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	Certified Pre-Owned Acknowledgement Form	
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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)	
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*If highlighted red, it represents a new program or revision to an existing program

Issue Date: July 9, 2024

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	Term/Tier	1	2	3	4	5	6	7	8	9	10	11	12
ACCORD GAS	24-36	2.90%			3.90%					5.90%					24-36	0.00113								0.00136						24-36	3.40%								3.92%																
	37-60				3.90%					5.90%														0.00136							3.40%								3.92%																
	61-72				4.90%					Std.Rates																					3.40%								3.92%																
	HP-23L D3A0R,D3A0I,D3A0G															HP-24L D3A0L,D3A0C,D3A0I															HP-24L D3A0B																								
ACCORD FHEV	24-36	2.90%			3.90%					5.90%					24-36	0.00150								0.00170						24-36	4.19%								4.64%																
	37-60				3.90%					5.90%														0.00170							4.19%								4.64%																
	61-72				4.90%					Std.Rates																					4.19%								4.64%																
	HP-26L D3A1R,D3A1I,D3A1G															HP-27L D3A1L,D3A1C,D3A1I															HP-27L D3A1B																								
CIVIC Exclude Si & Type R	24-48	3.90%			4.90%					6.90%					24-36	0.00181								0.00208						24-36	5.12%								5.74%																
	49-60				4.90%					6.90%														0.00208							5.12%								5.74%																
	61-72				5.90%					Std.Rates																					5.12%								5.74%																
	HP-14L D3C0R,D3C0I,D3C0G															HP-15L D3C0L,D3C0C,D3C0I															HP-15L D3C0B																								
CR-V GAS	24-36	2.90%			4.90%					6.90%					24-36	0.00143								0.00163						24-36	3.99%								4.45%																
	37-60				4.90%					6.90%														0.00163							3.99%								4.45%																
	61-72				5.90%					Std.Rates																					3.99%								4.45%																
	HP-64L D3V2R,D3V2I,D3V2G															HP-65L D3V2L,D3V2C,D3V2I															HP-65L D3V2B																								
CR-V FHEV	24-48	3.90%			4.90%					6.90%					24-36	0.00193								0.00213						24-36	5.15%								5.62%																
	49-60				4.90%					6.90%														0.00213							5.15%								5.62%																
	61-72				5.90%					Std.Rates																					5.15%								5.62%																
	HP-67L D3V3R,D3V3I,D3V3G															HP-68L D3V3L,D3V3C,D3V3I															HP-68L D3V3B																								
HR-V	24-48	3.90%			4.90%					6.90%					24-36	0.00224								0.00246						24-36	6.13%								6.63%																
	49-60				4.90%					6.90%														0.00246							6.13%								6.63%																
	61-72				5.90%					Std.Rates																					6.13%								6.63%																
	HP-29L D3H0R,D3H0I,D3H0G															HP-30L D3H0L,D3H0C,D3H0I															HP-30L D3H0B																								
ODYSSEY	24-48	3.90%			4.90%					6.90%					24-36	0.00195								0.00215						24-36	5.15%								5.62%																
	49-60				4.90%					6.90%														0.00215							5.15%								5.62%																
	61-72				5.90%					Std.Rates																					5.15%								5.62%																
	HP-53L D3O0R,D3O0I,D3O0G															HP-54L D3O0L,D3O0C,D3O0I															HP-54L D3O0B																								
PASSPORT	24-36	2.90%			3.90%					5.90%					24-36	0.00125								0.00145						24-36	3.43%								3.89%																
	37-60				3.90%					5.90%														0.00145							3.43%								3.89%																
	61-72				4.90%					Std.Rates																					3.43%								3.89%																
	HP-42L D3S0R,D3S0I,D3S0G															HP-43L D3S0L,D3S0C,D3S0I															HP-43L D3S0B																								
PROLOGUE	24-36	1.90%			2.90%					5.90%					24-36	0.00103								0.00119						24-36	2.87%								3.23%																
	37-60				2.90%					5.90%														0.00119							2.87%								3.23%																
	61-72				3.90%					Std.Rates																					2.87%								3.23%																
	HP-57L D3																																																						

Eligible States	National	National	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

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

Market Name: Honda National

Issue Date: July 9, 2024

Program Period: July 9, 2024 to September 3, 2024

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
CIVIC Exclude Si & Type R	24-48	4.90%			5.90%					7.90%				24-36	0.00271								0.00296				24-36	7.30%								7.88%						
	49-60				5.90%					7.90%																																
	61-72				6.90%					Std.Rates																																
	HP-17L	D3C1R,D3C1I,D3C1G													HP-18L	D3C1L,D3C1C,D3C11													HP-18L	D3C1B												
CIVIC FHEV	24-48	4.90%			5.90%					7.90%				24-36	0.00290								0.00310				24-36	7.46%								8.12%						
	49-60				5.90%					7.90%																																
	61-72				6.90%					Std.Rates																																
	HP-20L	D3C2R,D3C2I,D3C2G													HP-21L	D3C2L,D3C2C,D3C21													HP-21L	D3C2B												
CR-V GAS	24-36	2.90%			4.90%					6.90%				24-36	0.00201								0.00221				24-36	5.38%								5.84%						
	37-60				4.90%					6.90%																																
	61-72				5.90%					Std.Rates																																
	HP-36L	D3V0R,D3V0I,D3V0G													HP-37L	D3V0L,D3V0C,D3V01													HP-37L	D3V0B												
CR-V FHEV	24-48	4.90%			5.90%					7.90%				24-36	0.00235								0.00255				24-36	6.15%								6.61%						
	49-60				5.90%					7.90%																																
	61-72				6.90%					Std.Rates																																
	HP-39L	D3V1R,D3V1I,D3V1G													HP-40L	D3V1L,D3V1C,D3V11													HP-40L	D3V1B												
HR-V	24-48	3.90%			4.90%					6.90%				24-36	0.00242								0.00266				24-36	6.54%								7.09%						
	49-60				4.90%					6.90%																																
	61-72				5.90%					Std.Rates																																
	HP-31L	D3H1R,D3H1I,D3H1G													HP-32L	D3H1L,D3H1C,D3H11													HP-32L	D3H1B												
PILOT	24-36	2.90%			3.90%					5.90%				24-36	0.00200								0.00215				24-36	5.20%								5.55%						
	37-60				3.90%					5.90%																																
	61-72				4.90%					Std.Rates																																
	HP-46L	D3P0R,D3P0I,D3P0G													HP-47L	D3P0L,D3P0C,D3P01													HP-47L	D3P0B												
Eligible States		National													National													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														

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

Issue Date: 7/9/2024

MY19 - MY22		Incentive Retail APR											
					FICO	≥ 710 (or IGS 709-660)			709-660				
						Start Date	End Date	Eligibility	Term/Tier	1	2	3	4
Accord, HR-V, Pilot, Passport	National	7/3/24	9/3/24	Must be certified	24-36	1.99%			3.99%				
					37-48	3.99%			5.99%				
					49-60	4.99%			6.29%				
					61-72	6.99%			7.29%				
		HP-07L D3ZBR, D3ZBI (IGS)											

MY23 - MY24		Incentive Retail APR										
					FICO	≥ 710 (or IGS 709-660)			709-660			
						1	2	3	4	5	6	7
Accord, HR-V, Pilot, Passport	National	Start Date	End Date	Eligibility	Term/Tier							
		7/3/24	9/3/24	Must be certified	24-36	0.99%			2.29%			
					37-48	3.29%			4.29%			
					49-60	4.29%			5.29%			
					61-72	6.99%			7.29%			
HP-20K					D3ZAR, D3ZAI (IGS)							

MY19 - MY24		*Incentive Lease							
					FICO	≥ 710			
		Start Date	End Date	Eligibility	Term/Tier	1	2	3	
Accord, Civic, CR-V, HR-V, Pilot, Passport		National	7/3/24	9/3/24	Must be certified	24-36	0.00160		
			HP-08L				D3ZAL		

*Please see AHM bulletin HP-08L for Dealer Payout flat fee incentive

MY19 - MY22		Special Retail APR										
					FICO	≥ 710 (or IGS 709-660)			709-660			
						1	2	3	4	5	6	7
Civic, CR-V	National	Start Date	End Date	Eligibility	Term/Tier							
		7/3/24	9/3/24	Must be certified	24-36	1.99%			3.99%			
					37-48	3.99%			5.99%			
					49-60	4.99%			6.29%			
					61-72	6.99%			7.29%			
D3WBR, D3WBI (IGS)												

MY23 - MY24		Special Retail APR											
					FICO	≥ 710 (or IGS 709-660)			709-660				
						1	2	3	4	5	6	7	8
Civic, CR-V	National	Start Date	End Date	Eligibility	Term/Tier	1	2	3	4	5	6	7	8
		7/3/24	9/3/24	Must be certified	24-36	0.99%			2.29%				
					37-48	3.29%			4.29%				
					49-60	4.29%			5.29%				
					61-72	6.99%			7.29%				
D3WAR, D3WAI (IGS)													

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
All Honda Models- except Clarity FCV and BEV (Certified Lease to Retail Rollover Only**)	National	7/9/24	7/31/24	Must be a Certified and Lease to Retail Rollover	24-36	6.35%			7.35%				8.35%					14.35%
					37-48	6.35%			7.35%				8.35%					14.35%
					49-60	6.35%			7.35%				8.35%					14.35%
					61-72	7.35%			8.35%				9.35%					15.35%
D3ZZR, D3ZZI (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: 7/9/2024

MY14 - MY20		Incentive Retail APR													
		FICO				≥ 710 (or IGS 709-660)			709-660 (or IGS 659-610)						
						Start Date	End Date	Eligibility	Term/Tier	1	2	3	4	5	6
Accord, Civic, CR-V, HR-V, Fit, Passport, Pilot, Ridgeline, Odyssey		National	7/3/24	9/3/24	Must be HondaTue Used	24-48	1.29%			1.99%					
HP-09L											D3UAR, D3UAI (IGS)				

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	7/9/24	7/31/24	Must be a Lease to Retail Rollover	24-36	6.35%			7.35%					8.35%					14.35%
					37-48	6.35%			7.35%					8.35%					14.35%
					49-60	6.35%			7.35%					8.35%					14.35%
					61-72	7.35%			8.35%					9.35%					15.35%
D3UZR, D3UZI (IGS)																			

Effective with applications dated on or after: **July 9, 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.	0.00395			0.00440				0.00580			0.00755			
	33-39 mo.	0.00295			0.00340				0.00495			0.00670			
MY24 and Newer	42-48 mo.	0.00310			0.00355				0.00510			0.00685			
	51-60 mo.	0.00410			0.00455				0.00580			0.00755			
One-Pay Lease: 3H1L	24-30 mo.	0.00315			0.00360				0.00500			0.00675			
	33-36 mo.	0.00215			0.00260				0.00415			0.00590			
Acquisition Fee		\$595 (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 Securty 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.		0.00395				0.00440					0.00580			0.00755
	33-39 mo.		0.00295				0.00340					0.00495			0.00670
	42-48 mo.		0.00310				0.00355					0.00510			0.00685
	51-60 mo.		0.00410				0.00455					0.00580			0.00755
MY22	24-30 mo.		0.00395				0.00440					0.00580			0.00755
	33-39 mo.		0.00295				0.00340					0.00495			0.00670
	42-48 mo.		0.00310				0.00355					0.00510			0.00685
MY19 to MY21	24-30 mo.		0.00395				0.00440					0.00580			0.00755
	33-36 mo.		0.00295				0.00340					0.00495			0.00670
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: July 9, 2024

