

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

Honda New Vehicles

Credit Tier		1	2	3	4	5	6	7	8	9	10	11	12	13	14	
FICO Score		≥ 760	759-720	719-710	709-700	699-690	689-680	679-670	669-660	659-650	649-640	639-630	629-620	619-610	≤ 609	
New: 3HNL	24-30 mo.	0.00315			0.00360					0.00500					0.00675	
	33-39 mo.	0.00215			0.00260					0.00415					0.00590	
MY21 or Newer	42-48 mo.	0.00230			0.00275					0.00430					0.00605	
	51-60 mo.	0.00330			0.00375					0.00500					0.00675	
One-Pay Lease: 3H1L	24-30 mo.	0.00235			0.00280					0.00420					0.00595	
	33-36 mo.	0.00135			0.00180					0.00335					0.00510	
Acquisition Fee		\$595 (includes GAP protection on all new leases)														
\$0 Acquisition Fee Modifier		+ 0.00055														
Security Deposit		Must be no less than an amount equal to the total monthly payment, rounded up to the next \$25 increment														
\$0 Security Deposit Modifier		+ 0.00010														
		Modifier not applicable to either One-Pay Lease, or HFS Lease Loyalty customer when Securtiy Deposit waived.														
Dealer Payout		Greater of flat fee 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 MY21 or Newer	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-39 mo.	0.00215					0.00260					0.00415			0.00590
	42-48 mo.	0.00230					0.00275					0.00430			0.00605
	51-60 mo.	0.00330					0.00375					0.00500			0.00675
MY20	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-39 mo.	0.00215					0.00260					0.00415			0.00590
	42-48 mo.	0.00230					0.00275					0.00430			0.00605
MY17 to MY19	24-30 mo.	0.00315					0.00360					0.00500			0.00675
	33-36 mo.	0.00215					0.00260					0.00415			0.00590
Acquisition Fee		\$595													
\$0 Acquisition Fee Modifier		+ 0.00055													
Security Deposit		Must be no less than an amount equal to the total monthly payment, rounded up to the next \$25 increment													
\$0 Security Deposit Modifier		+ 0.00010													
		Modifier not applicable to either One-Pay Lease, or HFS Lease Loyalty customer when Security Deposit waived.													
Dealer Payout		Greater of \$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													