

## CONSUMER RV PROGRAM GUIDE

Boats & Motors, Truck Campers & Trailers (including 5<sup>th</sup> wheel)

APPLICATION FEE/PPFC ON ALL CONTRACTS \$325.00



Effective January 1, 2025

MAX FRONT-END LTV	<= \$50,000	90% LTV	85% LTV	80% LTV	70% LTV
MAX FRONT-END LTV	>= \$50,000	85% LTV	80% LTV	75% LTV	65% LTV
MINIMUM LOAN AMOUNT	TERMS	710+ A+	709-680 A	679-660 B	NO SCORE *C
	24-72	9.00%	10.00%	11.00%	13.00%
	84	9.50%	10.50%	11.50%	13.50%
\$15,000	120	10.50%	11.50%	12.50%	14.50%
\$20,000	144	11.00%	12.00%	13.00%	15.00%
\$25,000	180	11.50%	12.50%	13.50%	N/A
MAX TO FINANCE		UNLIMITED	UNLIMITED	\$100,000	\$75,000

MIN LOAN AMOUNT \$5K

**NOW AVAILABLE!!**

**45 days to first payment  
preferred with option to defer  
payment up to 60 days!**

### .25% Rate Discount Program:

- Active-Duty Military or Veteran (Current Notarized Photocopy of Military ID or DD214 required).
- Discount does not apply with promotional rates, only 1 discount per deal.

**GAP:** Maximum \$1,300 (Copy of contract must be provided with package)

### Warranty: (including maintenance plans):

- Maximum Backend Add-ons for A & A+ – 15% of MSRP or JD Power Retail or \$8,000 whichever is less.
- Maximum Backend Add-ons for B or less – 10% of MSRP or JD Power Retail or \$6,000 whichever is less.

**3 MONTH TERM EXTENSION:** 3-month term extension available with NO rate increase (up to 75 months MAX) with Sharefax ACH/Auto Deduction. ACH forms on DealerTrack<sup>®</sup> or Route One<sup>®</sup> send completed form with funding packet for term extension.

### Dealer Reserve:

2% for less than \$10,000

2.5% for \$10,000 to \$24,999

3% for \$25,000 to \$49,999

2% for \$50,000 and over

Reserve on all check for title deals will be paid with proceeds for vehicle at verification of lien placement. All deals must be in for funding, with all proper documentation, by 2:00 pm on the 2<sup>nd</sup> to last business day of each month.

### MODEL YEAR & RATE RESTRICTIONS

- Add .50% to model years older than 2020.
- SCU will not finance 2012 or older towable models and 2014 or older motor homes.

### FRONT-END

- Front-end advance limits include purchase price, tax, and title.
- Non-approved products must fit into the FRONT-END LTV of the deal and must be approved by the lender.
- Front-end LTV advance based on MSRP on New Recreational Vehicles (Never Titled) and JD Power Retail on Used.

### BACK-END

- Approved adds include Warranty (min 2 yr. term), Pre-paid Maintenance, Credit Insurance, Tire/Wheel/Glass, Key & Theft.
- Refundable products only.
- GAP is included in MAX BACK-END allowances. (Copy of contract must be provided with package)

**SERVING ADAMS, BROWN, BUTLER, CLERMONT, CLINTON, FAYETTE, GREENE, HAMILTON, HIGHLAND, PREBLE, MONTGOMERY & WARREN COUNTY RESIDENTS.**



