

HOMEOWNER FIXED RATE OPEN LOAN PROGRAM – 3 RATE TIERS

LOAN AMOUNT	SUPER PRIME	PRIME PLUS	PRIME	MIN TERM	MAX TERM	MAX AMORTIZATION
\$1,000 - \$3,999	11.49%	11.99%	13.99%	12	60	180
\$4,000 - \$7,999	8.99%	9.49%	11.99%	12	60	180
\$8,000 - \$14,999	8.49%	9.49%	10.99%	12	60	180
\$15,000 +	7.99%			12	60	180

- Customer fee is a flat rate and depends on loan amount (minimum \$49 up to maximum of \$169). Dealer may choose to provide a “No Fee” option to customer (with the amount being deducted from dealer funding) or pass the fee on to customer. *Please note that paper applications are not eligible for customer pass through option.*
- Approvals: Valid for 180 days from pre-approval date.
- Borrower Credit Tier (Super Prime, Prime Plus and Prime): Determined at time of application by borrower’s credit. Payment factors available on the back of this sheet or through our portal.
- Proof of income is required on deals \$20,000+.
- Main applicant must be a registered owner on the property of the installation site.
- Notice of security interest applied on all transactions where amount borrowed exceeds \$15,000.
- Ontario only: Borrowers located in Enbridge Territory; Enbridge billing available for an additional fee.

ADDITIONAL FIXED RATE LOAN OPTIONS

INTEREST RATE BUY-DOWN PROGRAM	PAYMENT DEFERRAL PROGRAM	
Now you can customize the borrower’s interest rate with our highly flexible buy-down program that can reduce the customer’s rate down to 0% interest and equal payments for the initial term . Dealer costs apply starting from only 0.51%.	No payments no interest during deferral	
	DEFERRAL PERIOD	DEALER COST
	3-months	2.00%
	6-months	4.50%

USE FINANCING AS YOUR DEAL CLOSER

- ✓ **Include it as part of your promotions.** A financing option enhances the value of your advertised promotions.
- ✓ **Include it in your sales quotes.** Talk about monthly payments in addition to one-time payment options.
- ✓ **Use it to upsell.** Financing can help you increase average tickets and get you past customer budget constraints.
- ✓ **Let your customers know about it.** Don’t hand over your customer relationship to another vendor.

Visit <https://beta.ecohomefinancial.com/ecohome> for additional information, payment calculators and other useful tools or to submit transactions. Please call us at 1-866-382-7468 or contact your Dealer Relationship Manager for more information.

Thank you for your business!

Use chart below to determine the appropriate payment factor and apply it to the sale price of the equipment. Add the corresponding monthly fee to produce the customer monthly financing payment . The residual factor should be applied to **principal and fee** (ex. \$10,099).

				Monthly Payment Factor										Residual Factor		
	Tier	Rate	Fee	Term	12	18	24	36	48	60	60	60	60	60	60	60
				Amortization	12	18	24	36	48	60	120	144	180	120	144	180
Super Prime	\$1,000 to \$3,999	11.49%	\$49	Payment Factor	0.08861	0.06075	0.04684	0.03297	0.02608	0.02199	0.01405	0.01283	0.01168	0.63917	0.73799	0.83077
				Monthly Fee	\$4.34	\$2.98	\$2.29	\$1.62	\$1.28	\$1.08	\$0.69	\$0.63	\$0.57			
	\$4,000 to \$7,999	8.99%	\$99	Payment Factor	0.08745	0.05959	0.04568	0.03180	0.02488	0.02075	0.01266	0.01137	0.01014	0.61012	0.70720	0.80055
				Monthly Fee	\$8.66	\$5.90	\$4.52	\$3.15	\$2.46	\$2.05	\$1.25	\$1.13	\$1.00			
	\$8,000 to \$14,999	8.49%	\$99	Payment Factor	0.08722	0.05936	0.04545	0.03156	0.02464	0.02051	0.01239	0.01109	0.00984	0.60420	0.70082	0.79411
				Monthly Fee	\$8.63	\$5.88	\$4.50	\$3.12	\$2.44	\$2.03	\$1.23	\$1.10	\$0.97			
	\$15,000+	7.99%	\$169	Payment Factor	0.08698	0.05914	0.04522	0.03133	0.02441	0.02027	0.01213	0.01082	0.00955	0.59825	0.69436	0.78753
				Monthly Fee	\$14.70	\$9.99	\$7.64	\$5.30	\$4.12	\$3.43	\$2.05	\$1.83	\$1.61			
Prime Plus	\$1,000 to \$3,999	11.99%	\$49	Payment Factor	0.08884	0.06098	0.04707	0.03321	0.02633	0.02224	0.01434	0.01313	0.01200	0.64486	0.74391	0.83641
				Monthly Fee	\$4.35	\$2.99	\$2.31	\$1.63	\$1.29	\$1.09	\$0.70	\$0.64	\$0.59			
	\$4,000 to \$7,999	9.49%	\$99	Payment Factor	0.08768	0.05982	0.04591	0.03203	0.02512	0.02100	0.01293	0.01166	0.01044	0.61601	0.71352	0.80686
				Monthly Fee	\$8.68	\$5.92	\$4.55	\$3.17	\$2.49	\$2.08	\$1.28	\$1.15	\$1.03			
	\$8,000 to \$14,999	9.49%	\$99	Payment Factor	0.08768	0.05982	0.04591	0.03203	0.02512	0.02100	0.01293	0.01166	0.01044	0.61601	0.71352	0.80686
				Monthly Fee	\$8.68	\$5.92	\$4.55	\$3.17	\$2.49	\$2.08	\$1.28	\$1.15	\$1.03			
	\$15,000+	9.49%	\$169	Payment Factor	0.08768	0.05982	0.04591	0.03203	0.02512	0.02100	0.01293	0.01166	0.01044	0.61601	0.71352	0.80686
				Monthly Fee	\$14.82	\$10.11	\$7.76	\$5.41	\$4.25	\$3.55	\$2.19	\$1.97	\$1.76			
Prime	\$1,000 to \$3,999	13.99%	\$49	Payment Factor	0.08978	0.06191	0.04801	0.03417	0.02732	0.02326	0.01552	0.01436	0.01331	0.66718	0.76677	0.85761
				Monthly Fee	\$4.40	\$3.03	\$2.35	\$1.67	\$1.34	\$1.14	\$0.76	\$0.70	\$0.65			
	\$4,000 to \$7,999	11.99%	\$99	Payment Factor	0.08884	0.06098	0.04707	0.03321	0.02633	0.02224	0.01434	0.01313	0.01200	0.64486	0.74391	0.83641
				Monthly Fee	\$8.80	\$6.04	\$4.66	\$3.29	\$2.61	\$2.20	\$1.42	\$1.30	\$1.19			
	\$8,000 to \$14,999	10.99%	\$99	Payment Factor	0.08838	0.06051	0.04660	0.03273	0.02584	0.02174	0.01377	0.01253	0.01136	0.63344	0.73199	0.82500
				Monthly Fee	\$8.75	\$5.99	\$4.61	\$3.24	\$2.56	\$2.15	\$1.36	\$1.24	\$1.12			