Program Period: July 9, 2024 to September 3, 2024

Vehicle Information				Dealer			Lease Parameters						Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	Other 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																			
HP-24L	CY1F2REW	1.5T LX	\$28,990	\$27,818.41	\$692.11	\$0	\$0	36	10k	60%	\$17,394.00	\$595	0.00113	\$25,685.52	\$10,044	\$279	\$3,420	\$3,699	Yes
	CY1F3RJW	1.5T EX	\$31,005	\$29,599.23	\$861.70	\$0	\$0	36	10k	60%	\$18,603.00	\$595	0.00113	\$27,145.93	\$10,404	\$289	\$3,910	\$4,199	Yes
MY24 ACCORD FHEV																			
HP-27L	CY2F5RJW	Sport	\$33,990	\$32,443.94	\$1,503.84	\$0	\$0	36	10k	61%	\$20,733.90	\$595	0.00150	\$31,212.78	\$13,284	\$369	\$3,330	\$3,699	Yes
MY24 CIVIC																			
HP-15L	FE2F2REW	4D 2.0 LX CVT	\$25,045	\$24,039.10	\$979.44	\$0	\$0	36	10k	63%	\$15,778.35	\$595	0.00181	\$22,263.54	\$8,964	\$249	\$3,350	\$3,599	Yes
	FL2H5REW	5D 2.0 LX CVT	\$26,045	\$24,997.10	\$974.36	\$0	\$0	36	10k	63%	\$16,408.35	\$595	0.00181	\$22,816.46	\$8,964	\$249	\$3,750	\$3,999	Yes
	FE2F5REW	4D 2.0 Sport CVT	\$26,645	\$25,444.15	\$1,120.89	\$0	\$0	36	10k	64%	\$17,052.80	\$595	0.00181	\$23,720.04	\$9,324	\$259	\$3,440	\$3,699	
	FL2H8REW	5D 2.0 Sport CVT	\$27,445	\$26,206.55	\$1,148.72	\$0	\$0	36	10k	65%	\$17,839.25	\$595	0.00181	\$24,410.27	\$9,324	\$259	\$3,540	\$3,799	
MY25 CIVIC																			
HP-18L	FE2F2SEW	4D 2.0 LX CVT	\$25,345	\$24,326.50	\$995.23	\$0	\$0	36	10k	65%	\$16,474.25	\$595	0.00271	\$22,696.73	\$10,044	\$279	\$3,220	\$3,499	Yes
	FE2F5SEW	4D 2.0 Sport CVT	\$27,345	\$26,111.25	\$1,222.21	\$0	\$0	36	10k	66%	\$18,047.70	\$595	0.00271	\$24,318.46	\$10,404	\$289	\$3,610	\$3,899	Yes
MY25 CIVIC FHEV																			
HP-21L	FE4F8SJW	4D 2.0 Hybrid Sport	\$29,845	\$28,493.75	\$1,337.23	\$0	\$0	36	10k	67%	\$19,996.15	\$595	0.00290	\$27,265.98	\$12,204	\$339	\$3,160	\$3,499	Yes
	FE4F8SKNW	4D 2.0 Hybrid Sport Touring	\$32,845	\$30,876.50	\$1,950.05	\$0	\$0	36	10k	66%	\$21,677.70	\$595	0.00290	\$29,281.55	\$12,924	\$359	\$4,140	\$4,499	Yes
MY24 CR-V																			
HP-65L	RS3H2REW	2WD LX	\$30,850	\$29,611.00	\$1,149.85	\$0	\$0	36	10k	62%	\$19,127.00	\$595	0.00143	\$28,175.85	\$11,484	\$319	\$3,180	\$3,499	Yes
	RS4H2REW	AWD LX	\$32,350	\$31,048.00	\$1,251.78	\$0	\$0	36	10k	62%	\$20,057.00	\$595	0.00143	\$29,014.78	\$11,484	\$319	\$3,880	\$4,199	Yes
	RS3H4RJW	2WD EX	\$33,360	\$31,855.53	\$1,442.45	\$0	\$0	36	10k	63%	\$21,016.80	\$595	0.00143	\$30,222.98	\$11,844	\$329	\$3,670	\$3,999	
	RS4H4RJW	AWD EX	\$34,860	\$33,285.03	\$1,565.41	\$0	\$0	36	10k	63%	\$21,961.80	\$595	0.00143	\$31,075.44	\$11,844	\$329	\$4,370	\$4,699	

Honda Leadership Leasing® Payment Options



Issue Date: **July 9, 2024**

Program Period: **July 9, 2024 to September 3, 2024**

Vehicle Information				Dealer			Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	Other 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		
MY25 CR-V																		
HP-37L	RS3H2SEW	2WD 5D 1.5T L4 LX CVT	\$31,450	\$30,185.80	\$1,217.69	\$0	\$0	36 10k	65%	\$20,442.50	\$595	0.00201	\$28,728.49	\$11,844	\$329	\$3,270	\$3,599	Yes
	RS4H2SEW	AWD 5D 1.5T L4 LX CVT	\$32,950	\$31,622.80	\$1,324.11	\$0	\$0	36 10k	65%	\$21,417.50	\$595	0.00201	\$29,571.91	\$11,844	\$329	\$3,970	\$4,299	Yes
	RS3H4SJW	2WD 5D 1.5T L4 EX CVT	\$33,700	\$32,179.55	\$1,506.29	\$0	\$0	36 10k	66%	\$22,242.00	\$595	0.00201	\$30,620.84	\$12,204	\$339	\$3,660	\$3,999	
	RS4H4SJW	AWD 5D 1.5T L4 EX CVT	\$35,200	\$33,609.05	\$1,533.19	\$0	\$0	36 10k	66%	\$23,232.00	\$595	0.00201	\$31,477.24	\$12,204	\$339	\$4,260	\$4,599	
MY24 CR-V FHEV																		
HP-68L	RS5H5RJXW	2WD Sport	\$35,400	\$33,799.65	\$1,576.60	\$0	\$0	36 10k	65%	\$23,010.00	\$595	0.00193	\$32,441.25	\$13,284	\$369	\$3,530	\$3,899	Yes
	RS6H5RJXW	AWD Sport	\$36,900	\$35,229.15	\$1,595.41	\$0	\$0	36 10k	65%	\$23,985.00	\$595	0.00193	\$33,289.56	\$13,284	\$369	\$4,130	\$4,499	Yes
MY25 CR-V FHEV																		
HP-40L	RS5H5SJXW	2WD 5D 2.0 Hybrid Sport CVT	\$35,700	\$34,085.55	\$1,606.79	\$0	\$0	36 10k	67%	\$23,919.00	\$595	0.00235	\$32,767.34	\$13,644	\$379	\$3,520	\$3,899	Yes
	RS6H5SJXW	AWD 5D 2.0 Hybrid Sport CVT	\$37,200	\$35,515.05	\$1,625.50	\$0	\$0	36 10k	67%	\$24,924.00	\$595	0.00235	\$33,615.55	\$13,644	\$379	\$4,120	\$4,499	Yes
MY24 HR-V																		
HP-30L	RZ1H3REW	2WD LX	\$25,950	\$24,817.44	\$1,031.39	\$0	\$0	36 10k	64%	\$16,608.00	\$595	0.00224	\$23,423.83	\$10,044	\$279	\$3,020	\$3,299	Yes
	RZ2H3REW	AWD LX	\$27,450	\$26,244.54	\$1,121.02	\$0	\$0	36 10k	64%	\$17,568.00	\$595	0.00224	\$24,240.56	\$10,044	\$279	\$3,720	\$3,999	Yes
	RZ1H5REW	2WD Sport	\$28,050	\$26,677.88	\$1,299.28	\$0	\$0	36 10k	65%	\$18,232.50	\$595	0.00224	\$25,472.16	\$10,764	\$299	\$3,100	\$3,399	
	RZ2H5REW	AWD Sport	\$29,550	\$28,097.25	\$1,409.39	\$0	\$0	36 10k	65%	\$19,207.50	\$595	0.00224	\$26,301.64	\$10,764	\$299	\$3,800	\$4,099	
MY25 HR-V																		
HP-32L	RZ1H3SEW	2WD LX	\$26,450	\$25,395.80	\$1,026.38	\$0	\$0	36 10k	65%	\$17,192.50	\$595	0.00242	\$24,007.18	\$10,404	\$289	\$3,010	\$3,299	Yes
	RZ2H3SEW	AWD LX	\$27,950	\$26,832.80	\$1,108.11	\$0	\$0	36 10k	65%	\$18,167.50	\$595	0.00242	\$24,825.91	\$10,404	\$289	\$3,710	\$3,999	Yes
	RZ1H5SEW	2WD Sport	\$28,550	\$27,271.60	\$1,178.85	\$0	\$0	36 10k	66%	\$18,843.00	\$595	0.00242	\$26,055.45	\$11,124	\$309	\$2,990	\$3,299	
	RZ2H5SEW	AWD Sport	\$30,050	\$28,701.10	\$1,280.67	\$0	\$0	36 10k	66%	\$19,833.00	\$595	0.00242	\$26,886.77	\$11,124	\$309	\$3,690	\$3,999	

Issue Date: July 9, 2024

Program Period: July 9, 2024 to September 3, 2024

Vehicle Information				Dealer			Lease Parameters						Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	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 ODYSSEY																			
HP-54L	RL6H5REW	EX	\$39,635	\$37,837.72	\$1,743.45	\$750	\$0	36	10k	58%	\$22,988.30	\$595	0.00195	\$35,076.17	\$16,164	\$449	\$4,350	\$4,799	Yes
	RL6H6RJNW	EX-L	\$42,705	\$40,143.78	\$2,481.81	\$750	\$0	36	10k	59%	\$25,195.95	\$595	0.00195	\$37,330.59	\$16,524	\$459	\$5,140	\$5,599	
	RL6H7RJNW	Sport	\$43,655	\$41,034.88	\$2,530.45	\$750	\$0	36	10k	59%	\$25,756.45	\$595	0.00195	\$38,490.33	\$17,244	\$479	\$4,920	\$5,399	
MY24 PASSPORT																			
HP-43L	YF8H5RJNW	AWD EX-L	\$43,295	\$40,697.20	\$2,487.82	\$0	\$0	36	10k	62%	\$26,842.90	\$595	0.00125	\$39,310.02	\$15,444	\$429	\$4,470	\$4,899	Yes
MY25 PILOT																			
HP-47L	YG2H3SEW	2WD Sport	\$41,295	\$39,419.70	\$1,729.82	\$0	\$0	36	10k	66%	\$27,254.70	\$595	0.00200	\$37,664.52	\$15,084	\$419	\$4,080	\$4,499	Yes
	YG1H3SEW	AWD Sport	\$43,395	\$41,421.00	\$1,828.34	\$0	\$0	36	10k	66%	\$28,640.70	\$595	0.00200	\$38,864.34	\$15,084	\$419	\$4,980	\$5,399	Yes
	YG2H4SEW	2WD EX-L	\$44,595	\$41,916.60	\$2,521.63	\$0	\$0	36	10k	66%	\$29,432.70	\$595	0.00200	\$40,893.23	\$16,524	\$459	\$4,140	\$4,599	Yes
	YG1H4SEW	AWD EX-L	\$46,695	\$43,886.40	\$2,751.65	\$0	\$0	36	10k	66%	\$30,818.70	\$595	0.00200	\$42,093.05	\$16,524	\$459	\$5,140	\$5,599	Yes
MY24 PROLOGUE																			
HP-58L	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,440.37	\$2,000	\$7,500	36	10k	53%	\$25,861.35	\$595	0.00103	\$35,432.57	\$11,844	\$329	\$3,670	\$3,999	Yes
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,657.67	\$2,000	\$7,500	36	10k	53%	\$27,451.35	\$595	0.00103	\$36,908.87	\$11,844	\$329	\$5,270	\$5,599	Yes
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,758.02	\$2,000	\$7,500	36	10k	53%	\$28,140.35	\$595	0.00103	\$38,937.12	\$13,284	\$369	\$4,030	\$4,399	Yes
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,965.32	\$2,000	\$7,500	36	10k	53%	\$29,730.35	\$595	0.00103	\$40,413.42	\$13,284	\$369	\$5,530	\$5,899	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$3,311.03	\$2,000	\$7,500	36	10k	52%	\$30,833.40	\$595	0.00103	\$43,173.23	\$15,084	\$419	\$5,780	\$6,199	
MY24 RIDGELINE																			
HP-50L	YK3F1REW	AWD Sport	\$41,145	\$39,276.75	\$1,816.49	\$500	\$0	36	10k	65%	\$26,744.25	\$595	0.00095	\$38,168.24	\$13,644	\$379	\$3,020	\$3,399	Yes
	YK3F5RJNW	AWD RTL	\$43,975	\$41,335.04	\$2,552.23	\$500	\$0	36	10k	65%	\$28,583.75	\$595	0.00095	\$40,582.27	\$14,364	\$399	\$3,400	\$3,799	

