

Tier Program

Rate Sheet and Vehicle Booking Guide



Tier Program Parameters

Tier	Available Rates		All-In LTV Allowance***	Warranty LTV Allowance	Max Monthly Payment Monthly/bi-weekly available	Base Dealer Reserve	1% Up Dealer Reserve	2% Up Dealer Reserve
	New**	Used						
**NEW RATE AVAILABILITY: 2024+ under 60,000km's or LTV under 100% or NEW unit								
8	11.99%	13.49%	165%	30%	\$1,500	\$600	\$950	\$1,300
7	14.49%	16.49%	165%	30%	\$1,500	\$600	\$950	\$1,300
6	16.49%	19.74%	165%	30%	\$950	\$550	\$850	\$1,150
5	19.24%	21.99%	165%	30%	\$850	\$550	\$850	\$1,150
4	22.49%	24.49%	165%	30%	\$750	\$550	\$850	\$1,150
3	24.24%	26.24%	165%	30%	\$700	\$525	\$750	\$1,000
2	27.49%	29.99%*	165%	30%	\$650	\$750	n/a	n/a

*31.9% will apply on both new and used in BC with contract fee removed. 31.9% will apply for used units in QC with contract fee removed.
 ***All-in LTV is defined as the total amount to finance inclusive of taxes.
 All amounts paid to dealers are inclusive of applicable taxes

Vehicle Booking Guide

Year	Term	Extra Clean	Term	Clean		Term	Average		Term	Rough	
NEW 2024/25/26	84	New Unit qualification up to 10,000km's, previously un-registered									
2025	84	35,000	84	35,001	60,000	78	60,001	90,000	66	90,001	120,000
2024	84	65,000	84	65,001	95,000	78	95,001	130,000	66	130,001	150,000
2023	84	75,000	84	75,001	110,000	78	110,001	150,000	66	150,001	180,000
2022	84	80,000	84	80,001	110,000	78	110,001	150,000	66	150,001	180,000
2021	84	90,000	84	90,001	130,000	78	130,001	170,000	66	170,001	180,000
2020	78	90,000	78	90,001	130,000	72	130,001	170,000	66	170,001	180,000
2019	66	105,000	66	105,001	140,000	66	140,001	170,000	54	170,001	180,000
2018	54	105,000	54	105,001	145,000	54	145,001	165,000	54	165,001	180,000
2017	-	-	42	-	145,000	42	145,001	165,000	42	165,001	180,000
2016	-	-	30	-	145,000	30	145,001	165,000	30	165,001	180,000
2015	-	-	18	-	145,000	18	145,001	165,000	18	165,001	180,000



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

Income Requirements

- Minimum income requirement of \$2500/month.
- Co-Applicant income accepted when relationship is spousal or common-law.
- Proof of income is required unless otherwise noted on approval. Two recent paystubs (pay end dates within 45 days) required for verification. Tax documentation required for self-employed applicants.
- Short and long-term disability accepted.
- Documents to be sent to poi@santanderconsumer.ca, as attachments, with deal number in the subject line.

Warranty and Insurance

- Combined Life & Disability, Mechanical Breakdown Warranty, GAP Insurance/Walkaway, Tire and Rim, Protection Packages, and insurances **must not exceed 30% of the vehicle's Canadian Blackbook value (inclusive of tax).**
- **Maximum aftermarket markup per product is \$3000 over dealer cost.**
- **Anti Theft product limit is \$999.**
- 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.

Funding Requirements

- Please review our dealer document checklist, available on all portals.
- If discrepancies are discovered at time of funding, additional documentation or proof of residency may be required.

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.
- **Cumulative damage accepted up to \$7,500 or 35% of Blackbook value, whichever is greater.** Damage cannot exceed 100% of Blackbook value.
Ex. \$35,000 BBV * 35% Allowance = \$12,250 allowable cumulative damage

New Vehicle Requirements

- MY24/25/26, previously un-registered and under 10,000 KM
- Proof of MSRP for specific vehicle may be requested
- All Tier Program SID, aftermarket, payment and funding requirements apply
- **2024MY+ Under 60,000 km's can now qualify for new rate as low as 11.99%.**

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.

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, Income, or Funding Center.

Credit Center

EXT. 5024

Email credit@santanderconsumer.ca

Income Center

EXT. 5026

Fax 1.855.227.3655

Email poi@santanderconsumer.ca

Funding Center

EXT. 5023

Email funding@santanderconsumer.ca

Dealer Support

EXT. 3514

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