090
	RS6H5PJYW	4dr Wgn Sport Hybrid w/o BSI	\$20,820	\$19,630	\$18,080	\$16,580	\$15,090
	RS6H9PKW	4dr Wgn Sport Touring Hybrid	\$22,930	\$21,590	\$19,860	\$18,230	\$16,600
HR-V 2WD	RZ1H3PEW	4dr Wgn LX	\$13,470	\$13,020	\$12,340	\$11,100	\$9,870
	RZ1H5PEW	4dr Wgn Sport	\$14,900	\$14,370	\$13,570	\$12,240	\$10,920
	RZ1H7PJW	4dr Wgn EX-L	\$16,960	\$16,240	\$15,230	\$13,760	\$12,300
HR-V AWD	RZ2H3PEW	4dr Wgn LX	\$14,800	\$14,260	\$13,450	\$12,130	\$10,820
	RZ2H5PEW	4dr Wgn Sport	\$16,260	\$15,610	\$14,670	\$13,260	\$11,840
	RZ2H7PJW	4dr Wgn EX-L	\$18,270	\$17,460	\$16,340	\$14,780	\$13,230
ODYSSEY	RL6H5PEW	4dr Wgn EX	\$21,380	\$19,780	\$17,840	\$15,590	\$13,350
	RL6H6PJNW	4dr Wgn EX-L	\$22,990	\$21,260	\$19,160	\$16,810	\$14,460
	RL6H7PJNW	4dr Wgn Sport	\$23,140	\$21,390	\$19,270	\$16,920	\$14,560
	RL6H8PKNW	4dr Wgn Touring	\$24,610	\$22,770	\$20,520	\$18,060	\$15,600
	RL6H9PKNW	4dr Wgn Elite	\$26,540	\$24,570	\$22,170	\$19,600	\$17,020

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

Model Year 2023

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

Low Odometer Mileage: RV\$ + 5 cents per mile < 15k miles
 Excess Odometer Mileage: RV\$ - 10 cents per mile > 15k miles

Max. Odometer Mileage: 79,999 miles

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

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

Model Year 2022

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

Low Odometer Mileage: RV\$ + 5 cents per mile < 30k miles
 Excess Odometer Mileage: RV\$ - 10 cents per mile > 30k miles

Max. Odometer Mileage: 79,999 miles

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

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

Model Year 2022

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

Low Odometer Mileage: RV\$ + 5 cents per mile < 30k miles
 Excess Odometer Mileage: RV\$ - 10 cents per mile > 30k miles

Max. Odometer Mileage: 79,999 miles

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

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

Model Year 2021

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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

Model Year 2021

Issue Date:	November 1, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	November 1, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	January 2, 2025	10k Miles Per Year Option:	RV + 4%	RV + 6%
Low Odometer Mileage: RV\$ + 5 cents per mile < 45k miles			Max. Odometer Mileage: 79,999 miles	
Excess Odometer Mileage: RV\$ - 10 cents per mile > 45k miles				

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

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

Model Year 2020

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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