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Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	L/C Cash	Other 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 ACCORD - HFS Lease Loyalty/Conquest																				
HP-24L	CY1F2REW	1.5T LX	\$28,990	\$27,818.41	\$734.33	\$0	\$1,250	\$0	36	10k	60%	\$17,394.00	\$595	0.00113	\$24,647.74	\$8,964	\$249	\$3,250	\$3,499	Yes
	CY1F3RJW	1.5T EX	\$31,005	\$29,599.23	\$903.92	\$0	\$1,250	\$0	36	10k	60%	\$18,603.00	\$595	0.00113	\$26,108.15	\$9,324	\$259	\$3,740	\$3,999	Yes
MY24 ACCORD FHEV - HFS Lease Loyalty/Conquest																				
HP-27L	CY2F5RJW	Sport	\$33,990	\$32,443.94	\$1,490.73	\$0	\$750	\$0	36	10k	61%	\$20,733.90	\$595	0.00150	\$30,529.67	\$12,564	\$349	\$3,250	\$3,599	Yes
MY24 CIVIC - HFS Lease Loyalty																				
HP-15L	FE2F2REW	4D 2.0 LX CVT	\$25,045	\$24,039.10	\$951.46	\$0	\$500	\$0	36	10k	63%	\$15,778.35	\$595	0.00181	\$21,925.56	\$8,604	\$239	\$3,160	\$3,399	Yes
	FL2H5REW	5D 2.0 LX CVT	\$26,045	\$24,997.10	\$1,046.38	\$0	\$500	\$0	36	10k	63%	\$16,408.35	\$595	0.00181	\$22,478.48	\$8,604	\$239	\$3,660	\$3,899	Yes
	FE2F5REW	4D 2.0 Sport CVT	\$26,645	\$25,444.15	\$1,092.91	\$0	\$500	\$0	36	10k	64%	\$17,052.80	\$595	0.00181	\$23,382.06	\$8,964	\$249	\$3,250	\$3,499	
	FL2H8REW	5D 2.0 Sport CVT	\$27,445	\$26,206.55	\$1,220.74	\$0	\$500	\$0	36	10k	65%	\$17,839.25	\$595	0.00181	\$24,072.29	\$8,964	\$249	\$3,450	\$3,699	
MY25 CIVIC - HFS Lease Loyalty																				
HP-18L	FE2F2SEW	4D 2.0 LX CVT	\$25,345	\$24,326.50	\$977.23	\$0	\$500	\$0	36	10k	65%	\$16,474.25	\$595	0.00271	\$22,368.73	\$9,684	\$269	\$3,030	\$3,299	Yes
	FE2F5SEW	4D 2.0 Sport CVT	\$27,345	\$26,111.25	\$1,204.21	\$0	\$500	\$0	36	10k	66%	\$18,047.70	\$595	0.00271	\$23,990.46	\$10,044	\$279	\$3,420	\$3,699	Yes
MY25 CIVIC FHEV - HFS Lease Loyalty																				
HP-21L	FE4F8SJW	4D 2.0 Hybrid Sport	\$29,845	\$28,493.75	\$1,321.26	\$0	\$500	\$0	36	10k	67%	\$19,996.15	\$595	0.00290	\$26,940.01	\$11,844	\$329	\$2,970	\$3,299	Yes
	FE4F8SKNW	4D 2.0 Hybrid Sport Touring	\$32,845	\$30,876.50	\$1,934.09	\$0	\$500	\$0	36	10k	66%	\$21,677.70	\$595	0.00290	\$28,955.59	\$12,564	\$349	\$3,950	\$4,299	Yes
MY24 CR-V - HFS Lease Loyalty																				
HP-65L	RS3H2REW	2WD LX	\$30,850	\$29,611.00	\$1,135.10	\$0	\$750	\$0	36	10k	62%	\$19,127.00	\$595	0.00143	\$27,491.10	\$10,764	\$299	\$3,100	\$3,399	Yes
	RS4H2REW	AWD LX	\$32,350	\$31,048.00	\$1,237.04	\$0	\$750	\$0	36	10k	62%	\$20,057.00	\$595	0.00143	\$28,330.04	\$10,764	\$299	\$3,800	\$4,099	Yes
	RS3H4RJW	2WD EX	\$33,360	\$31,855.53	\$1,427.70	\$0	\$750	\$0	36	10k	63%	\$21,016.80	\$595	0.00143	\$29,538.23	\$11,124	\$309	\$3,590	\$3,899	
	RS4H4RJW	AWD EX	\$34,860	\$33,285.03	\$1,550.66	\$0	\$750	\$0	36	10k	63%	\$21,961.80	\$595	0.00143	\$30,390.69	\$11,124	\$309	\$4,290	\$4,599	

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Vehicle Information					Dealer				Lease Parameters					Customer Financials					Featured	
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	L/C Cash	Other 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 CR-V - HFS Lease Loyalty																				
HP-37L	RS3H2SEW	2WD 5D 1.5T L4 LX CVT	\$31,450	\$30,185.80	\$1,191.98	\$0	\$500	\$0	36	10k	65%	\$20,442.50	\$595	0.00201	\$28,392.78	\$11,484	\$319	\$3,080	\$3,399	Yes
	RS4H2SEW	AWD 5D 1.5T L4 LX CVT	\$32,950	\$31,622.80	\$1,298.40	\$0	\$500	\$0	36	10k	65%	\$21,417.50	\$595	0.00201	\$29,236.20	\$11,484	\$319	\$3,780	\$4,099	Yes
	RS3H4SJW	2WD 5D 1.5T L4 EX CVT	\$33,700	\$32,179.55	\$1,480.59	\$0	\$500	\$0	36	10k	66%	\$22,242.00	\$595	0.00201	\$30,285.14	\$11,844	\$329	\$3,470	\$3,799	
	RS4H4SJW	AWD 5D 1.5T L4 EX CVT	\$35,200	\$33,609.05	\$1,507.48	\$0	\$500	\$0	36	10k	66%	\$23,232.00	\$595	0.00201	\$31,141.53	\$11,844	\$329	\$4,070	\$4,399	
MY24 CR-V FHEV - HFS Lease Loyalty																				
HP-68L	RS5H5RJXW	2WD Sport	\$35,400	\$33,799.65	\$1,549.99	\$0	\$500	\$0	36	10k	65%	\$23,010.00	\$595	0.00193	\$32,104.64	\$12,924	\$359	\$3,340	\$3,699	Yes
	RS6H5RJXW	AWD Sport	\$36,900	\$35,229.15	\$1,568.80	\$0	\$500	\$0	36	10k	65%	\$23,985.00	\$595	0.00193	\$32,952.95	\$12,924	\$359	\$3,940	\$4,299	Yes
MY25 CR-V FHEV - HFS Lease Loyalty																				
HP-40L	RS5H5SJXW	2WD 5D 2.0 Hybrid Sport CVT	\$35,700	\$34,085.55	\$1,584.87	\$0	\$500	\$0	36	10k	67%	\$23,919.00	\$595	0.00235	\$32,435.42	\$13,284	\$369	\$3,330	\$3,699	Yes
	RS6H5SJXW	AWD 5D 2.0 Hybrid Sport CVT	\$37,200	\$35,515.05	\$1,603.58	\$0	\$500	\$0	36	10k	67%	\$24,924.00	\$595	0.00235	\$33,283.63	\$13,284	\$369	\$3,930	\$4,299	Yes
MY24 HR-V - HFS Lease Loyalty																				
HP-30L	RZ1H3REW	2WD LX	\$25,950	\$24,817.44	\$1,108.26	\$0	\$500	\$0	36	10k	64%	\$16,608.00	\$595	0.00224	\$23,090.70	\$9,684	\$269	\$2,930	\$3,199	Yes
	RZ2H3REW	AWD LX	\$27,450	\$26,244.54	\$1,197.88	\$0	\$500	\$0	36	10k	64%	\$17,568.00	\$595	0.00224	\$23,907.42	\$9,684	\$269	\$3,630	\$3,899	Yes
	RZ1H5REW	2WD Sport	\$28,050	\$26,677.88	\$1,276.14	\$0	\$500	\$0	36	10k	65%	\$18,232.50	\$595	0.00224	\$25,139.02	\$10,404	\$289	\$2,910	\$3,199	
	RZ2H5REW	AWD Sport	\$29,550	\$28,097.25	\$1,386.26	\$0	\$500	\$0	36	10k	65%	\$19,207.50	\$595	0.00224	\$25,968.51	\$10,404	\$289	\$3,610	\$3,899	

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Vehicle Information				Dealer				Lease Parameters					Customer Financials					Featured		
Model ID	Trim	MSRP (incl. D&H)	Dealer Net (incl. D&H)	Margin (\$)	Captive Lease Cash	L/C Cash	Other 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 - HFS Lease Loyalty																				
HP-32L	RZ1H3SEW	2WD LX	\$26,450	\$25,395.80	\$1,005.23	\$0	\$500	\$0	36	10k	65%	\$17,192.50	\$595	0.00242	\$23,676.03	\$10,044	\$279	\$2,820	\$3,099	Yes
	RZ2H3SEW	AWD LX	\$27,950	\$26,832.80	\$1,086.96	\$0	\$500	\$0	36	10k	65%	\$18,167.50	\$595	0.00242	\$24,494.76	\$10,044	\$279	\$3,520	\$3,799	Yes
	RZ1H5SEW	2WD Sport	\$28,550	\$27,271.60	\$1,257.70	\$0	\$500	\$0	36	10k	66%	\$18,843.00	\$595	0.00242	\$25,724.30	\$10,764	\$299	\$2,900	\$3,199	
	RZ2H5SEW	AWD Sport	\$30,050	\$28,701.10	\$1,259.52	\$0	\$500	\$0	36	10k	66%	\$19,833.00	\$595	0.00242	\$26,555.62	\$10,764	\$299	\$3,500	\$3,799	
MY24 ODYSSEY - HFS Lease Loyalty																				
HP-54L	RL6H5REW	EX	\$39,635	\$37,837.72	\$1,740.68	\$750	\$750	\$0	36	10k	58%	\$22,988.30	\$595	0.00195	\$34,403.40	\$15,444	\$429	\$4,270	\$4,699	
	RL6H6RJNW	EX-L	\$42,705	\$39,909.35	\$2,713.47	\$750	\$750	\$0	36	10k	59%	\$25,195.95	\$595	0.00195	\$36,657.82	\$15,804	\$439	\$5,060	\$5,499	Yes
	RL6H7RJNW	Sport	\$43,655	\$40,793.61	\$2,768.94	\$750	\$750	\$0	36	10k	59%	\$25,756.45	\$595	0.00195	\$37,817.55	\$16,524	\$459	\$4,840	\$5,299	
MY24 PASSPORT - HFS Lease Loyalty																				
HP-43L	YF8H5RJNW	AWD EX-L	\$43,295	\$40,697.20	\$2,484.33	\$0	\$1,000	\$0	36	10k	62%	\$26,842.90	\$595	0.00125	\$38,276.53	\$14,364	\$399	\$4,500	\$4,899	Yes
MY25 PILOT - HFS Lease Loyalty																				
HP-47L	YG2H3SEW	2WD Sport	\$41,295	\$39,419.70	\$1,804.00	\$0	\$500	\$0	36	10k	66%	\$27,254.70	\$595	0.00200	\$37,328.70	\$14,724	\$409	\$3,990	\$4,399	Yes
	YG1H3SEW	AWD Sport	\$43,395	\$41,421.00	\$1,902.52	\$0	\$500	\$0	36	10k	66%	\$28,640.70	\$595	0.00200	\$38,528.52	\$14,724	\$409	\$4,890	\$5,299	Yes
	YG2H4SEW	2WD EX-L	\$44,595	\$41,916.60	\$2,595.81	\$0	\$500	\$0	36	10k	66%	\$29,432.70	\$595	0.00200	\$40,557.41	\$16,164	\$449	\$4,050	\$4,499	Yes
	YG1H4SEW	AWD EX-L	\$46,695	\$43,886.40	\$2,725.83	\$0	\$500	\$0	36	10k	66%	\$30,818.70	\$595	0.00200	\$41,757.23	\$16,164	\$449	\$4,950	\$5,399	Yes
MY24 PROLOGUE - HFS Loyalty/Conquest																				
HP-58L	3B3H2REXW	2WD EX	\$48,795	\$46,567.20	\$1,428.99	\$2,000	\$1,000	\$7,500	36	10k	53%	\$25,861.35	\$595	0.00103	\$34,391.19	\$10,764	\$299	\$3,700	\$3,999	Yes
	3B4H2REW	AWD EX	\$51,795	\$49,426.20	\$1,646.29	\$2,000	\$1,000	\$7,500	36	10k	53%	\$27,451.35	\$595	0.00103	\$35,867.49	\$10,764	\$299	\$5,300	\$5,599	Yes
	3B3H6RJXW	2WD Touring	\$53,095	\$49,114.10	\$2,746.63	\$2,000	\$1,000	\$7,500	36	10k	53%	\$28,140.35	\$595	0.00103	\$37,895.73	\$12,204	\$339	\$4,060	\$4,399	
	3B4H6RJW	AWD Touring	\$56,095	\$51,883.10	\$2,953.93	\$2,000	\$1,000	\$7,500	36	10k	53%	\$29,730.35	\$595	0.00103	\$39,372.03	\$12,204	\$339	\$5,560	\$5,899	
	3B4H8RJW	AWD Elite	\$59,295	\$54,547.20	\$3,299.65	\$2,000	\$1,000	\$7,500	36	10k	52%	\$30,833.40	\$595	0.00103	\$42,131.85	\$14,004	\$389	\$5,810	\$6,199	
MY24 RIDGELINE - HFS Loyalty/Conquest																				
HP-50L	YK3F1REW	AWD Sport	\$41,145	\$39,276.75	\$1,802.21	\$500	\$1,000	\$0	36	10k	65%	\$26,744.25	\$595	0.00095	\$37,123.96	\$12,564	\$349	\$3,050	\$3,399	
	YK3F5RJNW	AWD RTL	\$43,975	\$41,335.04	\$2,537.95	\$500	\$1,000	\$0	36	10k	65%	\$28,583.75	\$595	0.00095	\$39,537.99	\$13,284	\$369	\$3,430	\$3,799	Yes

