



# P1FCU

**Dealer Hotline 208-748-7460**

**Indirect BOATS/TRAVEL TRAILER Loan Rates & Standard Conditions – Effective Jan. 24, 2024**

## **2017 AND NEWER UNITS**

<b>FICO</b>	<b>Paper</b>	<b>60 Mo</b>	<b>72 Mo</b>	<b>84 Mo</b>	<b>96 Mo</b>	<b>120 Mo</b>	<b>144 Mo</b>	<b>180 Mo</b>
730+	A+	8.54%	8.59%	8.64%	8.69%	8.69%	8.79%	8.79%
680-729	A	9.29%	9.29%	9.34%	9.34%	9.34%	9.54%	9.59%
640-679	B	10.29%	10.29%	10.29%	10.29%	10.29%	10.54%	n/a
600-639	C	12.79%	12.79%	12.99%	13.24%	13.99%	n/a	n/a

### **INSTANT APPROVAL DISCLOSURE**

All auto decided approvals are subject to refusal if the applicant or joint applicant has caused P1FCU a previous loss with a charged-off loan or bankruptcy and that loss is showing on the credit report at the time of application. Any auto decided approval is subject to refusal if the applicant or joint applicant has an open bankruptcy.

### **COVERED VEHICLES**

Boats, Travel Trailers, 5th Wheels, Motorhomes, Campers.

### **RATE POLICY**

Rates based on Experian Vantage 4.0. Minimum loan amount of \$15,000 for 84 month term. Minimum loan amount of \$30,000 for 144 month term. Minimum Loan amount of \$50,000 for 180 month term. Approved backend products are: Gap, Warranty and Maintenance.

### **MEMBERSHIP ELIGIBILITY**

You must live or regularly work in Adams, Ada, Benewah, Boise, Bonner, Boundary, Canyon, Clearwater, Gem, Idaho, Kootenai, Latah, Lewis, Nez Perce, Owyhee, Payette, Shoshone, Washington, and Valley counties in Idaho, The State of Washington, or Baker, Grant, Harney, Malheur, Morrow, Umatilla, Union, and Wallowa Counties in Oregon.



## ADVANCE POLICY

Calculations are based off the MSRP for new units and JD Power retail base price for used units. Term and advance amount will be determined by the underwriter based on the year of the vehicle, applicants credit score, and debt load. Rates are based on a minimum loan amount of \$2,500.

## BACKEND ADVANCE POLICY

Max \$7,000 or 20% of the book value, whichever is less. GAP not to exceed \$999. Approved backend products are: Gap, Warranty and Maintenance. Tax, Title, and License fees are allowed over and above the front-end advance and separate from the backend product limits. GAP only on vehicles valued \$10,000 or less.

## INCOME VERIFICATION

Required on all deals with the credit score below 680 or self-employed. If self-employed, two years of tax returns required. If paystubs are used, 2 consecutive paystubs are required with the most recent being no more than 30 days old.

## DEALER COMMISSION

2.25% of the amount financed, maximum of \$1,500.00. \$10,000.00 minimum amount for commission. 120-day chargeback period. Commission will not be paid on P1FCU employee loans.

## INELIGIBLE VEHICLES

Vehicles with rebuilt/restored titles, lemon law or branded titles. No straw purchases, trust accounts, signing by the power of attorney, commercial vehicles, business loans, vehicles for hire, trucks over 1 ton, or refinances allowed. Vehicles 15 years old and older ineligible for indirect lending. Vehicles used as a primary residence are not eligible.

## FUNDING REQUIREMENTS

Must include new member agreement on ALL contracts whether or not the member is a current P1FCU member. Current and unexpired driver's license(s) for applicants must be submitted with funding package. Maximum of 45 days until 1st payment.

## NON-CITIZEN BORROWER ELIGIBILITY

Due to documentation requirements, we are offering Non-US Citizen borrowers to apply through our direct/in-branch channels only.

**MAXIMUM AMOUNT FUNDED** \$100,000 for autos and recreational vehicles

**LIEN HOLDER ADDRESS** Potlatch No.1 Financial Credit Union, PO Box 897, Lewiston, ID 83501

**FOR FUNDING** Please upload funding documents at [p1fcu.org/indirect-lending](https://p1fcu.org/indirect-lending)

**HOURS OF OPERATION** 9:00 - 5:30 Monday through Saturday

**DEALER WEBSITE** [p1fcu.org/indirect-lending](https://p1fcu.org/indirect-lending) has contact info, forms, rates, and available buyer on Saturday

**DEALER PAYOFF HOTLINE** 208-748-7460 (Option 1 for Buyers. Option 2 for Funding and payoffs)

### Barry Nichols | Dealer Relations Manager

509.768.8239 | [bnichols@p1fcu.org](mailto:bnichols@p1fcu.org)

### Theresa Adams | Buyer

208.746.8900 ext. 2030 | [tadams@p1fcu.org](mailto:tadams@p1fcu.org)

### Tracie Schultz | Buyer

208.848.2128 | [tschultz@p1fcu.org](mailto:tschultz@p1fcu.org)

### LeeAnne Sullivan | Buyer

208.746.8900 ext. 2104 | [lsullivan@p1fcu.org](mailto:lsullivan@p1fcu.org)

### Kehau Dillingham | Funding

208.746.8900 ext. 2344 | [kdillingham@p1fcu.org](mailto:kdillingham@p1fcu.org)

### Heather Tate | Buyer

208.746.8900 ext. 3171 | [htate@p1fcu.org](mailto:htate@p1fcu.org)

### Sherri Seaman | Funding

208.746.8900 ext. 2113 | [sseaman@p1fcu.org](mailto:sseaman@p1fcu.org)

### Debbie Harris | Funding

208.746.8900 ext. 2126 | [dharris@p1fcu.org](mailto:dharris@p1fcu.org)

### Corby Gardner | Buyer

208.746.8900 ext. 2325 | [cgardner@p1fcu.org](mailto:cgardner@p1fcu.org)

**Approvals valid for 30 days, must be funded within 10 days of the first payment.**