



Customer Credit Tier Rate Adjustments				
Credit Tier	Super Elite/Elite/Standard	Standard Plus	Progressive	Progressive Plus
Credit Score Required	675 or greater	640-674	601-639	600 or less
Lease/PrePay	Posted Rates Shown below	Posted Rates +.00020	Posted Rates +.00040	Posted Rates +.00060
Retail/Select/Owners Choice	Posted Rates Shown below	Posted Rates + 1%	Posted Rates + 2%	Posted Rates + 3%

Loyalty Reductions	
Lease/PrePay	Posted Rates - .00030
Owners Choice	Posted Rates - .75%
Retail/Select	Posted Rates - 1%
Loyalty Cash	\$1,000

BMW Santa Barbara

All Regions			Lease PrePay 24 - 42 SSP	Security Deposit Waiver Applicable Credit Tier	Owners Choice 24 - 42 SSP	APR 24 SSP	APR 25-60 SSP	APR 61-72 SSP	Option Credit Program Eligible Option	Credit Amount	Lease/ APR/ Credit	Residual Values						
Model Year	Model Code	Model										24 mos.	30 mos.	36 mos.	42 mos.	48 mos.	54 mos.	60 mos.
2012		128i Cp		SL TE/ELTE/STD							\$500	67%	64%	61%	52%	42%	38%	33%
2012		128i Cv		SL TE/ELTE/STD							\$500	68%	65%	62%	53%	41%	37%	34%
2012		135i Cp		SL TE/ELTE/STD							\$500	68%	65%	62%	53%	39%	35%	31%
2012		135i Cv		SL TE/ELTE/STD							\$500	68%	65%	62%	53%	39%	36%	32%
2012		328i Cp		SL TE/ELTE/STD							\$1,000	67%	64%	61%	52%	43%	40%	36%
2012		328xi Cp		SL TE/ELTE/STD							\$1,000	68%	65%	62%	53%	42%	39%	35%
2012		328i Spt Wgn		SL TE/ELTE/STD							\$1,000	66%	63%	60%	51%	41%	37%	33%
2012		328i xDrive Spt Wgn		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	42%	38%	34%
2012		328i Cv		SL TE/ELTE/STD							\$1,000	69%	66%	63%	54%	44%	40%	36%
2012		335i Cp		SL TE/ELTE/STD							\$1,000	67%	64%	61%	52%	42%	38%	34%
2012		335is Cp		SL TE/ELTE/STD							\$1,000	66%	63%	60%	51%	40%	37%	33%
2012		335i xDrive Cp		SL TE/ELTE/STD							\$1,000	67%	64%	61%	52%	41%	38%	34%
2012		335i Cv		SL TE/ELTE/STD							\$1,000	68%	65%	62%	53%	42%	39%	35%
2012		335is Cv		SL TE/ELTE/STD							\$1,000	68%	65%	62%	53%	40%	37%	33%
2012		M3 Cp		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	41%	38%	34%
2012		M3 Cv		SL TE/ELTE/STD							\$1,000	66%	63%	60%	51%	40%	36%	32%
2012		Z4 sDr28i		SL TE/ELTE/STD							\$2,500	67%	64%	61%	51%	38%	34%	30%
2012		Z4 sDr35i		SL TE/ELTE/STD							\$2,500	68%	65%	62%	52%	35%	32%	28%
2012		Z4 sDr35is		SL TE/ELTE/STD							\$2,500	68%	65%	62%	52%	32%	29%	25%
2012		528i		SL TE/ELTE/STD							\$1,000	61%	57%	54%	47%	42%	38%	35%
2012		528i xDrive		SL TE/ELTE/STD							\$1,000	61%	58%	55%	46%	41%	38%	34%
2012		535i		SL TE/ELTE/STD							\$1,000	59%	56%	53%	45%	40%	37%	33%
2012		535xi		SL TE/ELTE/STD							\$1,000	59%	56%	53%	44%	39%	35%	32%
2012		550i		SL TE/ELTE/STD							\$1,000	62%	59%	56%	47%	41%	36%	32%
2012		550xi		SL TE/ELTE/STD							\$1,000	62%	59%	56%	47%	41%	36%	32%
2012		535i Gran Turismo		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	40%	37%	33%
2012		535xi Gran Turismo		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	39%	36%	32%
2012		550i Gran Turismo		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	38%	34%	31%
2012		550xi Gran Turismo		SL TE/ELTE/STD							\$1,000	66%	63%	60%	51%	37%	33%	30%
2012		640i Cp		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	39%	36%	32%
2012		650i Cp		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	37%	34%	31%
2012		650xi Cp		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	37%	34%	31%
2012		640i Cv		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	41%	38%	34%
2012		650i Cv		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	38%	35%	31%
2012		650xi Cv		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	38%	35%	31%
2012		740i		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	39%	36%	32%
2012		740Li		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	39%	36%	32%
2012		750i		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	37%	34%	30%
2012		750xi		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	37%	34%	30%
2012		750Li		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	37%	34%	30%
2012		750Li		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	38%	35%	31%
2012		760Li		SL TE/ELTE/STD							\$3,500	62%	59%	56%	46%	29%	26%	24%
2012		B7 SWB		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	33%	30%	26%
2012		B7 SWB xDrive		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	33%	30%	27%
2012		B7 LWB		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	34%	30%	27%
2012		B7 LWB xDrive		SL TE/ELTE/STD							\$3,500	62%	59%	56%	47%	33%	30%	27%
2012		750i Active Hybrid		SL TE/ELTE/STD							\$7,500	62%	59%	56%	47%	33%	30%	27%
2012		750Li Active Hybrid		SL TE/ELTE/STD							\$7,500	62%	59%	56%	47%	34%	30%	27%
2012		X3 xDrive28i		SL TE/ELTE/STD							\$455	61%	57%	54%	48%	42%	37%	31%
2012		X3 xDrive35i		SL TE/ELTE/STD							\$455	60%	57%	54%	47%	41%	36%	31%
2012		X5 xDrive35i Base		SL TE/ELTE/STD							\$1,730	59%	55%	51%	47%	43%	40%	36%
2012		X5 xDrive35i Premium		SL TE/ELTE/STD							\$1,730	60%	57%	54%	45%	42%	38%	34%
2012		X5 xDrive35i Sport		SL TE/ELTE/STD							\$1,730	59%	56%	53%	44%	40%	36%	33%
2012		X5 xDrive35d		SL TE/ELTE/STD							\$2,500	59%	55%	51%	46%	41%	37%	33%
2012		X5 xDrive50i		SL TE/ELTE/STD							\$1,000	65%	62%	59%	50%	38%	34%	31%
2012		X5 M		SL TE/ELTE/STD							\$1,000	59%	56%	53%	44%	37%	34%	30%
2012		X6 xDrive35i		SL TE/ELTE/STD							\$1,000	62%	59%	56%	47%	41%	37%	33%
2012		X6 xDrive50i		SL TE/ELTE/STD							\$1,000	66%	63%	60%	51%	38%	34%	31%
2012		X6 M		SL TE/ELTE/STD							\$1,000	59%	56%	53%	44%	38%	34%	31%



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