Issue Date: July 9, 2024 Program Start: July 9, 2024 Program End: September 3, 2024	Mileage Options 12k Miles Per Year Option: 10k Miles Per Year Option:	24-33 mo. RV + 1% RV + 2%	36-48 mo. RV + 2% RV + 3%
New RV\$ = (MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile < 200 miles RV\$ - 10 cents per mile > 200 miles	
Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79,999 miles (Cert.)	

MY25 Honda	Trim	Model Code	24	27	30	33	36	39	42	45	48	51	54	57	60	Hard Add Accessories
CIVIC SEDAN	LX	FE2F2SEW	69	68	66	64	62	60	58	56	54	50	48	46	44	W8, SP
	SPORT	FE2F5SEW	70	69	67	65	63	61	59	57	55	51	49	47	45	SP
	HYBRID SPORT	FE4F8SJW	71	70	68	66	64	62	60	58	56	52	50	48	46	SP
	HYBRID SPORT TOURING	FE4F8SKNW	70	69	67	65	63	61	59	57	55	51	49	47	45	SP
CR-V 2WD/AWD	LX	RS3H2SEW / RS4H2SEW	69	68	66	64	62	60	58	56	54	50	48	46	44	RB, RC, SP, TH, W8
	EX	RS3H4SJW / RS4H4SJW	70	69	67	65	63	61	59	57	55	51	49	47	45	RB, RC, SP, TH
	EX-L	RS3H7SJW / RS4H7SJW	70	69	67	65	63	61	59	57	55	51	49	47	45	RB, RC, SP, TH
	HYBRID SPORT	RS5H5SJXW / RS6H5SJXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
	HYBRID SPORT L	RS5H8SJXW / RS6H8SJXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
	HYBRID SPORT TOURING	/ RS6H9SKXW	71	70	68	66	64	62	60	58	56	52	50	48	46	RB, RC, SP, TH
HR-V 2WD/AWD	LX	RZ1H3SEW / RZ2H3SEW	69	68	66	64	62	60	58	56	54	49	48	47	45	SP
	SPORT	RZ1H5SEW / RZ2H5SEW	70	69	67	65	63	61	59	57	55	49	47	46	44	SP
	EX-L	RZ1H7SJW / RZ2H7SJW	67	66	64	62	60	58	56	54	52	50	48	47	45	SP
PILOT 2WD/AWD	SPORT	YG2H3SEW / YG1H3SEW	70	69	67	65	63	61	59	57	55	49	46	43	39	RB, RC, TH
	EX-L	YG2H4SENW / YG1H4SENW	70	69	67	65	63	61	59	57	55	48	45	42	38	RB, RC, TH, W0
	TRAILSPO	/ YG1H6SJW	71	70	68	66	64	62	60	58	56	46	43	40	37	RB, RC
	TOURING	YG2H7SKNW / YG1H7SKNW	68	67	65	63	61	59	57	55	53	47	44	41	37	RB, RC, TH
	ELITE	/ YG1H8SKNW	68	67	65	63	61	59	57	55	53	45	42	39	36	RB, RC, TH
	BLACK EDITION	/ YG1H9SKNW	68	67	65	63	61	59	57	55	53	44	41	38	35	RB, RC, TH

HARD ADDS (Genuine Honda Accessories)	Legend	SP	TH	RB	RC	W7	W8	W9	W0
	Description	Spoilers (Deck Lid, Rear Wing, Tailgate)	Trailer Hitch	Step Assist	Roof Crossbar	Alloy Wheel Swap 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
	<i>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.</i>								

Issue Date: July 9, 2024 Program Start: July 9, 2024 Program End: September 3, 2024	Mileage Options 12k Miles Per Year Option: 10k Miles Per Year Option:	24-33 mo. RV + 1% RV + 2%	36-48 mo. RV + 2% RV + 3%
New RV\$ = (MSRP + D&H + Color Upcharge + PPO + Hard Add) x RV%	Low Odometer Mileage (Cert. Only): Excess Odometer Mileage:	RV\$ + 5 cents per mile < 200 miles RV\$ - 10 cents per mile > 200 miles	
Certified RV\$ = (MSRP + Color Upcharge + PPO + Hard Add) x RV%	Max. Odometer Mileage:	6,000 miles (New) or 79,999 miles (Cert.)	

<div><div><div>HARD ADDS</div><div>(Genuine Honda Accessories)</div></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:	July 9, 2024	Mileage Options	24-33 mo.	36-45 mo.	48 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	RV + 6%
Program End:	September 3, 2024	10k Miles Per Year Option:	RV + 4%	RV + 6%	RV + 8%
Low Odometer Mileage: RV\$ + 5 cents per mile < 15k miles			Max. Odometer Mileage: 79,999 miles		
Excess Odometer Mileage: RV\$ - 10 cents per mile > 15k miles					

MY23 Honda	Model Code	Trim	24mo	30mo	36mo	42mo	48mo
ACCORD SEDAN	CY1F2PEW	4dr Sdn LX	\$16,720	\$15,940	\$14,870	\$13,450	\$12,040
	CY1F3PJW	4dr Sdn EX	\$18,460	\$17,580	\$16,370	\$14,820	\$13,260
	CY1F3PJYW	4dr Sdn EX w/o BSI	\$18,460	\$17,580	\$16,370	\$14,820	\$13,260
ACCORD HYBRID SEDAN	CY2F5PJW	4dr Sdn Sport	\$19,370	\$18,400	\$17,090	\$15,490	\$13,900
	CY2F5PJYW	4dr Sdn Sport w/o BSI	\$19,370	\$18,400	\$17,090	\$15,490	\$13,900
	CY2F6PJNW	4dr Sdn EX-L	\$20,640	\$19,570	\$18,130	\$16,510	\$14,890
	CY2F6PJYW	4dr Sdn EX-L w/o BSI	\$20,640	\$19,570	\$18,130	\$16,510	\$14,890
	CY2F7PJXW	4dr Sdn Sport-L	\$20,800	\$19,710	\$18,260	\$16,630	\$14,990
	CY2F7PJYW	4dr Sdn Sport-L w/o BSI	\$20,800	\$19,710	\$18,260	\$16,630	\$14,990
	CY2F8PKNW	4dr Sdn Touring	\$22,150	\$20,970	\$19,410	\$17,670	\$15,940
	CY2F8PKYW	4dr Sdn Touring w/o BSI	\$22,150	\$20,970	\$19,410	\$17,670	\$15,940
CIVIC SEDAN	FE2F2PEW	4dr Sdn LX 2.0L AT	\$14,170	\$13,290	\$12,160	\$10,860	\$9,560
	FE2F5PEW	4dr Sdn Sport 2.0L AT	\$15,310	\$14,390	\$13,210	\$11,820	\$10,430
	FE1F7PJTW	4dr Sdn EX 1.5T AT w/o BSI	\$16,900	\$15,870	\$14,560	\$13,060	\$11,550
	FE1F7PJW	4dr Sdn EX 1.5T AT	\$16,900	\$15,870	\$14,560	\$13,060	\$11,550
	FE1F9PKNW	4dr Sdn Touring 1.5T AT	\$19,420	\$18,240	\$16,730	\$15,060	\$13,390
	FE1E5PJXW	4dr Sdn Si MT	\$19,890	\$18,600	\$16,980	\$15,220	\$13,460
CIVIC HATCHBACK	FL2H5PEW	5dr HB LX 2.0L AT	\$16,380	\$15,280	\$13,900	\$12,440	\$10,990
	FL2G8PEW	5dr HB Sport 2.0L MT	\$15,990	\$14,940	\$13,620	\$12,180	\$10,740
	FL2H8PEW	5dr HB Sport 2.0L AT	\$17,260	\$16,130	\$14,710	\$13,200	\$11,680
	FL1H7PJTW	5dr HB EX-L 1.5T AT	\$19,030	\$17,760	\$16,170	\$14,510	\$12,850
	FL1H7PJNW	5dr HB EX-L 1.5T AT w/o BSI	\$19,030	\$17,760	\$16,170	\$14,510	\$12,850
	FL1G8PKNW	5dr HB Sport Touring 1.5T MT	\$20,330	\$18,970	\$17,260	\$15,540	\$13,820
	FL1H8PKNW	5dr HB Sport Touring 1.5T AT	\$21,450	\$20,020	\$18,230	\$16,430	\$14,640
	FL5G4PGW	5dr HB Type R MT	\$35,720	\$33,100	\$29,890	\$26,740	\$23,590
CR-V 2WD	RS3H2PEW	4dr Wgn LX	\$16,590	\$15,630	\$14,380	\$13,230	\$12,090
	RS3H4PJW	4dr Wgn EX	\$18,930	\$17,850	\$16,450	\$15,150	\$13,850
	RS3H4PJXW	4dr Wgn EX w/o BSI	\$18,930	\$17,850	\$16,450	\$15,150	\$13,850
	RS3H7PJW	4dr Wgn EX-L	\$20,640	\$19,450	\$17,900	\$16,510	\$15,120
	RS3H7PJXW	4dr Wgn EX-L w/o BSI	\$20,640	\$19,450	\$17,900	\$16,510	\$15,120
	RS5H5PJW	4dr Wgn Sport Hybrid	\$20,850	\$19,640	\$18,080	\$16,650	\$15,220
	RS5H5PJYW	4dr Wgn Sport Hybrid w/o BSI	\$20,850	\$19,640	\$18,080	\$16,650	\$15,220
CR-V AWD	RS4H2PEW	4dr Wgn LX	\$17,160	\$16,170	\$14,890	\$13,710	\$12,520
	RS4H4PJW	4dr Wgn EX	\$19,470	\$18,380	\$16,960	\$15,620	\$14,280
	RS4H4PJXW	4dr Wgn EX w/o BSI	\$19,470	\$18,380	\$16,960	\$15,620	\$14,280
	RS4H7PJW	4dr Wgn EX-L	\$21,270	\$20,020	\$18,410	\$16,940	\$15,480
	RS4H7PJXW	4dr Wgn EX-L w/o BSI	\$21,270	\$20,020	\$18,410	\$16,940	\$15,480
	RS6H5PJW	4dr Wgn Sport Hybrid	\$21,450	\$20,200	\$18,590	\$17,120	\$15,660
	RS6H5PJYW	4dr Wgn Sport Hybrid w/o BSI	\$21,450	\$20,200	\$18,590	\$17,120	\$15,660
	RS6H9PKW	4dr Wgn Sport Touring Hybrid	\$23,610	\$22,220	\$20,430	\$18,820	\$17,210
HR-V 2WD	RZ1H3PEW	4dr Wgn LX	\$13,680	\$13,330	\$12,720	\$11,510	\$10,300
	RZ1H5PEW	4dr Wgn Sport	\$15,130	\$14,690	\$13,970	\$12,670	\$11,370
	RZ1H7PJW	4dr Wgn EX-L	\$17,210	\$16,590	\$15,660	\$14,220	\$12,780
HR-V AWD	RZ2H3PEW	4dr Wgn LX	\$15,030	\$14,570	\$13,850	\$12,560	\$11,270
	RZ2H5PEW	4dr Wgn Sport	\$16,510	\$15,950	\$15,100	\$13,710	\$12,320
	RZ2H7PJW	4dr Wgn EX-L	\$18,540	\$17,820	\$16,780	\$15,250	\$13,720
ODYSSEY	RL6H5PEW	4dr Wgn EX	\$22,150	\$20,480	\$18,440	\$16,230	\$14,030
	RL6H6PJNW	4dr Wgn EX-L	\$23,790	\$21,980	\$19,790	\$17,480	\$15,170
	RL6H7PJNW	4dr Wgn Sport	\$23,950	\$22,130	\$19,920	\$17,600	\$15,270
	RL6H8PKNW	4dr Wgn Touring	\$25,450	\$23,530	\$21,190	\$18,770	\$16,350
	RL6H9PKNW	4dr Wgn Elite	\$27,430	\$25,390	\$22,900	\$20,360	\$17,820