Model Year 2020

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

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

Max. Odometer Mileage: 79,999 miles

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

MY20 Honda	Model Code	Trim	24mo	30mo	36mo
CR-V AWD	RW2H2LEW	4dr Wgn LX	\$8,310	\$7,810	\$7,160
	RW2H5LJW	4dr Wgn EX	\$10,500	\$9,820	\$8,970
	RW2H8LJNW	4dr Wgn EX-L	\$11,300	\$10,560	\$9,630
	RW2H9LKNW	4dr Wgn Touring	\$12,780	\$11,900	\$10,800
CR-V HYBRID	RT6H2LEW	4dr Wgn LX Hybrid	\$9,780	\$9,130	\$8,320
	RT6H5LJW	4dr Wgn EX Hybrid	\$11,810	\$11,060	\$10,110
	RT6H8LJNW	4dr Wgn EX-L Hybrid	\$12,640	\$11,830	\$10,790
	RT6H9LKNW	4dr Wgn Touring Hybrid	\$14,200	\$13,290	\$12,140
FIT	GK5G4LEW	5dr HB LX MT	\$4,790	\$4,460	\$4,060
	GK5H4LEW	5dr HB LX AT	\$5,400	\$5,030	\$4,560
	GK5G6LEW	5dr HB Sport MT	\$5,320	\$4,940	\$4,480
	GK5H6LEW	5dr HB Sport AT	\$5,960	\$5,540	\$5,030
	GK5H8LJW	5dr HB EX AT	\$6,860	\$6,360	\$5,740
	GK5H9LJNW	5dr HB EX-L AT	\$7,450	\$6,900	\$6,230
HR-V 2WD	RU5H3LEW	4dr Wgn LX	\$5,590	\$5,250	\$4,820
	RU5H1LEW	4dr Wgn Sport	\$6,200	\$5,800	\$5,290
	RU5H5LJW	4dr Wgn EX	\$7,330	\$6,850	\$6,240
	RU5H7LJNW	4dr Wgn EX-L	\$7,940	\$7,390	\$6,710
HR-V AWD	RU6H3LEW	4dr Wgn LX	\$6,510	\$6,080	\$5,550
	RU6H1LEW	4dr Wgn Sport	\$7,090	\$6,620	\$6,040
	RU6H5LJW	4dr Wgn EX	\$8,250	\$7,660	\$6,940
	RU6H7LJNW	4dr Wgn EX-L	\$8,830	\$8,210	\$7,440
	RU6H9LKNW	4dr Wgn Touring	\$9,360	\$8,650	\$7,800
INSIGHT	ZE4F1LEW	4dr Sdn LX	\$6,350	\$5,640	\$4,830
	ZE4F5LEW	4dr Sdn EX	\$6,960	\$6,170	\$5,270
	ZE4F9LKNW	4dr Sdn Touring	\$8,560	\$7,650	\$6,610
ODYSSEY	RL6H2LEW	4dr Wgn LX	\$8,510	\$8,210	\$7,760
	RL6H5LEXW	4dr Wgn EX	\$11,090	\$10,580	\$9,880
	RL6H7LJXW	4dr Wgn EX-L	\$12,040	\$11,460	\$10,660
	RL6H7LKNW	4dr Wgn EX-L w/Nav/RES	\$12,460	\$11,810	\$10,950
	RL6H8LKXW	4dr Wgn Touring	\$13,220	\$12,500	\$11,560
	RL6H9LKXW	4dr Wgn Elite	\$14,650	\$13,830	\$12,760
PASSPORT 2WD	YF7H2LEW	4dr Wgn Sport	\$10,260	\$9,550	\$8,660
	YF7H5LJNW	4dr Wgn EX-L	\$12,420	\$11,530	\$10,430
	YF7H9LKNW	4dr Wgn Touring	\$13,150	\$12,170	\$10,980
PASSPORT AWD	YF8H2LEW	4dr Wgn Sport	\$11,070	\$10,280	\$9,300
	YF8H5LJNW	4dr Wgn EX-L	\$13,210	\$12,250	\$11,070
	YF8H9LKNW	4dr Wgn Touring	\$13,960	\$12,930	\$11,680
	YF8H0LKNW	4dr Wgn Elite	\$14,140	\$13,080	\$11,780
PILOT 2WD	YF5H1LEW	4dr Wgn LX	\$6,730	\$6,290	\$5,730
	YF5H3LEXW	4dr Wgn EX	\$8,650	\$8,050	\$7,310
	YF5H5LJNW	4dr Wgn EX-L	\$11,000	\$10,190	\$9,190
	YF5H4LKNW	4dr Wgn EX-L w/RES & Navi	\$11,450	\$10,590	\$9,550
	YF5H9LKNW	4dr Wgn Touring w/RES & Navi	\$12,440	\$11,500	\$10,360
	YF5H6LKNW	4dr Wgn Touring 7Pass	\$12,510	\$11,580	\$10,440

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

Model Year 2020

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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

Model Year 2019

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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

Model Year 2019

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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

