

Indirect Lending Hours

Mon., Thur.: 8:30 a.m. - 7:00 p.m.
 Tues., Wed., Fri.: 8:30 a.m. - 6:00 p.m.
 Sat.: 9:00 a.m. - 3:00 p.m.

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 indirectlendingfax@msufcu.org • Fax Funding: 877-721-3684

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 3777 West Road
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Dealer Lease Rate Sheet

Automobile Lease Rate Sheet Guidelines

➔ **Must have a valid MI driver's license or MI identification card**

Dates Valid: 03 / 16 / 2024 - 03 / 31 / 2024

ELT# LH231691 | Tax ID# 33-0387216
 cula.com (Credit Union Leasing of America website)

Lease Terms 24, 30, 36, 39,42, 48, 54, 60 months New Vehicle (Unregistered) 2022- 2024 only	Tier 1 720+	Tier 2 690-719	Tier 3 660-689	Tier 4* 640-659	Tier 5* 600-639
Advances as high as	115% LTV	115% LTV	115% LTV	100% LTV	90% LTV
Dealer Participation	.75	.75	.75	0	0
GM, Honda, Hyundai, Subaru, Toyota	.00320	.00340	.00390	.00490	.00700
FCA	.00320	.00345	.00405	.00505	.00715
All other makes and models, including used	.00320	.00340	.00390	.00490	.00700

Used car leasing is available to select dealers after activation training.

Information	<ul style="list-style-type: none"> ▶ Rates are subject to change. Always confer with current rate sheet. ▶ Approved rates are honored for up to 14 days from the date of approval. ▶ Approvals are good for 30 days. • Must become a member of MSU Federal Credit Union or Oakland University Credit Union. • CULA ATP/IVF must accompany every lease. • There are 90-day charge backs. 	<ul style="list-style-type: none"> • If documentation of membership eligibility is not included in lending packet, dealer is authorizing MSUFCU/OU Credit Union to select Desk Drawer Fund and short fund \$10.00, plus \$5.00 membership fee. • No reserve paid for leases under \$5,000. • A \$100 processing fee is assessed on all new lease contracts.
Additional Charges	<p>Acquisition fee: \$995</p> <p>Disposition fee: \$400 (at lease end if vehicle given back)</p> <p>Excess mileage at inception – If a new vehicle's current mileage exceeds 500, the residual value must be lowered by \$0.15 from the first mile. The Inception Mileage Adjustment Fee will be calculated starting at 500 miles. The calculation will begin counting at mile 501, rather than starting at zero.</p>	<p>Purchase fee: \$325 (at lease end if vehicle purchased by lessee)</p> <p>Excess Mileage Charges: \$0.15 on residuals of less than \$20,000 \$0.20 on residuals between \$20,000 & \$25,000 \$0.25 on residuals greater than \$25,000</p>
Program Guidelines	<ul style="list-style-type: none"> • LTV Advance is based on MSRP and NADA retail value. • Excluded vehicles — Commercial vehicles, conversion vans, and salvage and rebuilt titles. • Experian, VantageScore® 4.0 nonauto-enhanced credit score will be used. • No third-party purchases (we do not write leases when the intended driver is not the borrower). • No deferred down payments. • Automatically approved applicants listed as employed we determine are SELF-EMPLOYED are subject to review and possible rejection. 	<ul style="list-style-type: none"> • Dealership employees who are auto-approved are subject to review and possible rejection. • Actual lease term may vary and will be determined based on member's individual credit history and ability to pay. • Residual not to exceed MRM. • Dealer is responsible for verifying citizenship status and providing necessary documentation. Located in the documents and forms section, in Route One or Dealertrack. • Proof of income required on all Tier 4 and Tier 5 borrowers.
Backend Product	<ul style="list-style-type: none"> • Warranty — \$3,000 maximum or up to 10% of MSRP or NADA retail value, whichever is greater. Maintenance agreements may be included in the total amount allowed. • GAP — GAP is included in the Lease Agreement. A second GAP Policy is not fundable. • Acceptable adds (NOT for residual calculation! Can be added to the approval amount, unless stated otherwise) include dealer handling, taxes, title filing fees, licensing, mechanical breakdown warranty (within limits specified herein), credit life and disability insurance. Agreements must have the option to be canceled at any time. See Lease Agreement for disclosure areas. 	<ul style="list-style-type: none"> • Unacceptable adds include identification protection services, and any weekly, biweekly payment plans or ACH products that charge the member a fee or setup cost. MSU Federal Credit Union offers these services at no charge. ANY ADDS OUTSIDE OF THESE GUIDELINES MUST RECEIVE PRIOR APPROVAL BEFORE FUNDING. IF PRIOR APPROVAL IS NOT RECEIVED, YOUR DEAL MAY NOT BE FUNDED.

Addendum: This Dealer Rate Sheet provided by MSUFCU, including all conditions and restrictions stated herein, is an addendum to the existing Master Dealer Lease Purchase Agreement and Installment Sale Contract Purchase Agreement (collectively "Agreement") between MSUFCU and Dealer (and is likewise an addendum to any existing or successor version of such Agreement), and this Dealer Rate Sheet is incorporated into the Agreement as if fully restated and is enforceable as a bilateral contract covenant for all transactions during the period of validity indicated above.