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

Model Year 2023

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36-45 mo.	48 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	RV + 6%
Program End:	September 3, 2024	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	\$25,710	\$24,080	\$22,010	\$19,580	\$17,160
	YF8H6PKNW	4dr Wgn TrailSport	\$26,390	\$24,700	\$22,570	\$20,090	\$17,620
	YF8H0PKNW	4dr Wgn Elite	\$28,050	\$26,270	\$24,020	\$21,450	\$18,870
PILOT 2WD	YG2H2PEW	4dr Wgn LX	\$23,710	\$22,200	\$20,300	\$17,710	\$15,120
	YG2H3PEW	4dr Wgn Sport	\$25,840	\$24,230	\$22,190	\$19,380	\$16,580
	YG2H4PENW	4dr Wgn EX-L 8-Passenger	\$28,050	\$26,270	\$24,020	\$21,010	\$18,000
	YG2H5PENW	4dr Wgn EX-L 7-Passenger	\$28,210	\$26,420	\$24,150	\$21,130	\$18,110
	YG2H7PKNW	4dr Wgn Touring	\$29,820	\$27,950	\$25,580	\$22,480	\$19,380
PILOT 4WD	YG1H2PEW	4dr Wgn LX	\$24,670	\$23,100	\$21,110	\$18,440	\$15,760
	YG1H3PEW	4dr Wgn Sport	\$26,880	\$25,190	\$23,050	\$20,160	\$17,260
	YG1H4PENW	4dr Wgn EX-L 8-Passenger	\$29,040	\$27,210	\$24,890	\$21,830	\$18,770
	YG1H5PENW	4dr Wgn EX-L 7-Passenger	\$30,080	\$28,170	\$25,760	\$22,610	\$19,460
	YG1H6PJW	4dr Wgn TrailSport	\$30,910	\$28,940	\$26,440	\$23,220	\$19,990
	YG1H7PKNW	4dr Wgn Touring	\$30,860	\$28,940	\$26,490	\$23,330	\$20,170
	YG1H8PKNW	4dr Wgn Elite	\$32,160	\$30,150	\$27,590	\$24,340	\$21,090
RIDGELINE 4WD	YK3F1PEW	Crew Cab Sport	\$23,270	\$21,520	\$19,380	\$17,110	\$14,840
	YK3F5PJNW	Crew Cab RTL	\$25,450	\$23,570	\$21,270	\$18,860	\$16,450
	YK3F7PKNW	Crew Cab RTL-E	\$26,310	\$24,350	\$21,960	\$19,490	\$17,030
	YK3F8PKNW	Crew Cab Black Edition	\$26,700	\$24,700	\$22,260	\$19,790	\$17,310

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

Model Year 2022

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36-45 mo.	48 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	RV + 6%
Program End:	September 3, 2024	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	\$12,820	\$12,230	\$11,420	\$10,150	\$8,870
	CV1F3NEW	4dr Sdn Sport	\$13,650	\$13,000	\$12,110	\$10,790	\$9,460
	CV1F4NENW	4dr Sdn Sport SE	\$14,850	\$14,120	\$13,130	\$11,730	\$10,330
	CV1F5NJNW	4dr Sdn EX-L	\$15,680	\$14,890	\$13,820	\$12,350	\$10,890
	CV2F3NJW	4dr Sdn Sport 2.0T	\$16,170	\$15,330	\$14,200	\$12,710	\$11,220
	CV2F9NKNW	4dr Sdn Touring 2.0T	\$18,460	\$17,460	\$16,140	\$14,500	\$12,850
	CV3F1NEW	4dr Sdn Hybrid	\$13,420	\$12,780	\$11,910	\$10,610	\$9,310
	CV3F2NEW	4dr Sdn Sport Hybrid	\$14,250	\$13,530	\$12,570	\$11,210	\$9,840
	CV3F5NJNW	4dr Sdn EX-L Hybrid	\$15,910	\$15,090	\$14,000	\$12,530	\$11,070
	CV3F9NKNW	4dr Sdn Touring Hybrid	\$17,130	\$16,220	\$15,020	\$13,460	\$11,910
CIVIC SEDAN	FE2F2NEW	4dr LX 2.0L AT	\$13,050	\$12,440	\$11,600	\$10,380	\$9,150
	FE2F5NEW	4dr Sport 2.0L AT	\$14,220	\$13,520	\$12,570	\$11,280	\$10,000
	FE1F7NJW	4dr EX 1.5T AT	\$15,730	\$14,920	\$13,850	\$12,440	\$11,040
	FE1F9NKNW	4dr Touring 1.5T AT	\$18,150	\$17,170	\$15,890	\$14,320	\$12,750
	FE1E5NJXW	4dr Sdn Si MT	\$18,590	\$17,520	\$16,140	\$14,500	\$12,850
	FE1E5NJW	4dr Sdn Si MT HPT	\$18,590	\$17,520	\$16,140	\$14,500	\$12,850
CIVIC HATCHBACK	FL2H5NEW	5dr LX 2.0L AT	\$13,650	\$12,950	\$12,010	\$10,760	\$9,510
	FL2G8NEW	5dr Sport 2.0L MT	\$14,200	\$13,440	\$12,440	\$11,140	\$9,840
	FL2H8NEW	5dr Sport 2.0L AT	\$15,470	\$14,630	\$13,520	\$12,140	\$10,760
	FL1H7NJNW	5dr EX-L 1.5T AT	\$17,130	\$16,150	\$14,870	\$13,360	\$11,860
	FL1G8NKNW	5dr Sport Touring 1.5T MT	\$18,330	\$17,260	\$15,890	\$14,290	\$12,700
	FL1H8NKNW	5dr Sport Touring 1.5T AT	\$19,420	\$18,290	\$16,830	\$15,170	\$13,520
CR-V 2WD	RW1H2NEW	4dr Wgn LX	\$12,640	\$11,930	\$11,020	\$10,190	\$9,360
	RW1H7NEW	4dr Wgn SE	\$13,730	\$12,960	\$11,960	\$11,080	\$10,200
	RW1H5NJW	4dr Wgn EX	\$15,340	\$14,420	\$13,230	\$12,230	\$11,220
	RW1H8NJNW	4dr Wgn EX-L	\$16,480	\$15,480	\$14,200	\$13,120	\$12,040
CR-V AWD	RW2H2NEW	4dr Wgn LX	\$13,230	\$12,470	\$11,480	\$10,620	\$9,770
	RW2H7NEW	4dr Wgn SE	\$14,300	\$13,480	\$12,420	\$11,530	\$10,630
	RW2H5NJW	4dr Wgn EX	\$15,860	\$14,910	\$13,690	\$12,650	\$11,600
	RW2H8NJNW	4dr Wgn EX-L	\$17,060	\$16,000	\$14,660	\$13,530	\$12,390
	RW2H9NKNW	4dr Wgn Touring	\$19,270	\$18,060	\$16,520	\$15,240	\$13,950
CR-V HYBRID	RT6H5NJW	4dr Wgn EX Hybrid	\$17,890	\$16,840	\$15,480	\$14,330	\$13,180
	RT6H8NJNW	4dr Wgn EX-L Hybrid	\$18,900	\$17,780	\$16,350	\$15,150	\$13,950
	RT6H9NKNW	4dr Wgn Touring Hybrid	\$20,830	\$19,590	\$18,000	\$16,720	\$15,430
HR-V 2WD	RU5H3NEXW	4dr Wgn LX	\$9,000	\$8,500	\$7,850	\$7,340	\$6,830
	RU5H1NEXW	4dr Wgn Sport	\$10,010	\$9,110	\$8,060	\$7,780	\$7,500
	RU5H5NJXW	4dr Wgn EX	\$11,620	\$10,910	\$10,000	\$9,310	\$8,620
	RU5H7NJXW	4dr Wgn EX-L	\$12,430	\$11,660	\$10,680	\$9,950	\$9,210
HR-V AWD	RU6H3NEW	4dr Wgn LX	\$10,320	\$9,710	\$8,930	\$8,340	\$7,750
	RU6H1NEW	4dr Wgn Sport	\$11,280	\$10,600	\$9,720	\$9,050	\$8,390
	RU6H5NJW	4dr Wgn EX	\$12,900	\$12,090	\$11,070	\$10,300	\$9,540
	RU6H7NJNW	4dr Wgn EX-L	\$13,700	\$12,840	\$11,760	\$10,930	\$10,100
INSIGHT	ZE4F5NEW	4dr Sdn EX	\$12,820	\$12,160	\$11,270	\$9,660	\$8,060
	ZE4F9NKNW	4dr Sdn Touring	\$14,850	\$14,040	\$12,980	\$11,250	\$9,510
ODYSSEY	RL6H2NEW	4dr Wgn LX	\$17,910	\$16,600	\$14,990	\$13,160	\$11,320
	RL6H5NEXW	4dr Wgn EX	\$20,540	\$19,030	\$17,190	\$15,170	\$13,160
	RL6H7NJXW	4dr Wgn EX-L	\$22,070	\$20,440	\$18,440	\$16,320	\$14,200
	RL6H8NKXW	4dr Wgn Touring	\$23,610	\$21,850	\$19,710	\$17,480	\$15,250
	RL6H9NKXW	4dr Wgn Elite	\$25,450	\$23,570	\$21,270	\$18,920	\$16,580

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

Model Year 2022

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36-45 mo.	48 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%	RV + 6%
Program End:	September 3, 2024	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	\$22,850	\$21,450	\$19,660	\$17,110	\$14,560
	YF8H5NJNW	4dr Wgn EX-L AWD	\$24,000	\$22,500	\$20,600	\$17,980	\$15,350
	YF8H6NKNW	4dr Wgn Trailsport AWD	\$24,600	\$23,050	\$21,090	\$18,420	\$15,760
	YF8H0NKNW	4dr Wgn Elite	\$26,180	\$24,530	\$22,440	\$19,660	\$16,880
PILOT 2WD	YF5H3NEW	4dr Wgn Sport	\$20,590	\$19,280	\$17,620	\$14,980	\$12,340
	YF5H5NJNW	4dr Wgn EX-L	\$21,890	\$20,460	\$18,670	\$15,910	\$13,160
	YF5H2NJNW	4dr Wgn SE	\$22,310	\$20,850	\$19,020	\$16,240	\$13,460
	YF5H9NKNW	4dr Wgn Touring	\$23,560	\$22,010	\$20,070	\$17,210	\$14,360
	YF5H6NKNW	4dr Wgn Touring 7Pass	\$23,660	\$22,100	\$20,150	\$17,280	\$14,410
PILOT 4WD	YF6H3NEW	4dr Wgn Sport	\$21,530	\$20,120	\$18,360	\$15,640	\$12,930
	YF6H5NJNW	4dr Wgn EX-L	\$22,800	\$21,310	\$19,430	\$16,630	\$13,820
	YF6H2NJNW	4dr Wgn SE	\$23,220	\$21,700	\$19,790	\$16,940	\$14,100
	YF6H8NKNW	4dr Wgn Trailsport	\$23,690	\$22,100	\$20,120	\$17,240	\$14,360
	YF6H9NKNW	4dr Wgn Touring	\$24,440	\$22,830	\$20,810	\$17,900	\$14,990
	YF6H6NKNW	4dr Wgn Touring 7Pass	\$24,540	\$22,930	\$20,910	\$17,990	\$15,070
	YF6H0NKNW	4dr Wgn Elite	\$24,910	\$23,260	\$21,190	\$18,250	\$15,300
	YF6H7NKXW	4dr Wgn Black Edition	\$25,220	\$23,540	\$21,450	\$18,470	\$15,500
RIDGELINE 4WD	YK3F1NEW	Crew Cab Sport	\$21,030	\$19,380	\$17,390	\$15,300	\$13,210
	YK3F5NJNW	Crew Cab RTL	\$23,110	\$21,320	\$19,150	\$16,920	\$14,690
	YK3F7NKNW	Crew Cab RTL-E	\$23,890	\$22,020	\$19,760	\$17,480	\$15,200
	YK3F8NKNW	Crew Cab Black Edition	\$24,230	\$22,320	\$20,020	\$17,720	\$15,430

