



PERSONAL WATERCRAFT PROGRAM

200 E. Robinson Street • Suite 1110 • Orlando, FL 32801

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DIAMOND PROGRAM											
APR	8.99%	9.49%	9.99%	10.49%	10.99%	11.49%	11.99%	12.49%	12.99%	13.49%	13.99%
Participation	1.00%	1.25%	1.50%	1.75%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%	5.00%
LOAN AMOUNT		MAX TERM		DIAMOND PROGRAM GUIDELINES							
\$5,000 - \$7,499		72 MONTHS		MAX ALL IN ADVANCE (NEW)				140%			
\$7,500 - \$14,999		84 MONTHS		MAX ALL IN ADVANCE (USED)				140%			
\$15,000 - \$50,000		120 MONTHS		MAX BACK-END				20% SALES PRICE WITH NO CAP (INCLUDED IN ALL IN ADVANCE)			
PLATINUM PROGRAM											
APR	9.99%	10.49%	10.99%	11.49%	11.99%	12.49%	12.99%	13.49%	13.99%	14.49%	14.99%
Participation	1.00%	1.25%	1.50%	1.75%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%	5.00%
LOAN AMOUNT		MAX TERM		PLATINUM PROGRAM GUIDELINES							
\$5,000 - \$7,499		72 MONTHS		MAX ALL IN ADVANCE (NEW)				135%			
\$7,500 - \$14,999		84 MONTHS		MAX ALL IN ADVANCE (USED)				135%			
\$15,000 - \$50,000		120 MONTHS		MAX BACK-END				20% SALES PRICE WITH NO CAP (INCLUDED IN ALL IN ADVANCE)			
GOLD PROGRAM											
APR		11.99%	12.49%	12.99%	13.49%	13.99%	14.49%	14.99%	15.49%	15.99%	16.99%
Participation		0.75%	1.00%	1.50%	1.75%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%
LOAN AMOUNT		MAX TERM		GOLD PROGRAM GUIDELINES							
\$5,000 - \$7,499		72 MONTHS		MAX ALL IN ADVANCE (NEW)				130%			
\$7,500 - \$14,999		84 MONTHS		MAX ALL IN ADVANCE (USED)				130%			
\$15,000 - \$50,000		120 MONTHS		MAX BACK-END				20% SALES PRICE WITH NO CAP (INCLUDED IN ALL IN ADVANCE)			
SILVER PROGRAM											
APR		13.99%	14.49%	14.99%	15.49%	15.99%	16.49%	16.99%	17.49%	17.74%	17.99%
Participation		0.00%	0.50%	1.00%	1.50%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%
LOAN AMOUNT		MAX TERM		SILVER PROGRAM GUIDELINES							
\$5,000 - \$7,499		72 MONTHS		MAX ALL IN ADVANCE (NEW)				125%			
\$7,500 - \$14,999		84 MONTHS		MAX ALL IN ADVANCE (USED)				125%			
\$15,000 - \$50,000		120 MONTHS		MAX BACK-END				20% SALES PRICE WITH NO CAP (INCLUDED IN ALL IN ADVANCE)			

PROGRAM GUIDELINES

- Minimum gross income \$3,000
- Income required for Gold & Silver tiers
- Collateral: New PWCs and used PWCs up to 8 years old
- Minimum loan amounts: AZ & CT \$10,000 and MA \$7,500

ALL IN ADVANCE

New: Gross Invoice plus taxes, fees, back-end products, soft goods and bolt ons

Used: NADA Average Retail (no adds) plus taxes, fees, back-end products, soft goods and bolt ons

CREDIT QUALIFICATIONS

Minimum credit score to qualify for a loan - 580

Minimum credit score to qualify for 120 month term - 660

CONTACT INFORMATION

Stipulations: stips@recfi.com

Funding: funding@recfi.com

Underwriting: underwriting@recfi.com

Sales Manager: salesmanager@recfi.com

Accounting: accounting@recfi.com

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

MINIMUM LOAN DISCLOSURE: AZ: \$10,000 • MA: \$6,000 • NH: \$10,000 • NM: \$10,000

MAXIMUM RATE DISCLOSURE: NE, NJ & NY: 16%

EFFECTIVE DATE 6/5/2024