



## 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 - \$30,000	\$29,999 - \$20,000	\$19,999 - \$10,000	\$9,999 - \$5,000
Diamond	8.99%	5.00%	180	180	180	180	120	72
Platinum	9.99%	5.00%	N/A	180	180	144	120	72
Gold	12.99%	5.00%	N/A	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	
<b>Max Front-End Advance (New)</b>	125% of Gross Invoice with Discount & Freight	<b>Max Allowance</b>	20% of Top Line Sales Price
<b>Max Front-End Advance (Used)</b>	125% of NADA Wholesale with Adds	<b>Back-End Products</b>	GAP, Service Contracts, Warrants, Insurance, P&F, Anti-Theft & Ancillary
<b>Minimum Down Payment</b>	10% of out the door price		

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

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

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

EFFECTIVE 8/6/24

### CONTACT INFORMATION

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