



MARINE PROGRAM

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MAX TERM BASED ON LOAN AMOUNT*

PROGRAM	BUY RATE**	MAX RESERVE	\$350,000 - \$300,000	\$299,999-\$200,000	\$199,999 - \$50,000	\$49,999 - \$20,000	\$19,999 - \$10,000	\$9,999 - \$5,000
Diamond	8.99%	5.00%	240	240	240	180	120	72
Platinum	9.99%	5.00%	240	240	240	144	120	72
Gold	12.99%	5.00%	180	180	180	144	120	72
Silver	14.99%	4.00%	N/A	N/A	144	144	120	72
Boost ^	15.99, 16.99 or 17.99%	1% paid on all rates	N/A	N/A	144	120	96	72

ADVANCES		BACKEND ALLOWANCE	
Max Front-End Advance (New)	125% of Gross Invoice with Discount & Freight	Max Allowance	20% of Top Line Sales Price
Max Front-End Advance (Used)	145% of NADA Wholesale without adds	Back-End Products	GAP, Service Contracts, Warrants, Insurance, P&F, Anti-Theft & Ancillary
Minimum Down Payment	10% of out the door price		

2023
UNITS STILL
CONSIDERED
NEW THROUGH
2025

RESERVE CALCULATION	COLLATERAL GUIDELINES		CREDIT GUIDELINES
All programs pay 1% at buy rate	Insufficient Collateral	High Performance Boats & House Boats	Minimum Credit Score*** 580
Every .25% added to buy rate there is .25% reserve paid up to max reserve	Maximum Age	30 years unless boat is repowered	Past Credit Issues Ok with reestablished credit based on program

BOOST ^ PROGRAM	DISCLOSURES		
Max Advance (New) 110% of Gross Invoice	*Minimum Loan Disclosure: AZ - \$10,000 - MA - \$6,000 - NH - \$10,000 - NM - \$10,000 *Maximum term determined by underwriter, all customers may not qualify **Maximum Rate Disclosure: NE, NJ & NY - 16% *** Program selection is based on internal scoring system & other credit factors		
Max Advance (Used) 110% of Wholesale NADA with no Adds			
Max Back End DTI 40%			

LOANS MADE BY NEEDHAM BANK, A MASSACHUSETTS CHARTERED BANK, MEMBER FDIC

EFFECTIVE 01/01/2025

CONTACT INFORMATION

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