Model Year 2019

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

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

Max. Odometer Mileage: 79,999 miles

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

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

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		
New Honda Vehicles	Model Years	Retail:	MY23 and newer
		Lease and LPP:	MY24 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	
Former Demonstrator Vehicles	Program Eligibility	Standard Programs:	Eligible, whether previously titled or untitled
		Incentive Programs:	Must be untitled
Former Honda Courtesy Vehicle Program (HCVP) Vehicles	Program Eligibility	Standard Programs:	Eligible, whether previously titled or untitled
		Incentive Programs:	Not eligible
Honda Certified Pre-Owned Vehicles (HCPV)	Model Years	MY19 and newer	
	Mileage	Driven less than 80,000 miles	
Former Demonstrator Vehicles	Program Eligibility	Not eligible for Certified. If driven over 6,000 miles, vehicle should be booked under Standard Pre-Owned Programs	
Former Honda Courtesy Vehicle Program (HCVP) Vehicles	Program Eligibility	Eligible for Certified Pre-Owned Programs	
HondaTrue Used and Pre-Owned Vehicles	Model Years	Honda/Acura models: MY14 and newer Non-Honda/Acura models: MY18 and newer	
	Mileage	Honda/Acura models: Driven less than 125,000 miles Non-Honda/Acura models: Driven less than 80,000 miles	
Former Demonstrator Vehicles	Program Eligibility	Eligible for Pre-Owned Programs	
Former Honda Courtesy Vehicle Program (HCVP) Vehicles	Program Eligibility	Eligible 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 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%		
	+ HFS approved new vehicle hard adds, up to maximum amounts + HFS approved enhancement products (soft adds), up to \$1,000 + HFS acquisition fee of \$595 + Dealer or HFS paid up front sales tax due at lease signing, if capitalized + Back End-Products (see table below for specific products)			
	Advance percentages are based on applicant's credit worthiness.			
Maximum Back-End Advance Policy	Total Back-End Advance Limits:			
		Tiers 1-8 (≥ 660)	Tiers 9-13 (659-610)	Tier 14 (≤ 609):
	New Vehicles:	Up to 20% of Invoice	Up to 20% of Invoice	Up to 15% of Invoice
	Certified Vehicles:	Up to Greater of 20% of Wholesale Clean or \$5,000	Up to Greater of 20% of Wholesale Clean or \$4,000	Up to Greater of 15% of Wholesale Clean or \$3,000
	+ Advance percentages are based on the customer's credit worthiness. + Invoice includes Color Upcharge, PPO, and Destination & Handling + Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment			
	New Honda Vehicles:			
		VSC	Sentinel	Theft Recovery*
	Honda Care®:	15% of Invoice	5% of Invoice	\$1,000 per Product
	Non-Honda Care:	14% of Invoice	N/A	\$1,000 per Product
	Maintenance:			
	Up to 24 Months	25-47 Months	48+ Months	
Honda Care®:	6% of Invoice	8% of Invoice	10% of Invoice	
Non-Honda Care:	4% of Invoice	6% of Invoice	8% of Invoice	
	For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance			
	Honda Certified Pre-Owned Vehicles (HCPV):			
	VSC	Sentinel	Theft Recovery & Pre-Owned Vehicle Maintenance*	
Honda Care®:	Greater of \$2,400 or 15% of Wholesale Clean	5% of Invoice	\$1,000 per Product	
Non-Honda Care:	Greater of \$2,200 or 14% of Wholesale Clean	N/A	\$1,000 per Product	
	State restrictions apply. Refer to the Dealer Guidebook for details.			
	Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.			
GAP	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	Mark Down	
	Standard Programs:	Up to + 0.00100 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">A refundable security deposit must be collected for each leased vehicleThe 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.The security deposit may be waived with an increase of 0.00010 to the money factor.		
	Incentive Programs:	<ul style="list-style-type: none">Security deposit is waived		
Residual Values	New RV\$:	(Dealer Pricing Guide MSRP + D&H + SE Discount + Color Upcharge + PPO + Hard Add) x RV%		
	Certified RV\$ (MY24 or newer):	(Dealer Pricing Guide MSRP + Color Upcharge + PPO + Hard Add) x RV%		
	Certified RV\$ (MY19 to MY23):	Refer to the Certified Pre-Owned Residual Value Bulletins <ul style="list-style-type: none">Residual values are calculated using MSRP and D&H amounts as of the vehicle assignment date. (Note: Current amounts may be different from amounts at the time of vehicle assignment.)		
Mileage	Annual Contracted Mileage:			
	Mileage Options		Model Year	
	RV Adjustment to Alternate Options			
	Standard:	15,000 miles	MY19 or newer	N/A
	Low:	12,000 miles	MY24 or newer	RV% +1% (24-33 mo), RV% +2% (36-48 mo)
			MY19 – MY23	RV% +2% (24-33 mo), +4% (36-45 mo), +6% (48-60 mo)
		10,000 miles	MY24 or newer	RV% +2% (24-33 mo), RV% +3% (36-48 mo)
			MY19 – MY23	RV% +4% (24-33 mo), +6% (36-45 mo), +8% (48-60 mo)
	High:	> 15,000 miles	MY19 or newer	RV\$ - \$0.10/excess mile
	Excess Odometer Mileage at Lease Inception:			
	New Honda Vehicles:			
	Model Year	Term	Excess Odometer Mileage RV Adjustment	
	MY24 or newer	24 - 60 mo.	New RV\$ - \$0.10/mi for every mile OVER 200	
Max mileage at inception: 6,000 miles				