Use chart below to determine the appropriate consumer financing rate reduction for the **TERM** and associated dealer cost. **Example:** to customize the customer’s rate on a 24/24 (term/amortization) from 9.49% to 8% (reduction of 1.49%) the dealer cost would be 1.786%.

Dealer Rate Reduction Fee – Multiply Loan Principal by Factor Below – Reduced Rate Applies for <u>Term</u> only.										
Rate reduction from customer approved rate	Term	12	18	24	36	48	60	60	60	60
	Amortization	12	18	24	36	48	60	120	144	180
0.49%		0.515%	0.637%	0.759%	1.002%	1.244%	1.485%	2.077%	2.176%	2.275%
0.99%		0.784%	1.029%	1.274%	1.760%	2.244%	2.724%	3.901%	4.097%	4.293%
1.49%		1.052%	1.420%	1.786%	2.511%	3.230%	3.942%	5.683%	5.974%	6.264%
1.99%		1.320%	1.808%	2.293%	3.255%	4.203%	5.139%	7.426%	7.807%	8.189%
2.49%		1.586%	2.194%	2.798%	3.990%	5.162%	6.316%	9.130%	9.599%	10.069%
2.99%		1.851%	2.578%	3.298%	4.718%	6.109%	7.473%	10.797%	11.351%	11.904%
3.49%		2.115%	2.960%	3.796%	5.438%	7.042%	8.611%	12.426%	13.062%	13.698%
3.99%		2.378%	3.340%	4.289%	6.150%	7.963%	9.729%	14.019%	14.734%	15.449%
4.49%		2.640%	3.718%	4.779%	6.856%	8.872%	10.829%	15.577%	16.368%	17.160%
4.99%		2.901%	4.093%	5.266%	7.554%	9.768%	11.911%	17.101%	17.966%	18.831%
5.49%		3.161%	4.467%	5.749%	8.244%	10.652%	12.974%	18.591%	19.527%	20.463%
5.99%		3.420%	4.838%	6.228%	8.928%	11.524%	14.020%	20.048%	21.053%	22.057%
6.49%		3.678%	5.208%	6.705%	9.605%	12.384%	15.048%	21.473%	22.544%	23.615%
6.99%		3.936%	5.575%	7.178%	10.274%	13.233%	16.060%	22.867%	24.002%	25.136%
7.49%		4.192%	5.941%	7.647%	10.937%	14.070%	17.055%	24.231%	25.427%	26.623%
7.99%		4.447%	6.304%	8.113%	11.593%	14.896%	18.033%	25.564%	26.820%	28.075%
8.49%		4.701%	6.666%	8.576%	12.242%	15.711%	18.996%	26.869%	28.181%	29.494%
8.99%		4.954%	7.025%	9.036%	12.885%	16.516%	19.942%	28.145%	29.512%	30.880%
9.49%		5.206%	7.383%	9.493%	13.521%	17.309%	20.873%	29.394%	30.814%	32.234%
9.99%		5.457%	7.738%	9.946%	14.151%	18.092%	21.790%	30.615%	32.086%	33.557%
10.49%		5.708%	8.092%	10.396%	14.774%	18.865%	22.691%	31.810%	33.330%	34.850%
10.99%		5.957%	8.444%	10.843%	15.391%	19.628%	23.577%	32.979%	34.547%	36.114%
11.49%		6.205%	8.794%	11.286%	16.002%	20.380%	24.450%	34.123%	35.736%	37.348%
11.99%		6.453%	9.142%	11.727%	16.606%	21.123%	25.308%	35.243%	36.899%	38.554%
12.49%		6.699%	9.488%	12.165%	17.204%	21.856%	26.152%	36.338%	38.036%	39.733%
12.99%		6.945%	9.832%	12.599%	17.797%	22.579%	26.983%	37.410%	39.148%	40.886%
13.49%		7.189%	10.174%	13.031%	18.383%	23.293%	27.801%	38.459%	40.235%	42.012%
13.99%		7.433%	10.515%	13.459%	18.964%	23.997%	28.606%	39.485%	41.299%	43.112%