## PROGRAM GUIDELINES

- All applicants must be eligible for Sharefax membership. Must be a U.S. citizen or permanent resident alien.
- **SERVING:** Those who live, work, or attend school in the following OHIO counties: ADAMS, BROWN, BUTLER, CLERMONT, CLINTON, FAYETTE, GREENE, HAMILTON, HIGHLAND, PREBLE, MONTGOMERY & WARREN COUNTY. We will no longer accept WORSHIP as a qualifier for Indirect.
- Sharefax accepts Equifax and TransUnion bureaus only.
- Approvals are good for 30 days.
- No Third Party (STRAW) purchase loans. No 3rd party assignments through indirect channel – vehicle must be titled in the name of borrower.
- Income verification required for loans greater than \$60,000 and Beacon scores less than 670.
- **The minimum loan amount is \$5000, and the minimum term is 24 months.**
- Must provide income verification on all Zero Score loans. Temporary employment is not acceptable. All income is subject to verification upon request – including Instant Approvals.
- Any change of collateral, increase in advance or change in term requires new approval.
- (\*) Sharefax does not offer rates for scores 659 or below on this program.
- (\*) Thin files with less than 4 trade lines, or without at least 1 secured installment loan with 18 months payment history, will be considered with Tier C Rate and Terms.
- Make, model, and size of boat along with motor and horsepower must be submitted in loan structure.

## FUNDING PACKAGES - SEE RETAIL FUNDING CHECKLIST FOR A COMPLETE LIST OF REQUIRED DOCUMENTS

- Completed and signed membership card for all new members.
- Copy of Driver's License on all borrowers – names on all paperwork must match names on driver's license.
- Both borrower and co-borrower must be listed on the contract "BUYER" section.
- All vehicles (including off road) financed at Sharefax must have collision insurance coverage during the entire term of the loan with a max \$2,000.00 deductible. Winter waivers are not accepted.
- Buyers order, plus dealer invoice, and/or JD Power book out are required for funding.
- Copy of TransUnion or newer version of Equifax Bureau if score used to qualify buyer for better rate.
- Self-employed applicants require 2 years of tax returns/P&L statements as proof of income.
- **Sharefax Credit Union employees are not permitted to sign loan documents at the dealership.**
- **Sharefax Credit Union prefers to have the first payment date 45 days after contract date, or may defer payments up to 60 days.**

Department	Contact	Phone	Fax	Email
INDIRECT SUPERVISOR / UNDERWRITER	HOLLY RENIER	(513) 753-2440 X8119 (513) 943-8032	(513) 752-1390	hrenier@sharefax.org
UNDERWRITER	CARRIE HORTON	(513) 753-2440 X8108 (513) 943-8033	(513) 752-1390	chorton@sharefax.org
LOAN PROCESSOR / FUNDING	BEV HAVENS	(513) 753-2440 X8100 (513) 943-8100	(513) 752-1390	bhavens@sharefax.org
LOAN PROCESSOR / FUNDING	EMILY BRAFFORD	(513) 753-2440 X8121 (513) 943-8029	(513) 752-1390	ebrafford@sharefax.org
DEALER DIRECT MANAGER	NEIL CLAYTON	513-260-7617	(513) 752-1390	nclayton@sharefax.org
STAFF ACCOUNTANT / ACCOUNTING DEPT	MELISSA STURGILL	(513) 753-2440 X6006	(513) 752-1390	msturgill@sharefax.org
CONTACT INDIRECT LENDING / PAYOFF QUOTES		(513) 753-2440 X5507 (800) 733-1728 X5507	(513) 752-1390	indirect@sharefax.org

LIEN HOLDER INFO	FUNDING PACKAGES
<b>SHAREFAX CREDIT UNION, INC.</b> <b>604 IVY GATEWAY</b> <b>CINCINNATI, OH 45425</b> <b>E-TITLE#: E01573</b>	<b>SHAREFAX CREDIT UNION, INC.</b> <b>604 IVY GATEWAY</b> <b>CINCINNATI, OH 45245</b>
<b>Buying hours: M-Thu 9:00am–5:30pm, Fri 8:30am–6:00pm, Saturday 10:00am–3:00pm</b>	

**Applications can be entered via both DealerTrack® and RouteOne® application platforms.**

**Independent Dealers can log onto our custom application system at:**

<https://dealers.loanspq.com/Login.aspx>