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

Model Year 2021

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$9,700	\$9,140	\$8,420
	CV1F3MEW	4dr Sdn Sport	\$10,400	\$9,780	\$8,980
	CV1F4MENW	4dr Sdn Sport SE	\$11,470	\$10,750	\$9,840
	CV1F5MJNW	4dr Sdn EX-L	\$12,140	\$11,410	\$10,480
	CV2F3MJW	4dr Sdn Sport 2.0T	\$12,530	\$11,740	\$10,740
	CV2F9MKNW	4dr Sdn Touring 2.0T	\$14,510	\$13,560	\$12,370
	CV3F1MEW	4dr Sdn Hybrid	\$10,170	\$9,580	\$8,820
	CV3F4MJW	4dr Sdn EX Hybrid	\$11,260	\$10,580	\$9,720
	CV3F5MJNW	4dr Sdn EX-L Hybrid	\$12,220	\$11,450	\$10,480
	CV3F9MKNW	4dr Sdn Touring Hybrid	\$13,390	\$12,520	\$11,420
CIVIC SEDAN	FC2F6MEW	4dr LX 2.0L AT	\$9,750	\$8,840	\$7,780
	FC2F8MEW	4dr Sport 2.0L AT	\$11,000	\$9,970	\$8,770
	FC1F3MJW	4dr EX 1.5T AT	\$12,190	\$11,060	\$9,740
	FC1F7MJNW	4dr EX-L 1.5T AT	\$12,740	\$11,580	\$10,230
	FC1F9MKNW	4dr Touring 1.5T AT	\$13,340	\$12,130	\$10,710
CIVIC HATCHBACK	FK7H3MEW	5dr LX 1.5T AT	\$10,790	\$9,780	\$8,590
	FK7G4MEW	5dr Sport 1.5T MT	\$11,670	\$10,580	\$9,310
	FK7H4MEW	5dr Sport 1.5T AT	\$12,610	\$11,450	\$10,100
	FK7H6MJW	5dr EX 1.5T AT	\$13,030	\$11,830	\$10,430
	FK7G9MKNW	5dr Sport Touring 1.5T MT	\$13,520	\$12,290	\$10,840
	FK7H9MKNW	5dr Sport Touring 1.5T AT	\$14,330	\$13,040	\$11,530
	FK8G7MGW	5dr Type R	\$25,900	\$25,050	\$23,740
	FK8G0MGW	5dr Type R Limited Edition	\$28,700	\$27,770	\$26,320
CLARITY PHEV	ZC5F1MEW	4dr Sdn PHEV	\$8,920	\$8,370	\$7,680
	ZC5F3MGW	4dr Sdn Touring PHEV	\$10,170	\$9,530	\$8,720
CR-V 2WD	RW1H2MEW	4dr Wgn LX	\$10,060	\$9,460	\$8,700
	RW1H7MEW	4dr Wgn SE	\$10,970	\$10,320	\$9,490
	RW1H5MJW	4dr Wgn EX	\$12,350	\$11,570	\$10,580
	RW1H8MJNW	4dr Wgn EX-L	\$13,340	\$12,480	\$11,400
	RW1H9MKNW	4dr Wgn Touring	\$15,240	\$14,220	\$12,950
CR-V AWD	RW2H2MEW	4dr Wgn LX	\$10,530	\$9,910	\$9,100
	RW2H7MEW	4dr Wgn SE	\$11,470	\$10,790	\$9,920
	RW2H5MJW	4dr Wgn EX	\$12,820	\$11,990	\$10,940
	RW2H8MJNW	4dr Wgn EX-L	\$13,810	\$12,900	\$11,760
	RW2H9MKNW	4dr Wgn Touring	\$15,680	\$14,630	\$13,310
CR-V HYBRID	RT6H5MJW	4dr Wgn EX Hybrid	\$14,640	\$13,720	\$12,550
	RT6H8MJNW	4dr Wgn EX-L Hybrid	\$15,520	\$14,530	\$13,290
	RT6H9MKNW	4dr Wgn Touring Hybrid	\$17,290	\$16,200	\$14,820
HR-V 2WD	RU5H3MEXW	4dr Wgn LX	\$7,440	\$6,670	\$5,790
	RU5H1MEXW	4dr Wgn Sport	\$8,010	\$7,450	\$6,760
	RU5H5MJXW	4dr Wgn EX	\$9,150	\$8,500	\$7,700
	RU5H7MJXW	4dr Wgn EX-L	\$9,850	\$9,150	\$8,290

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

Model Year 2021

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$8,270	\$7,700	\$6,990
	RU6H1MEW	4dr Wgn Sport	\$9,070	\$8,420	\$7,620
	RU6H5MJW	4dr Wgn EX	\$10,240	\$9,520	\$8,620
	RU6H7MJNW	4dr Wgn EX-L	\$10,920	\$10,140	\$9,180
	RU6H9MKNW	4dr Wgn Touring	\$11,570	\$10,760	\$9,770
INSIGHT	ZE4F1MEW	4dr Sdn LX	\$8,500	\$7,850	\$7,060
	ZE4F5MEW	4dr Sdn EX	\$9,440	\$8,700	\$7,800
	ZE4F9MKNW	4dr Sdn Touring	\$11,150	\$10,280	\$9,230
ODYSSEY	RL6H2MEW	4dr Wgn LX	\$12,610	\$12,060	\$11,300
	RL6H5MEXW	4dr Wgn EX	\$14,870	\$14,160	\$13,180
	RL6H7MJXW	4dr Wgn EX-L	\$16,150	\$15,330	\$14,230
	RL6H8MKXW	4dr Wgn Touring	\$17,370	\$16,450	\$15,220
	RL6H9MKXW	4dr Wgn Elite	\$19,110	\$18,060	\$16,680
PASSPORT 2WD	YF7H2MEW	4dr Wgn Sport	\$15,650	\$13,870	\$11,860
	YF7H5MJNW	4dr Wgn EX-L	\$18,040	\$16,080	\$13,850
	YF7H9MKNW	4dr Wgn Touring	\$18,900	\$16,860	\$14,540
PASSPORT AWD	YF8H2MEW	4dr Wgn Sport	\$16,640	\$14,780	\$12,670
	YF8H5MJNW	4dr Wgn EX-L	\$19,060	\$17,020	\$14,690
	YF8H9MKNW	4dr Wgn Touring	\$19,860	\$17,760	\$15,350
	YF8H0MKNW	4dr Wgn Elite	\$20,100	\$17,970	\$15,530
PILOT 2WD	YF5H1MEW	4dr Wgn LX	\$10,970	\$9,690	\$8,240
	YF5H3MEXW	4dr Wgn EX	\$13,230	\$11,790	\$10,150
	YF5H5MJNW	4dr Wgn EX-L	\$16,020	\$14,340	\$12,420
	YF5H2MJNW	4dr Wgn SE	\$16,460	\$14,740	\$12,780
	YF5H9MKNW	4dr Wgn Touring	\$17,470	\$15,680	\$13,620
	YF5H6MKNW	4dr Wgn Touring 7Pass	\$17,550	\$15,760	\$13,690
PILOT 4WD	YF6H1MEW	4dr Wgn LX	\$11,730	\$10,390	\$8,870
	YF6H3MEXW	4dr Wgn EX	\$14,010	\$12,510	\$10,790
	YF6H5MJNW	4dr Wgn EX-L	\$16,800	\$15,050	\$13,060
	YF6H2MJNW	4dr Wgn SE	\$17,240	\$15,470	\$13,440
	YF6H9MKNW	4dr Wgn Touring	\$18,230	\$16,380	\$14,250
	YF6H6MKNW	4dr Wgn Touring 7Pass	\$18,330	\$16,480	\$14,360
	YF6H0MKNW	4dr Wgn Elite	\$18,620	\$16,730	\$14,560
	YF6H7MKXW	4dr Wgn Black Edition	\$18,880	\$16,970	\$14,760
RIDGELINE 4WD	YK3F1MEW	Crew Cab Sport	\$17,580	\$15,870	\$13,900
	YK3F5MJNW	Crew Cab RTL	\$19,370	\$17,520	\$15,380
	YK3F7MKNW	Crew Cab RTL-E	\$19,990	\$18,080	\$15,860
	YK3F8MKNW	Crew Cab Black Edition	\$20,310	\$18,380	\$16,140

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

Model Year 2020

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$7,700	\$7,100	\$6,380
	CV1E3LEW	4dr Sdn Sport MT	\$7,670	\$7,070	\$6,350
	CV1F3LEW	4dr Sdn Sport AT	\$8,450	\$7,770	\$6,960
	CV1F4LJW	4dr Sdn EX AT	\$9,000	\$8,280	\$7,420
	CV1F5LJNW	4dr Sdn EX-L AT	\$9,780	\$9,000	\$8,060
	CV2E3LJW	4dr Sdn Sport 2.0T MT	\$9,310	\$8,550	\$7,650
	CV2F3LJW	4dr Sdn Sport 2.0T AT	\$10,110	\$9,320	\$8,360
	CV2F5LJNW	4dr Sdn EX-L 2.0T AT	\$10,760	\$9,910	\$8,870
	CV2F9LKNW	4dr Sdn Touring 2.0T AT	\$11,800	\$10,860	\$9,720
	CV3F1LEW	4dr Sdn Hybrid	\$8,190	\$7,550	\$6,780
	CV3F4LJW	4dr Sdn EX Hybrid	\$9,230	\$8,490	\$7,600
	CV3F5LJNW	4dr Sdn EX-L Hybrid	\$9,960	\$9,170	\$8,210
	CV3F9LKNW	4dr Sdn Touring Hybrid	\$10,790	\$9,930	\$8,900
	FC2E6LEW	4dr LX 2.0L MT	\$6,160	\$5,410	\$4,560
CIVIC SEDAN	FC2F6LEW	4dr LX 2.0L AT	\$6,840	\$6,050	\$5,150
	FC2E8LEW	4dr Sport 2.0L MT	\$7,310	\$6,470	\$5,530
	FC2F8LEW	4dr Sport 2.0L AT	\$8,010	\$7,120	\$6,120
	FC1F3LJW	4dr EX 1.5T AT	\$8,660	\$7,700	\$6,600
	FC1F7LJNW	4dr EX-L 1.5T AT	\$9,000	\$8,020	\$6,910
	FC1F9LKNW	4dr Touring 1.5T AT	\$9,650	\$8,610	\$7,420
	FC1E5LJXW	4dr Si MT	\$11,310	\$10,150	\$8,820
	FC1E5LJW	4dr Si MT HPT	\$11,310	\$10,150	\$8,820
CIVIC COUPE	FC4B6LEW	2dr LX 2.0L AT	\$7,020	\$6,210	\$5,300
	FC4A8LEW	2dr Sport 2.0L MT	\$7,280	\$6,450	\$5,510
	FC4B8LEW	2dr Sport 2.0L AT	\$7,980	\$7,100	\$6,090
	FC3B3LJW	2dr EX 1.5T AT	\$8,420	\$7,490	\$6,430
	FC3B9LKNW	2dr Touring 1.5T AT	\$9,390	\$8,360	\$7,190
	FC3A5LJXW	2dr Si MT	\$11,310	\$10,130	\$8,770
	FC3A5LJW	2dr Si MT HPT	\$11,310	\$10,130	\$8,770
CIVIC HATCHBACK	FK7H3LEW	5dr LX 1.5T AT	\$8,060	\$7,150	\$6,120
	FK7G4LEW	5dr Sport 1.5T MT	\$8,370	\$7,440	\$6,380
	FK7H4LEW	5dr Sport 1.5T AT	\$9,070	\$8,090	\$6,960
	FK7H6LJW	5dr EX 1.5T AT	\$9,440	\$8,410	\$7,240
	FK7H8LJNW	5dr EX-L 1.5T AT	\$9,880	\$8,830	\$7,620
	FK7G9LKNW	5dr Sport Touring 1.5T MT	\$9,910	\$8,850	\$7,650
	FK7H9LKNW	5dr Sport Touring 1.5T AT	\$10,580	\$9,460	\$8,190
	FK8G7LGW	5dr Type R	\$23,630	\$22,780	\$21,500
CLARITY PHEV	ZC5F1LEW	4dr Sdn PHEV	\$7,100	\$6,440	\$5,660
	ZC5F3LGW	4dr Sdn Touring PHEV	\$8,190	\$7,410	\$6,500
CR-V 2WD	RW1H2LEW	4dr Wgn LX	\$8,480	\$8,000	\$7,370
	RW1H5LJW	4dr Wgn EX	\$10,610	\$9,920	\$9,050
	RW1H8LJNW	4dr Wgn EX-L	\$11,470	\$10,700	\$9,740
	RW1H9LKNW	4dr Wgn Touring	\$13,000	\$12,130	\$11,040

