

Full Spectrum Finance Programs



APRIL, 2024

NORTHLAKE FINANCIAL ULC 201 MINETS POINT ROAD, BARRIE, ONTARIO L4N 4C2

Northlake Boasts the Fastest and Easiest Approvals in the Industry.

DEALERCENTER™

Our proprietary lending technology gives you real-time control of key deal factors and the ability to “rehash” a deal.

Rapid Approvals

Approvals in under 7 seconds.

FICO

No minimum FICO score means more deals to close.

High Kilometer Limits

Up to 300,000 kms on certain units.

Funding

Funding is available within 24 hours of a deal being submitted.

Income

Income waivers on qualifying credit.

Rapid Income Verification

Fast income technology Paays for bank statements and pay stubs.






Pay Stub

First pay stub.

The Details Matter

All application inputs contribute to the decision. Job Tenure, Employer, Income Amount etc. Every input can affect the final decision. Changing these inputs changes your approval.

“No Limit” FICO based Lending Tiers

| |  |  |  |  |  |
|----------------------|---|---|---|---|---|
| MAXIMUM PTI | 20% | 20% | 18% | 17% | 15% |
| RATES | 10.99+ | 10.99+ | 13.99+ | 17.99+ | 22.99+ |
| MAXIMUM LTV | 140%+ | 140%+ | 135%+ | 125%+ | 120%+ |
| VEHICLE MILEAGE (km) | Max 300,000 | Max 300,000 | Max 300,000 | Max 300,000 | Max 300,000 |
| RESERVE | \$600 | \$600 | \$450 | \$300 | NO RESERVE |
| MAXIMUM PAY CALL | Varies See B/P | Varies See B/P | Varies See B/P | Varies See B/P | Varies See B/P |

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| | |
|-----------------------------------|--|
| DELIVERY | The vehicle should not be delivered to the customer before all funding documents have been satisfied and the deal is in "booked" status. FAILURE TO COMPLY IS AT THE DEALERS RISK. |
| CREDIT APPROVAL | Credit approvals are valid for 14 days. |
| CO-APPLICANTS | Must reside in the same province and must reside at the same address. Parents and grandparents can reside at different addresses within the same province. |
| BANKRUPTCY | Must be reporting on the bureau, no first day. Filing amount must be over \$12500. |
| REPOSSESSIONS | Within the last 12 months will only qualify for U-Drive. |
| INCOME | Will use first pay stub. Minimum \$1800 per month. Minimum \$1200 per month plus secondary income. Income waives on qualifying credit. Pay stub must be valid within the last 30 days. |
| GAP POLICY | Must be for the full term of the loan. Maximum \$2500. |
| CARFAX | Maximum Carfax damage of \$6000 single claim and \$7500 combined. No structure damage; fire or flooding damage; Total Loss vehicle claims. |
| NEW CAR ADVANCE | 125% MSRP (proof required). |
| PROOF OF RESIDENCE | P.O. Box will not be accepted. |
| DRIVER'S LICENCE | Customer must have valid Driver's Licence in the province they reside. No G1 or International Driver's Licences. |
| FIRST PAY STUB | Applicable for Titanium, Platinum, Gold and U-Drive tiers. |
| MAXIMUM BACK END ALLOWANCE | Titanium - 40% of BBV / Platinum - 40% of BBV / Gold - 30% of BBV / Standard - 20% of BBV / U-Drive - 20% of BBV |
| CASH DOWN | Proof of cash down on \$1000 and over is required. Cash down must come from the applicant and not 3rd party. |
| WARRANTY | Maximums: 1 Year warranty \$1500, 2 Year warranty \$2500, 3 Year warranty \$3000. Exceptions made up to \$5000 for Tier 1 Warranties |
| FEES | Maximum Install and Delivery Fee is \$1000. Maximum Dealer Admin Fee is \$1000. Maximum Licence Fee is \$300. |

All credit decisions are subject to change at management's discretion.

INCREASE SPEED AND EFFICIENCY IN 2024 WITH DEALERCENTER™. BOOK A DEMO TODAY.

1-888-652-5320 Dealer Support Extension: #6102 / documents@northlakefinancial.ca