



Risk Based Lending Auto Loan Rates

SIUE CU New/Used Auto rates

1-Oct-23

Input Cells		Score Determination *No score is placed in the C Tier					
		Equifax Beacon Score					
Year	Term	720+ A+	719-680 A	679-640 B	639-610 C	609-580 D	<579 E
2017-2024 New & Used Vehicles	0 - 66	5.25	6.25	7.50	9.75	15.09	16.09
	67 - 78*	5.99	6.99	8.24	10.59	15.79	16.79
	79 - 84*	7.50	8.25	9.10	12.05	16.99	17.49
2011 - 2016 Used Vehicles	0 - 66	6.25	7.05	8.24	11.75	16.14	16.89
	67 - 78*	7.25	7.75	9.05	12.25	16.39	17.24
2010 & older Used Vehicles	0 - 63	7.99	8.49	10.25	12.75	16.89	17.39

* 67 - 78 Months Available If Loan > \$15K. *79 - 84 Months Available If Loan > \$25K.

- If debt/income ratio is greater than 50% and a loan is approved, add .25% to above rates
 - If Loan-to-Value exceeds 115% add .25% to above rates
 - If Mileage is greater than 120,000 miles, rate will increase by 1%
 - Mileage in excess of 150,000 based on lender approval
 - Will not finance vehicles being used for taxi/ride share services (includes but not limited to Uber, Lyft, Instacart, etc) or straw purchases
 - SIUE CU will not accept contract on manufacturer/lemon law vehicles, salvage, rebuilt or reconditioned titles
 - The above tiers are based on Equifax Beacon Scores
- Maximum Advance: New vehicles based on MSRP and used vehicles based on Black Book Retail up to a maximum of 125% of value (including all taxes, title, license, warranty and GAP Insurance). GAP insurance is recommended on loans over 100% LTV.
- Rates are determined using Equifax Beacon Scores and are not negotiable.
 - Current check stubs with year to date income or IRS Tax documents are required for Proof of Income
 - Rate discounts are eligible on in-house loans only. **No discount below 5.25%**

OTHER SECURED LOANS

740+ A+	700-739 A	660-699 B	620-659 C	580-619 D	<579 E
9.25	9.50	10.75	13.75	17.25	17.75



Risk Based Lending Rates

SIUE CU In-house rates

1-Oct-23

Motorcycles, ATVs, Wave Runners & Trailers

Score Determination *if applicant has no credit score, he/she is placed in the C Tier

Input Cells		Equifax Beacon Score						
Year	Term	740+ A+	700-739 A	660-699 B	620-659 C	580-619 D	<579 E	
New & Used 2017-2024	up to 63	6.99	7.29	7.84	9.24	13.24	16.99	
	72	7.99	8.29	8.84	10.24	14.24	15.99	
2011 - 2016	48	6.99	7.29	7.84	9.24	13.24	14.99	
	63	7.99	8.29	8.84	10.24	14.24	15.99	
2010 & Older	48	6.99	7.29	7.84	9.24	13.24	14.99	
	63	7.99	8.29	8.84	10.24	14.24	15.99	

If total amount financed (including taxes, title fee & license fee) is less than 80% of the MSRP or Black Book retail value of the vehicle, a rate reduction of .50% will be applied.

Loan amount must be \$18,000 or greater on 2017-2024 year models to qualify for 72 month term

New & Used Boats

Score Determination *If applicant has no credit score, he/she is placed in the C Tier

Input Cells		Equifax Beacon Score						
Amount Financed	Maximum Term	740+ A+	700-739 A	660-699 B	620-659 C	580-619 D	<579 E	
New & Used Boats 2017 - 2023	63	7.00	7.30	7.85	9.25	13.25	15.00	
	96	7.50	7.80	8.35	9.75	13.75	15.50	
	108	8.50	8.80	9.35	10.75	14.75	16.50	
2011 - 2016	63	7.00	7.30	7.85	9.25	13.25	15.00	
	78	7.50	7.80	8.35	9.75	13.75	15.50	
2010 - Older	63	7.25	7.55	8.10	9.50	13.50	15.25	
	78	7.75	8.05	8.60	10.00	14.00	15.75	

Increase interest rate by 1.00% for all models 2011 and older

10% minimum down payment on loans \$25,000+

RVs/Campers/Travel Trailers

Score Determination *If applicant has no credit score, he/she is placed in the C Tier

Input Cells		Equifax Beacon Score						
Amount Financed	Maximum Term	740+ A+	700-739 A	660-699 B	620-659 C	580-619 D	<579 E	
New & Used 2017 - 2024	63	7.00	7.30	7.85	9.25	13.25	15.00	
	96	7.50	7.80	8.35	9.75	13.75	15.50	
	108	8.50	8.80	9.35	10.75	14.75	16.50	
	120	9.00	9.30	9.85	11.25	15.25	17.00	
2011 - 2016	63	7.00	7.30	7.85	9.25	13.25	15.00	
	96	7.50	7.80	8.35	9.75	13.75	15.50	
2010 - Older	63	7.25	7.55	8.10	9.50	13.50	15.25	
	78	7.75	8.05	8.60	10.00	14.00	15.75	

Increase interest rate by 1.00% for all models 2011 and older

15% minimum down payment on loans \$50,000+

10% minimum down payment on loans \$25,000 - \$49,999