

## BALLOON RATE SHEET - 01.04.22 - 03.31.22

Category	Price Tier	48 & 60 Month Term rates as low as	Max Advance Before Backend	Min Income	Min Cash + Trade Equity	Participation
PRIME	1	4.17% APR	130%	\$2,500	0	1.75%
	2	5.78% APR	125%	\$2,500	0	1.75%
	3	8.21% APR	120%	\$2,250	0	1.75%
NEARPRIME	4	Not Eligible	Not Eligible	Not Eligible	Not Eligible	Not Eligible
SUBPRIME	5	Not Eligible	Not Eligible	Not Eligible	Not Eligible	Not Eligible

Advance	Based on new vehicle invoice
Balloon Factor & Payment	Refer to Chrysler Capital Balloon Calculator
Dealer Flat	Flats up to \$250
Dealer Installed Options	Maximum \$1,500 with installation invoice and a customer signed RO or buyer's order
Eligible Customers	Individual customers only
Eligible States	AK, AR, AZ, CA, CO, CT, DE, FL, GA, IL, LA, MA, ME, MN, MO, MS, MT, ND, NE, NJ, NM, NY, OR, RI, SD, TN, UT, VA, VT, WI, WV, WY
Eligible Transactions	Tiers 1-3 only, subject to credit approval
Eligible Vehicles	New vehicles with less than 500 miles (units with more than 500 to 5,000 miles - miles must be deducted from balloon payment at \$0.20 per mile)
Maximum Backend	\$6,500 or 15% of MSRP, whichever is greater and within LTV guidelines for callback Max backend is subject to state maximums and tier limits, where applicable; VSC max may vary by tier
Minimum Amount Financed	\$10,000 in all states (NJ - cannot be less than cash selling price of \$10,000)
Participation Split	75/25 on all participation, three payments must be made by customer or subject to chargeback
Term	48 and 60-month term only; last payment will be balloon payment and any applicable interest (e.g., on a 48-month term, the 48th payment is the balloon amount, plus applicable interest)
Vehicle Service Contract (VSC)	VSC up to \$6,500 or VSC MSRP (cannot exceed max advance); MVP products are preferred
GAP insurance	GAP up to \$1,000, minimum line 3 LTV 70% or state mandated minimum; GAP insurance may be sold if policy is applicable for balloon

**CREDIT PHONE** 855.741.7717

**FUNDING PHONE** 855.976.9766

To view incentivized offers, please visit the Chrysler Capital Dealer Website (via DealerCONNECT [www.dealerconnect.com](http://www.dealerconnect.com))

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FUNDING PACKAGE ADDRESS		TITLING ADDRESSES	
<b>FedEx</b> Preferred – Faster turn-time (up to 1 day)	<b>All Other Couriers</b>	<b>Lienholder &amp; Assignment Address</b>	<b>Loss Payee</b>
Chrysler Capital eDocs Program, Suite 2049 4054 Willow Lake Blvd Memphis, TN 38153	Chrysler Capital eDocs Program, Suite 2049 3268 Progress Way Wilmington, OH 45177	Chrysler Capital P.O. Box 961272 Fort Worth, TX 76161	Chrysler Capital P.O. Box 3610 Carmel, IN 46082

All Chrysler Capital transactions must conform to published Underwriting Policies and Provisions.

### STANDARD STIPULATIONS:

- » Must confirm all incentivized program terms and eligibility requirements through the incentive configurator on DealerCONNECT
- » Signed and dated credit application is required for all applicants
- » Must obtain final approval before contracting
- » Any changes to amount financed are subject to price adjustments
- » Ensure the contract is approved, signed by the applicant(s), dealer, and assigned to Chrysler Capital unless otherwise noted on callback
- » Rebates must be disclosed as rebate on contracts and cannot be disclosed as cash down payment
- » Only Law or Bankers contract with Kansas UCCC box at \$25K or more financed
- » Compliance with the Wisconsin Marital Property Law is required
- » A Buyer's Order is only required for the states of Colorado, Illinois, Iowa, Missouri and New Hampshire
- » Chrysler Capital prefers all contracted parties to be listed on the title application/guarantee of title; a Notice to Co-Signer form is required for deals with only one borrower listed on the title application; in the state of Illinois, a Notice to Co-Signer is required for both applicants
- » A valid government-issued ID card is required for all applicants
- » Proof of physical address is required to a fund contract; a P.O. Box alone will not fund
- » Proof of insurance is required
- » Backend guidelines include:
  - Vehicle Service Contract (VSC) up to \$6,500 or VSC MSRP
  - GAP up to \$1,000, minimum line 3 LTV 70% or state mandated minimum
  - Vehicle maintenance plan = \$1,500
  - Tire & Wheel = \$900
  - MVP products are preferred
  - Cannot exceed approved max LTV
  - Refer to callback for specific backend financing guidelines

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