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

Model Year 2020

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$8,810	\$8,280	\$7,600
	RW2H5LJW	4dr Wgn EX	\$11,020	\$10,320	\$9,440
	RW2H8LJNW	4dr Wgn EX-L	\$11,860	\$11,090	\$10,120
	RW2H9LKNW	4dr Wgn Touring	\$13,360	\$12,450	\$11,320
CR-V HYBRID	RT6H2LEW	4dr Wgn LX Hybrid	\$10,300	\$9,620	\$8,770
	RT6H5LJW	4dr Wgn EX Hybrid	\$12,350	\$11,570	\$10,580
	RT6H8LJNW	4dr Wgn EX-L Hybrid	\$13,210	\$12,360	\$11,300
	RT6H9LKNW	4dr Wgn Touring Hybrid	\$14,790	\$13,860	\$12,670
FIT	GK5G4LEW	5dr HB LX MT	\$5,020	\$4,720	\$4,340
	GK5H4LEW	5dr HB LX AT	\$5,640	\$5,290	\$4,850
	GK5G6LEW	5dr HB Sport MT	\$5,560	\$5,210	\$4,770
	GK5H6LEW	5dr HB Sport AT	\$6,210	\$5,820	\$5,330
	GK5H8LJW	5dr HB EX AT	\$7,120	\$6,640	\$6,040
	GK5H9LJNW	5dr HB EX-L AT	\$7,720	\$7,200	\$6,550
HR-V 2WD	RU5H3LEW	4dr Wgn LX	\$6,060	\$5,690	\$5,230
	RU5H1LEW	4dr Wgn Sport	\$6,680	\$6,250	\$5,710
	RU5H5LJW	4dr Wgn EX	\$7,830	\$7,320	\$6,680
	RU5H7LJNW	4dr Wgn EX-L	\$8,450	\$7,880	\$7,170
HR-V AWD	RU6H3LEW	4dr Wgn LX	\$6,990	\$6,540	\$5,970
	RU6H1LEW	4dr Wgn Sport	\$7,590	\$7,100	\$6,480
	RU6H5LJW	4dr Wgn EX	\$8,760	\$8,150	\$7,400
	RU6H7LJNW	4dr Wgn EX-L	\$9,360	\$8,710	\$7,910
	RU6H9LKNW	4dr Wgn Touring	\$9,910	\$9,180	\$8,290
INSIGHT	ZE4F1LEW	4dr Sdn LX	\$6,860	\$6,100	\$5,230
	ZE4F5LEW	4dr Sdn EX	\$7,490	\$6,640	\$5,690
	ZE4F9LKNW	4dr Sdn Touring	\$9,130	\$8,160	\$7,060
ODYSSEY	RL6H2LEW	4dr Wgn LX	\$9,200	\$8,810	\$8,260
	RL6H5LEXW	4dr Wgn EX	\$11,830	\$11,230	\$10,430
	RL6H7LJXW	4dr Wgn EX-L	\$12,820	\$12,140	\$11,250
	RL6H7LKNW	4dr Wgn EX-L w/Nav/RES	\$13,260	\$12,520	\$11,550
	RL6H8LKXW	4dr Wgn Touring	\$14,070	\$13,260	\$12,210
	RL6H9LKXW	4dr Wgn Elite	\$15,520	\$14,610	\$13,440
PASSPORT 2WD	YF7H2LEW	4dr Wgn Sport	\$10,950	\$10,190	\$9,260
	YF7H5LJNW	4dr Wgn EX-L	\$13,160	\$12,220	\$11,070
	YF7H9LKNW	4dr Wgn Touring	\$13,910	\$12,900	\$11,650
PASSPORT AWD	YF8H2LEW	4dr Wgn Sport	\$11,780	\$10,950	\$9,920
	YF8H5LJNW	4dr Wgn EX-L	\$13,960	\$12,960	\$11,730
	YF8H9LKNW	4dr Wgn Touring	\$14,740	\$13,680	\$12,370
	YF8H0LKNW	4dr Wgn Elite	\$14,950	\$13,850	\$12,500
PILOT 2WD	YF5H1LEW	4dr Wgn LX	\$7,410	\$6,940	\$6,350
	YF5H3LEXW	4dr Wgn EX	\$9,360	\$8,740	\$7,960
	YF5H5LJNW	4dr Wgn EX-L	\$11,750	\$10,910	\$9,870
	YF5H4LKNW	4dr Wgn EX-L w/RES & Navi	\$12,220	\$11,340	\$10,250
	YF5H9LKNW	4dr Wgn Touring w/RES & Navi	\$13,230	\$12,270	\$11,090
	YF5H6LKNW	4dr Wgn Touring 7Pass	\$13,310	\$12,350	\$11,170

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

Model Year 2020

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$8,060	\$7,530	\$6,860
	YF6H3LEXW	4dr Wgn EX	\$10,090	\$9,390	\$8,520
	YF6H5LJNW	4dr Wgn EX-L	\$12,430	\$11,540	\$10,460
	YF6H4LKNW	4dr Wgn EX-L w/RES & Navi	\$12,900	\$11,960	\$10,810
	YF6H9LKNW	4dr Wgn Touring w/RES & Navi	\$13,940	\$12,910	\$11,650
	YF6H6LKNW	4dr Wgn Touring 7Pass	\$14,010	\$12,990	\$11,730
	YF6H0LKNW	4dr Wgn Elite w/RES & Navi	\$14,140	\$13,100	\$11,830
	YF6H7LKXW	4dr Wgn Black Edition	\$14,350	\$13,290	\$11,990
RIDGELINE 2WD	YK2F1LEW	Crew Cab Sport	\$10,890	\$9,530	\$8,010
	YK2F5LJNW	Crew Cab RTL	\$12,090	\$10,620	\$8,980
RIDGELINE 4WD	YK3F1LEW	Crew Cab Sport	\$13,230	\$11,690	\$9,950
	YK3F5LJNW	Crew Cab RTL	\$14,400	\$12,750	\$10,890
	YK3F7LKNW	Crew Cab RTL-E	\$15,420	\$13,650	\$11,650
	YK3F8LKNW	Crew Cab Black Edition	\$15,630	\$13,860	\$11,860

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

Model Year 2019

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$5,460	\$4,940	\$4,340
	CV1F1KEW	4dr Sdn LX AT	\$5,490	\$4,950	\$4,340
	CV1F3KEW	4dr Sdn Sport AT	\$6,080	\$5,490	\$4,790
	CV1F4KJW	4dr Sdn EX AT	\$6,500	\$5,890	\$5,180
	CV1F5KJNW	4dr Sdn EX-L AT	\$7,150	\$6,470	\$5,690
	CV2E3KJW	4dr Sdn Sport 2.0T MT	\$7,020	\$6,340	\$5,560
	CV2F3KJW	4dr Sdn Sport 2.0T AT	\$7,640	\$6,930	\$6,090
	CV2F5KJNW	4dr Sdn EX-L 2.0T AT	\$7,980	\$7,240	\$6,380
	CV2F9KKNW	4dr Sdn Touring 2.0T AT	\$8,810	\$8,010	\$7,060
	CV3F1KEW	4dr Sdn Hybrid	\$5,800	\$5,230	\$4,560
	CV3F4KJW	4dr Sdn EX Hybrid	\$6,600	\$5,990	\$5,280
	CV3F5KJNW	4dr Sdn EX-L Hybrid	\$7,200	\$6,510	\$5,710
	CV3F9KKNW	4dr Sdn Touring Hybrid	\$7,930	\$7,190	\$6,320
CIVIC SEDAN	FC1E5KJW	2dr Si MT HPT	\$7,720	\$6,930	\$6,020
	FC1E5KJXW	2dr Si MT	\$7,720	\$6,930	\$6,020
	FC1F3KJW	4dr EX 1.5T AT	\$6,320	\$5,630	\$4,850
	FC1F7KJNW	4dr EX-L 1.5T AT	\$6,730	\$6,020	\$5,200
	FC1F9KKNW	4dr Touring 1.5T AT	\$7,100	\$6,330	\$5,460
	FC2E6KEW	4dr LX 2.0L MT	\$4,550	\$4,000	\$3,390
	FC2E8KEW	4dr Sport 2.0L MT	\$5,120	\$4,540	\$3,880
	FC2F6KEW	4dr LX 2.0L AT	\$5,100	\$4,520	\$3,880
	FC2F8KEW	4dr Sport 2.0L AT	\$5,690	\$5,070	\$4,360
CIVIC COUPE	FC3A5KJW	2dr Si MT HPT	\$7,750	\$6,960	\$6,040
	FC3A5KJXW	2dr Si MT	\$7,750	\$6,960	\$6,040
	FC3B3KJW	2dr EX 1.5T AT	\$6,240	\$5,550	\$4,770
	FC3B9KKNW	2dr Touring 1.5T AT	\$6,890	\$6,180	\$5,360
	FC4A8KEW	2dr Sport 2.0L MT	\$5,100	\$4,520	\$3,880
	FC4B6KEW	2dr LX 2.0L AT	\$5,250	\$4,650	\$3,980
	FC4B8KEW	2dr Sport 2.0L AT	\$5,690	\$5,070	\$4,360
CIVIC HATCHBACK	FK7G4KEW	5dr Sport 1.5T MT	\$5,770	\$5,150	\$4,440
	FK7H3KEW	5dr LX 1.5T AT	\$6,060	\$5,400	\$4,640
	FK7H4KEW	5dr Sport 1.5T AT	\$6,320	\$5,630	\$4,850
	FK7H6KJW	5dr EX 1.5T AT	\$6,790	\$6,070	\$5,250
	FK7H8KKNW	5dr EX-L 1.5T AT w/ Navi	\$7,490	\$6,720	\$5,840
	FK7H9KKNW	5dr Sport Touring 1.5T AT	\$7,850	\$7,050	\$6,120
CLARITY PHEV	FK8G7KGW	5dr Type R	\$13,130	\$11,880	\$10,430
	ZC5F1KGW	4dr Sdn	\$5,120	\$4,590	\$3,980
CR-V 2WD	ZC5F3KGW	4dr Sdn Touring	\$5,980	\$5,380	\$4,690
	RW5H3KEW	4dr Wgn LX	\$5,850	\$5,450	\$4,950
	RW1H5KJW	4dr Wgn EX	\$8,060	\$7,480	\$6,760
	RW1H8KJNW	4dr Wgn EX-L	\$8,630	\$8,000	\$7,220
CR-V AWD	RW1H9KKNW	4dr Wgn Touring	\$9,780	\$9,050	\$8,160
	RW6H3KEW	4dr Wgn LX	\$6,110	\$5,690	\$5,180
	RW2H5KJW	4dr Wgn EX	\$8,290	\$7,700	\$6,960
	RW2H8KJNW	4dr Wgn EX-L	\$8,940	\$8,290	\$7,500
	RW2H9KKNW	4dr Wgn Touring	\$10,090	\$9,360	\$8,470