Honda Certified Pre-Owned Vehicles (HCPV):

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

Low Odometer Mileage at Lease Inception:**Honda Certified Pre-Owned Vehicles (HCPV):**

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

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

Retail Programs – Quick Reference

Maximum Advance Policy

New Honda Vehicles

% of Dealer Invoice (including Destination and Handling)

Tiers 1-3 (≥ 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 (≤ 609)
Up to 140%	Up to 120%	Up to 110%	Up to 100%
+ Title, tax and licensing fees			
+ Accessories up to the Cost of Authorized Accessories plus 20%			

Honda Certified Pre-Owned Vehicles (HCPV)

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

Tiers 1-3 (≥ 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 (≤ 609)
Up to 140%	Up to 120%	Up to 110%	Up to 100%
+ Title, tax and licensing fees			
+ Black Book adjustments (plus or minus) for mileage and equipment			
+ Add-ons as determined in the wholesale guidebooks			

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

HondaTrue Used, Pre-Owned Vehicles

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

	Tiers 1-3 (≥ 710)	Tiers 4-8 (709-660)	Tiers 9-13 (659-610)	Tier 14 (≤ 609):
Honda:	Up to 120%	Up to 110%	Up to 100%	Up to 80%
Non-Honda:	Up to 110%	Up to 100%	Up to 80%	N/A

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

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

Honda Lease to Retail Rollover Vehicles Only

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

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

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

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

Honda Pre-Owned Lease to Retail Rollover Vehicles

Sum of the lease balance

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

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

Maximum Back-End Advance Policy

Total Back-End Advance Limits:

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

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

New Honda Vehicles:

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

Maintenance:

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

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

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

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

Maintenance:

