

LENDER INFORMATION SHEET



“The purpose of information is not knowledge. It is being able to take the right action.” - Peter Drucker

LENDER	DEALERTRACK / ROUTE ONE	APPLICATION #	DEAL #

BOOK / INVOICE

(N.A.D.A. Trade or New invoice)

CREDIT BUREAU SCORES

TU

EQ

EX

M.S.R.P. / RETAIL BOOK

(M.S.R.P. or N.A.D.A. retail)

LINE 3

(Total carry without credit ins, VSC, or GAP)

L.T.V.

(Loan To Value = line 3 divided by book)

RETAIL L.T.V.

(Line 3 divided by retail book)

P.T.I.%

(Payment To Income = new payment divided by monthly income)

D.T.I.%

(Debt To Income = total debt including new payment divided by monthly income)

YEARS IN CREDIT BUREAU

WHY IS THIS A DEAL?

1. _____

2. _____

3. _____

LENDER OBJECTIONS:

1. _____
2. _____
3. _____

OFFENSE:

1. _____
2. _____
3. _____