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

Model Year 2019

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$3,850	\$3,480	\$3,060
	GK5H4KEW	5dr HB LX AT	\$4,340	\$3,980	\$3,540
	GK5H5KEW	5dr HB LX AT w/Honda Sensing	\$4,600	\$4,190	\$3,700
	GK5G6KEW	5dr HB Sport MT	\$4,160	\$3,800	\$3,370
	GK5H6KEW	5dr HB Sport AT	\$4,680	\$4,250	\$3,750
	GK5H7KEW	5dr HB Sport AT w/Honda Sensing	\$4,910	\$4,470	\$3,950
	GK5G8KJW	5dr HB EX MT	\$4,500	\$4,110	\$3,650
	GK5H8KJW	5dr HB EX AT	\$4,990	\$4,550	\$4,030
	GK5H9KJNW	5dr HB EX-L AT	\$5,430	\$4,980	\$4,440
	GK5H0KKNW	5dr HB EX-L AT w/Nav	\$5,620	\$5,140	\$4,560
HR-V 2WD	RU5H3KEW	4dr Wgn LX	\$5,510	\$5,010	\$4,410
	RU5H1KEW	4dr Wgn Sport	\$5,980	\$5,450	\$4,820
	RU5H5KJW	4dr Wgn EX	\$6,470	\$6,140	\$5,690
	RU5H7KJNW	4dr Wgn EX-L	\$6,860	\$6,500	\$6,020
HR-V AWD	RU6H3KEW	4dr Wgn LX	\$6,030	\$5,750	\$5,360
	RU6H1KEW	4dr Wgn Sport	\$6,400	\$6,070	\$5,640
	RU6H5KJW	4dr Wgn EX	\$7,250	\$6,840	\$6,300
	RU6H7KJNW	4dr Wgn EX-L	\$7,670	\$7,230	\$6,660
	RU6H9KKNW	4dr Wgn Touring	\$7,960	\$7,490	\$6,890
INSIGHT	ZE4F1KEW	4dr Sdn LX	\$5,070	\$4,490	\$3,830
	ZE4F5KEW	4dr Sdn EX	\$5,490	\$4,860	\$4,160
	ZE4F9KKNW	4dr Sdn Touring	\$6,790	\$6,050	\$5,200
ODYSSEY	RL6H2KEW	4dr Wgn LX	\$7,380	\$6,900	\$6,300
	RL6H5KEXW	4dr Wgn EX	\$9,200	\$8,570	\$7,780
	RL6H7KJXW	4dr Wgn EX-L	\$9,880	\$9,190	\$8,340
	RL6H7KKNW	4dr Wgn EX-L w/Nav/RES	\$10,220	\$9,490	\$8,590
	RL6H8KKXW	4dr Wgn Touring	\$10,790	\$10,040	\$9,100
	RL6H9KKXW	4dr Wgn Elite	\$11,800	\$10,970	\$9,950
PASSPORT 2WD	YF7H2KEW	4dr Wgn Sport	\$8,550	\$7,930	\$7,170
	YF7H5KJNW	4dr Wgn EX-L	\$10,110	\$9,360	\$8,440
	YF7H9KKNW	4dr Wgn Touring	\$10,610	\$9,830	\$8,870
PASSPORT AWD	YF8H2KEW	4dr Wgn Sport	\$9,200	\$8,530	\$7,700
	YF8H5KJNW	4dr Wgn EX-L	\$10,760	\$9,960	\$8,980
	YF8H9KKNW	4dr Wgn Touring	\$11,390	\$10,560	\$9,540
	YF8H0KKNW	4dr Wgn Elite	\$11,600	\$10,750	\$9,720
PILOT 2WD	YF5H1KEW	4dr Wgn LX	\$5,020	\$4,330	\$3,570
	YF5H3KEXW	4dr Wgn EX	\$6,660	\$5,810	\$4,870
	YF5H5KJNW	4dr Wgn EX-L	\$8,450	\$7,480	\$6,380
	YF5H4KKNW	4dr Wgn EX-L w/RES & Navi	\$8,760	\$7,750	\$6,600
	YF5H6KKNW	4dr Wgn Touring 7Pass	\$9,590	\$8,530	\$7,320
	YF5H9KKNW	4dr Wgn Touring w/RES & Navi	\$9,570	\$8,500	\$7,290

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

Model Year 2019

Issue Date:	July 9, 2024	Mileage Options	24-33 mo.	36 mo.
Program Start:	July 9, 2024	12k Miles Per Year Option:	RV + 2%	RV + 4%
Program End:	September 3, 2024	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	\$5,640	\$4,890	\$4,050
	YF6H3KEXW	4dr Wgn EX	\$7,180	\$6,310	\$5,330
	YF6H5KJNW	4dr Wgn EX-L	\$8,970	\$7,960	\$6,810
	YF6H4KKNW	4dr Wgn EX-L w/RES & Navi	\$9,360	\$8,310	\$7,110
	YF6H6KKNW	4dr Wgn Touring 7Pass	\$10,170	\$9,050	\$7,780
	YF6H9KKNW	4dr Wgn Touring w/RES & Navi	\$10,110	\$9,000	\$7,730
	YF6H0KKNW	4dr Wgn Elite w/RES & Navi	\$10,370	\$9,230	\$7,930
RIDGELINE 2WD	YK2F2KEW	Crew Cab RT	\$6,270	\$5,530	\$4,690
	YK2F1KEW	Crew Cab Sport	\$6,630	\$5,860	\$5,000
	YK2F5KJNW	Crew Cab RTL	\$7,490	\$6,660	\$5,710
	YK2F6KKNW	Crew Cab RTL-T	\$8,010	\$7,140	\$6,150
RIDGELINE 4WD	YK3F5KJNW	Crew Cab RTL	\$9,280	\$8,310	\$7,190
	YK3F1KEW	Crew Cab Sport	\$8,350	\$7,450	\$6,430
	YK3F6KKNW	Crew Cab RTL-T	\$9,670	\$8,660	\$7,500
	YK3F7KKNW	Crew Cab RTL-E	\$10,870	\$9,760	\$8,490
	YK3F8KKNW	Crew Cab Black Edition	\$10,970	\$9,850	\$8,570

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
Maintenance: For MY23 and newer, subtract 24 months from the maintenance term to account for 2 years 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: <table><thead><tr><th colspan="2">Mileage Options</th><th>Model Year</th><th>RV Adjustment to Alternate Options</th></tr></thead><tbody><tr><td>Standard:</td><td>15,000 miles</td><td>MY19 or newer</td><td>N/A</td></tr><tr><td rowspan="4">Low:</td><td rowspan="2">12,000 miles</td><td>MY24 or newer</td><td>RV% +1% (24-33 mo), RV% +2% (36-48 mo)</td></tr><tr><td>MY19 – MY23</td><td>RV% +2% (24-33 mo), +4% (36-45 mo), +6% (48-60 mo)</td></tr><tr><td rowspan="2">10,000 miles</td><td>MY24 or newer</td><td>RV% +2% (24-33 mo), RV% +3% (36-48 mo)</td></tr><tr><td>MY19 – MY23</td><td>RV% +4% (24-33 mo), +6% (36-45 mo), +8% (48-60 mo)</td></tr><tr><td>High:</td><td>> 15,000 miles</td><td>MY19 or newer</td><td>RV\$ - \$0.10/excess mile</td></tr></tbody></table> Excess Odometer Mileage at Lease Inception: New Honda Vehicles: <table><thead><tr><th>Model Year</th><th>Term</th><th>Excess Odometer Mileage RV Adjustment</th></tr></thead><tbody><tr><td>MY24 or newer</td><td>24 - 60 mo.</td><td>New RV\$ - \$0.10/mi for every mile OVER 200</td></tr></tbody></table> Max mileage at inception: 6,000 miles			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	Model Year	Term	Excess Odometer Mileage RV Adjustment	MY24 or newer	24 - 60 mo.	New RV\$ - \$0.10/mi for every mile OVER 200
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																													
Model Year	Term	Excess Odometer Mileage RV Adjustment																														
MY24 or newer	24 - 60 mo.	New RV\$ - \$0.10/mi for every mile OVER 200																														

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 MY23 and up, subtract 24 months from the maintenance term as AHM provides 2 years 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. Account History: <ul style="list-style-type: none">Account holder has not included AHFC in a bankruptcy.Vehicle has not been repossessed or charged off.Pay history was never more than 60 days past due.The account has not been 30 days past due more than 1 time for every 12 months of the term.Account holder was either primary or joint signer.					
Rate Participation	Rate participation represents the difference between HFS' published rate offered to the dealer and the rate charged to the customer.					
		Mark Up		Mark Down		
	Standard Programs (Competitive Advantage):	Not allowed		Submit "Buy Down Form" for Region Approval		
	Standard Programs (Rate Participation):	1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-60 month term) OR Up to 1.00% (61-84 month term)				
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	<u>Total Back-End Advance Limits:</u>				
		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				
	<u>New Honda Vehicles:</u>				
		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 MY23 and up, subtract 24 months from the maintenance term as AHM provides 2 years 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		Submit "Buy Down Form" for Region Approval	
		Standard Programs (Rate Participation):	1.00% Nondiscretionary Fixed Dealer Reserve + Up to 1.25% (24-48 month term)		
Incentive Programs:	Not allowed				
Dealer	Standard Programs (Competitive Advantage):	Flat Fee = \$150			

Payout	Standard Programs (Rate Participation):	Reserve from rate participation: A: 100% reserve paid up-front with lifetime chargeback. B: 75% reserve with 100% chargeback within the first 90 days or three payments.	
	Incentive Programs:	Flat fee based on amount financed: ≤ \$29,999 = \$100 ≥ \$30,000 = \$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. collegesGraduates of registered nursing schoolsEligibility 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 historyVerifiable proof of employment and income or a firm commitment from employer with a start date within 120 days of contract dateMonthly 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 RequirementsCopy of diploma or copy of college transcripts with proof of graduation eligibilityAll other standard documents required by HFS																																											
Rates and Lease Money Factors	<table><tr><td></td><td>Term</td><td>Tier</td><td>Rate/LMF</td><td>Sales Program ID</td><td>Deferred 1st Payment*</td></tr><tr><td rowspan="2">Standard New Retail:</td><td>Up to 60 mos.</td><td rowspan="2">Tiers 1-14 (≥ 600)</td><td>6.99%</td><td rowspan="2">3HNRG</td><td rowspan="2">3HNRD</td></tr><tr><td>61-72 mos.</td><td>7.49%</td></tr><tr><td>Standard Certified Retail:</td><td colspan="3">Same state-specific Standard Retail Rates apply</td><td>3HCRG</td><td>3HCRD</td></tr><tr><td>Standard New Lease:</td><td colspan="3">Same standard LMF apply</td><td>3HNLG</td><td>N/A</td></tr><tr><td>Standard New LPP:</td><td colspan="3">Same state-specific Standard Retail Rates apply</td><td>3HNBG</td><td>N/A</td></tr><tr><td>Incentive Lease & Retail:</td><td colspan="4">Same Incentive Program Rates/LMF apply. Refer to the Incentive bulletins for sales program IDs.</td><td>N/A</td></tr></table> <p>*Deferred 1st payment sales program allows for 90-day deferment, with 60 days of no interest.</p>							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
	Term	Tier	Rate/LMF	Sales Program ID	Deferred 1 st Payment*																																							
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Maximum Advance Policy	<table><tr><td>New Retail:</td><td>110% of Dealer Invoice (including Destination and Handling)</td></tr><tr><td>Certified Retail:</td><td>Same Advance parameters as non-college graduate programs apply</td></tr><tr><td>New Lease:</td><td>100% of MSRP (including Destination and Handling)</td></tr><tr><td>New LPP:</td><td>Same Advance parameters as non-college graduate programs apply</td></tr></table> <p>Advance percentages are based on applicant's credit worthiness.</p>						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																														
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Maximum Back-End Advance Policy	Same Back-End Advance/product parameters as non-college graduate programs apply																																											
Modifiers	<table><tr><td>Retail:</td><td>N/A</td></tr><tr><td>Lease:</td><td>Same modifiers as non-college grad programs apply (excluding One-Pay Lease)</td></tr><tr><td>LPP:</td><td>N/A</td></tr></table>						Retail:	N/A	Lease:	Same modifiers as non-college grad programs apply (excluding One-Pay Lease)	LPP:	N/A																																
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All Grad Programs:	Not allowed	Submit "Buy Down Form" for Region Approval																																										
Dealer Payout (Flat Fees)	<table><tr><td>Standard New Retail:</td><td colspan="5" rowspan="2">1.00% of amount financed up to \$600</td></tr><tr><td>Standard Certified Retail:</td></tr><tr><td>Standard New LPP:</td><td colspan="5">\$150</td></tr><tr><td>Incentive New Retail:</td><td colspan="5">Based on amount financed: ≤ \$14,999 = \$150 \$15,000 - \$24,999 = \$200 </td></tr></table>						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 																							
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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.