

Tier

Rate Sheet and Vehicle Booking Guide

Effective January 15, 2024

Starter Interrupt Devices (SID's) and Original Contracts NO Longer Required on Any Tier 1-8 Deals

Year		Term	Extra Clean	Term	Clean		Term	Average		Term	Rough	
New	2023/24/25	84	10,000	125%	MSRP		INCREASED KM RANGES AND TERM AVAILABILITY					
0	2023	84	35,000	84	35,001	60,000	78	60,001	90,000	66	90,001	120,000
1	2022	84	65,000	84	65,001	95,000	78	95,001	130,000	66	130,001	150,000
2	2021	84	75,000	84	75,001	110,000	78	110,001	150,000	66	150,001	180,000
3	2020	84	80,000	84	80,001	110,000	78	110,001	150,000	66	150,001	180,000
4	2019	84	90,000	84	90,001	130,000	78	130,001	170,000	66	170,001	180,000
5	2018	78	90,000	78	90,001	130,000	72	130,001	170,000	66	170,001	180,000
6	2017	66	105,000	66	105,001	140,000	66	140,001	170,000	54	170,001	180,000
7	2016	54	105,000	54	-	145,000	54	145,001	165,000	54	165,001	180,000
8	2015	-	-	42	-	145,000	42	145,001	165,000	42	165,001	180,000
9	2014	-	-	30	-	145,000	30	145,001	165,000	30	165,001	180,000
10	2013	-	-	18	-	145,000	18	145,001	165,000	18	165,001	180,000

Tier	Rate <small>Rate may vary based on credit, LTV & vehicle</small>		Max advance	Max monthly payment <small>Monthly/bi-weekly available</small>	Base dealer reserve
	New	Used			
8	11.99%	13.49%	140%	\$1,200	\$600
7	14.49%	16.49%	140%	\$1,200	\$600
6	16.49%	19.74%	140%	\$1,200	\$550
5	19.24%	21.99%	135%	\$850	\$550
4	22.49%	24.49%	135%	\$850	\$550
3	24.24%	26.24%	130%	\$850	\$525
2	27.49%	29.99%	130%	\$850	\$750
1	29.90%*		130%	\$650	\$500

All amounts paid to dealers are inclusive of applicable taxes | *31.9% will apply in BC with contract fee removed.

Rate change option		Tier 8	Tier 7	Tier 6	Tier 5	Tier 4	Tier 3	Tier 2	Tier 1
Rate Up	2.0%	\$1,300	\$1,300	\$1,150	\$1,150	\$1,150	\$1000	n/a	n/a
Rate Up	1.0%	\$950	\$950	\$850	\$850	\$850	\$750	n/a	n/a
Base Dealer Reserve	-	\$600	\$600	\$550	\$550	\$550	\$525	\$750	\$500



Here to help you Thrive.

Tier Additional Details

Get to yes faster with our instant income tool!

A simple, easy and instant online platform to get income verified without additional documentation. Get started today!

santanderconsumer.ca/easyincome

Vehicle Requirements

- Vehicles intended and registered for any type of courier, delivery, taxi, ridesharing or commercial use are not eligible for funding.
- Former police, courier, delivery, ridesharing, written off, rebuilt, salvage, altered and repaired or likewise vehicles are not eligible. Vehicles intended for work or commercial usage are not eligible. Exceptions can be made for customer who use the vehicle to get to work locations or clients under 100/km per day.
- *If the BBV is less than \$20,000 and the vehicle has cumulative declarations over \$7,500, then the vehicle is ineligible for funding, also cumulative declarations cannot exceed 100% BBV.*
- *If the BBV is greater than \$20,000, then the vehicle may have cumulative declarations of up to 35% of BBV.*

Contract Expiry

Contracts submitted for funding with unresolved stipulations or missing documents will expire either 21 days from the effective date of the loan or 7 days prior to the first payment date whichever comes first. After these dates new automotive sales finance agreements will have to be re-signed and submitted.

Reserve and Bonus Rebates

Santander Consumer reserves the right to charge back full dealer reserve on any loan paid out within 180 days of the date of the contract.

Warranty and Insurance Policy

- Life & Disability, Mechanical Breakdown Warranty, GAP Insurance/Walkaway, Tire and Rim, Protection Packages and combined must not exceed 20% of vehicle purchase price.
- Insurance/GAP/Tire and Rim/Protection Packages must have minimum 2-year term.
- Warranty must have seals & gaskets and be a minimum of 12-months of coverage from date of sale.
- Santander Consumer will fund all reviewed and approved warranties provided by a nationally insured warranty provider.
- *There is no individual markup limit on aftermarket products as long as they meet the minimum requirements specified for term, inclusions and coverage.*

New Vehicle Requirements

- MY23/24/25, previously un-registered and under 10,000 KM
- Proof of MSRP for specific vehicle must be provided for funding
- Advance is based on 125% of MSRP before tax
- All Tier Program SID, aftermarket, payment and funding requirements apply
- **MY 1 Under 60,000 km's can now qualify for new rate as low as 11.99%.**

Get Started Today!

PHONE 1.888.486.4356

FAX 1.888.486.7456

For more information contact your Santander Consumer Regional Manager or the Santander Consumer National Credit & Funding Center.

Credit Center

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Income Center

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