Keystone Lending Alliance

Dealer Underwriting Guidelines – All Markets

Effective 07-01-25

Eligible Vehicles

Subject to year restriction: Vehicles must be 2017 model year or newer with less than 90,000 miles and have completed inspection. No RV's, Van Conversions, Branded/Salvaged titles, "As-is", or "commercial use" vehicles. As of April 1, all prior year new vehicles (2024's) will be valued at book value; If not available, use 90% of Invoice (Tiers 1-3); 80% (Tier 4 & below); Max. exception 130% of adjusted value. Current year new, non-titled, with over 6,000 miles and current year used vehicles with no book value will be valued using the chart below.

Mileage	<6,000	6,001-12,000	12,001-18,000	18,001-25,000	>25,000
Total Invoice Allowance	Up to 90%	Up to 85%	Up to 80%	Up to 75%	Call for value

Loan Parameters $7,500 (minimum book amount $5,000); Terms 24-84mo. Maximum Contract Rate is 18.0%. No Loans may be made to any borrower deriving income from a marijuana related business (MRB).

Income/Employment: Minimum guideline is $1,650/mo.; 1 year employment or in same field with no more than 2 jobs in past 12 months; Self-employed, including 1099 employees, must be in business for a minimum of 3 years, have a FICO score >670, 2 years tax returns with schedule C required on FICO scores <700.

Credit Bureau: FICO score guideline is 625 based KLA report. Min. 2 years history, 5 tradelines, and $1,500 minimum "applied for credit". Discharged bankruptcies only (no open or multiple Bk's). Require satisfactory explanation if <1 year since discharge. Min. 6 months re-established auto payment history/no delinquency after Bankruptcy; 12 months after repossession. Rate surcharge applies.

Down Payment: All Tier 5 and below, first time buyers, repossessions, foreclosures, and less than 4 years since bankruptcy require the greater of $1,000 or 10% of base price down payment. Credit Card Down Payment cap is 10% of Sales Price up to $2,000 Tier 3 applicant or higher; $1,000 below Tier 3.

Residence/Eligibility: Minimum 2-year residency history. 6 months at current address, or homeowner. No more than 2 residences in past 12 months. Co-borrowers must live at same address. The primary driver must be on the contract as obligor. Applicant(s) must reside or work in W. PA 34 County Area with valid DL.

Debt Service Capacity: Up to 55% max all payments to gross verifiable income; Up to 20% max payment to gross income.

Advances: ***Based on Invoice or NADA Clean Trade Value (may be adjusted based on vehicle odometer). Certified Pre-Owned Add to Retail or Clean Trade Value is not permitted.***
Up to 145% Front-End (Line 3 including Doc Fee + non-back end adds + TTL) Advance + Back-End adds*; Rate surcharge may apply. **Max. Back-End (Warranty, GAP, LAH) 20% of Retail Value up to cap of $6,500.*

Service Contract/GAP: Limited to $4,000 (AWD/4WD $5,000) **or** 10% of MSRP/NADA Clean Retail, excluding tax, up to $6,000 max. (min. 50% of loan term/24,000 miles). GAP $1,100 (Current Members $950), Min. LTV for GAP is 80%. All back end adds must be refundable on a pro-rated basis.

Eligible Terms: Minimum invoice or NADA Clean Trade: 66months = $10,000; 72 months = $12,500 (Tiers 1-4) and $15,000 (Tiers 5 and below); 75 months = $15,000 (Tiers 1-3) and $17,500 (Tiers 4 and below); 78 months = $22,500 (New/1yr only); 84 months = $27,500 (see rate sheet for model year eligibility). Term extensions: add .25% for first 6mo.; .50% for each additional 6mo. (approval required). Loan Maturity date may not exceed non-citizen Work Visa/Green Card/Passport expiration date.

Dealer Flat Fees: KLA Base Rate pays a 3% Flat Fee of the amount financed. Dealerships may adjust the contract rate up or down a maximum of 1% to earn up to a 5% Flat Fee or as low as a 1% Flat Fee. Maximum Rate Mark-ups on terms longer than 72mo.: .75% 73-77 months; .50% 78-83 months; .25% 84+ mo. (*Current Member cap of .50%)*. Minimum Amount Financed is $7,500; Minimum term 36 months for Dealer Flat Fee; A 135-day chargeback period applies for payoffs, charge-offs, repossessions, skips, and bankrupts. *Bonus Flats will not be paid as stated on callback if they are not in-line with call back rate and flat fee. This would be an obvious error and will not be honored.*

Fee Structure: Acquisition Fee Schedule: Tier 1-3 = $25; Tier 4 = $35; Tier 5-6 = $50-$75; Tier 7 $75-195 will be deducted from proceeds to the dealership. Additional fees may apply for loan processing, and policy exceptions. A $25 fee will apply on contracts below $7,500; $50 below $6,500.

Expirations: Approvals must be submitted for funding within 30 days of approval; up to 60 days on ordered vehicles from the manufacturer with notification and approval. Rates guaranteed for 30 days only.