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

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

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

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

Minimum Amount Financed

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

Modifiers (Standard Programs Only)	Competitive Advantage:	Rates -1.00%. 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.				
	Flat Fee Waiver: New & Certified Vehicles	Rates -0.50%. Only applicable in combination with Competitive Advantage Modifier.				
	Amt. Fin./MSRP ≤ 90%: New Vehicles	Tiers 1-3 -0.25%	Tiers 4-8 -0.75%	Tiers 9-13 -1.50%	Tier 14 -2.00%	
In Good Standing (IGS)	Standard Programs (Modifier):	Tiers 1-3 (≥ 710) N/A	Tiers 4-8 (709-660) -0.50%	Tiers 9-11 (659-630) -0.75%	Tiers 12-14 (≤ 629) Qualifies for Tier 11 rates and -0.75% modifier	
	Incentive Programs:	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:					
	<ul style="list-style-type: none">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.					
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 Not allowed		Mark Down		
	Standard Programs (Rate Participation):	1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-60 month term) OR Up to 1.00% (61-84 month term)		Submit "Buy Down Form" for Region Approval		
	Incentive 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 Arkansas , Georgia , Maryland , New York , Oklahoma , South Carolina , Texas , and Virginia .				
Maximum Advance Policy	The maximum advance is up to 105% of MSRP + HFS approved new vehicle hard adds up to maximum published amounts + Title, tax, and licensing fees				
Maximum Back-End Advance Policy	Total Back-End Advance Limits:				
		Tiers 1-8 (≥ 660)	Tiers 9-13 (659-610)	Tier 14 (≤ 609):	
	New Vehicle:	Up to 30% of Invoice	Up to 20% of Invoice	Up to 15% of Invoice	
	Certified & Pre-Owned Vehicles:	Up to Greater of 30% of Wholesale Clean or \$5,000	Up to Greater of 20% of Wholesale Clean or \$4,000	Up to Greater of 15% of Wholesale Clean or \$3,000	
	+Advance percentages are based on the customer’s credit worthiness +Invoice includes Color Upcharge, PPO, and Destination and Handling +Wholesale Clean uses Black Book with adjustments (plus or minus) for mileage and equipment				
	New Honda Vehicles:				
		VSC	GAP	Sentinel	Theft Recovery*
	Honda Care®:	15% of Invoice	Greater of \$1,200 or 4% of Invoice	5% of Invoice	N/A
	Non-Honda Care:	14% of Invoice	Greater of \$1,200 or 4% of Invoice	N/A	\$1,000 per Product *cannot exceed state max
	Maintenance:		Up to 24 Months	25-47 Months	48+ Months
Honda Care®:		6% of Invoice	8% of Invoice	10% of Invoice	
Non-Honda Care:		4% of Invoice	6% of Invoice	8% of Invoice	
For MY24 (excluding Prologue), subtract 24 months from the maintenance term as Honda Service Pass provides 2 years free maintenance. For MY24 Prologue only and MY25 (all models), subtract 12 months from the maintenance term as Honda Service Pass provides 1 year free maintenance					
GAP Loan-to-Value (LTV) 48 States Policy is located in the Dealer Guidebook.					
State restrictions apply. Refer to the Dealer Guidebook for details.					
Back-end advance applies to all ancillary products that are sold by the dealer and are line-item financed on a Retail Installment Contract or Lease Agreement, which are subject to cancellation by the customer during the term of the retail contract or lease agreement. With the exception of Theft Recovery products, back-end advance does not include accessories or products that are attached or applied to the vehicle and cannot be removed.					
Competitive Advantage Modifier (Standard Programs Only)	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 1.00% . Dealer is required to submit a competitor rate below the applicable HFS published buy-rate and select the appropriate program code. Dealer will need to enter the competitor lender's name and rate in the Notes section in the iDeal Credit Application.				
Rate Participation	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			
	Standard Programs (Rate Participation):	1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-48 month term)			
Incentive Programs:	Not allowed		Submit "Buy Down Form" for Region Approval		
	Standard Programs	Flat Fee = \$150			

**Dealer
Payout**

(Competitive Advantage):	
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: $\leq \$29,999 = \mathbf{\$100}$ $\geq \$30,000 = \mathbf{\$200}$

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
MY24 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 \$500 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">• Graduates with a master's, doctorate, bachelor's or associate degrees from accredited U.S. colleges• Graduates of registered nursing schools• Eligibility period covers six (6) months prior to graduation, and up to two (2) years after graduation.					
Credit Requirements	<ul style="list-style-type: none">• 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.• No adverse credit history• Verifiable proof of employment and income or a firm commitment from employer with a start date within 120 days of contract date• 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)• Minimum down payment of 5% is required					
Documentation Requirements	<ul style="list-style-type: none">• Proof of employment and income as defined in Credit Requirements• Copy of diploma or copy of college transcripts with proof of graduation eligibility• All other standard documents required by HFS					
Rates and Lease Money Factors		Term	Tier	Rate/LMF	Sales Program ID	Deferred 1 st Payment*
	Standard New Retail:	Up to 60 mos.	Tiers 1-14 (≥ 600)	6.99%	3HNRG	3HNRD
		61-72 mos.		7.49%		
	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 st 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, warranty, and Certification Documentation Fee 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>	
Seller's Signature:	Date:
Representative Printed Name:	
Dealership Name:	

Dealer Advertised Buy-Down Program



The Dealer Buy-down Program enables your dealership to offer and advertise a special buy-down to all customers who meet the *criteria of the advertised program. The Program must specify the vehicle's rate, term and all requirements necessary to qualify for The Program.

Authorized Dealer Name: _____ **Dealer Number:** _____

Program Start Date: _____ **Program Expiration Date:** _____

This form is to be completed and submitted with the conditions and the advertising terms to your Regional Office for approval, at least 3 business days before the effective date of The Program. This will help to ensure timing for approval from the HFS Regional Office.

*Model Year / Model Name / Trim Level:	Specific Buy-Down Rate ¹ :	*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 paid².

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:** _____

Footnotes

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.

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).

Note: Regional office will review controls to ensure contracts align with program parameters.