

# OU Federal Credit Union-Indirect Lending Rate Sheet

*Rates Disclosed Are Annual Percentage Rates*

*Effective 10/04/2017*

## New & Used Autos

**Auto Pay Deduction = 0.25%**

Model Years	750 "A+" Credit LTV 115% DTI 40%	749-700 "A" Credit LTV 110% DTI 40%	699-650 "B" Credit LTV 105% DTI 35%	649-600 "C" Credit LTV 100% DTI 30%	599-550 "D" Credit LTV 100% DTI 30%	549-1 "E" Credit LTV 100% DTI 25%	No Score "Z" Credit VARIABLE VARIABLE
<b>Dealer Reserve</b>	<b>1.00%</b>	<b>1.00%</b>	<b>1.25%</b>	<b>1.25%</b>	<b>0.50%</b>	<b>0.50%</b>	<b>0%</b>
<b>2018-2017 (Never Titled) 85 to 96 month term for A+ thru B (\$250 Flat)</b>	<b>3.99%</b>	<b>4.24%</b>	<b>4.49%</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
2017-2016 (Never Titled) 61 to 84 month term for A+ thru C.	3.74%	4.24%	6.24%	8.24%	N/A	N/A	N/A
2017-2016 (Never Titled) 36 to 60 month term for A+ thru E.	3.24%	3.74%	5.74%	7.74%	12.24%	15.99%	N/A
2017-2016 (Previously Titled) 61 to 84 month terms available for A+ thru C.	3.99%	4.49%	6.49%	8.49%	N/A	N/A	N/A
2017-2015 (Previously Titled) 36 to 60 month terms available for A+ thru Z.	3.49%	3.99%	5.99%	7.99%	12.49%	16.24%	N/A
2015-2014 (Previously Titled) 36 to 72 month term.	4.24%	4.74%	6.74%	8.99%	12.99%	16.99%	N/A
2013-2012 (Previously Titled) 36 to 60 month term.	4.49%	4.99%	6.99%	9.24%	13.24%	17.24%	N/A
2011-2010 (Previously Titled) 36 to 54 month term.	4.99%	5.49%	7.49%	9.74%	13.74%	17.74%	N/A
2009-2007 (Previously Titled) 24 to 48 month term.	5.49%	5.99%	7.99%	9.99%	13.99%	18.00%	N/A

**NOTES:**

- >No salvage titles. >Borrowers must be residents of the State of Oklahoma
- >Max Mileage 100,000. >96 Month Term for new 2017 and 2018 models only. A+, A and B paper only- no exceptions
- >The date of first payment may be up to 45 days from the date of contract.
- >Backends are considered Value Added Products, therefore will not count against LTV calculations, but will count against DTI calculations.
- >Max GAP is \$800. Max Warranty is as follows: Less than \$20K =\$ 2,500, \$20K - \$30K =\$3,000, Greater than \$30K =\$3,500.
- >The credit union will only use non-dealer enhanced Equifax credit scores in its underwriting.
- >Rate discount of 25 basis points for auto pay-ACH or OU payroll deduction.
- >Proof of Income is required for everyone with a score below 700. Proof of Income is typically covered by an applicant's TWO most current/recent paystubs.
- >Proof of Residency is required for any applicants whose address on their driver's license or state ID does not match the application or their current address.
- >Applications must include two years of residency history.
- >Applications must include two years of employment history.
- >A \$500 minimum housing will be allotted to each application for each address unless proof can be given to show less.
- >The dealer reserve will be added to the total amount funded while the dealer fee will be deducted from the total amount funded.
- >Max dealer reserve \$1,500.
- >A \$25 loan processing fee and the \$5 membership shares will be deducted from the loan amount funded for new members.
- >A \$25 loan processing fee will be deducted from the loan amount funded for current members.
- >No dealer reserve will be paid for loans with pre-approvals in the branches, even if the applicant funds through Indirect.
- >Rates will vary for loans depending on the applicant's credit score. Annual Percentage Rate (APR) is the finance charge that reflects interest rate for an annual period.

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