



# CPO Certification for Customer Lease Buyouts

For All Nissan Dealers

Effective Dates: January 3 – April 1, 2024

**Extended Through April 1, 2024** – If a lease buyout customer chooses to certify their lease vehicle as Certified Pre-Owned and finance the purchase through NMAC, **dealers may make any needed repairs and/or recondition the vehicle for the certification process, up to \$2,500, and include those charges on the retail contract.** Vehicles must complete the CPO certification process to be eligible for this option and charges cannot exceed \$2,500.

**Certified Pre-Owned certification is not a requirement for the customer to purchase their lease vehicle and should not be represented as such**

**Funding Requirements:** Dealers must itemize these charges either on the lines below the “Cash Price” or in the “Paid to Others” section on the retail contract (“Reconditioning Fee” is a drop-down option in Dealertrack). These charges cannot be included in the cash sales price. A Repair Order or Buyer’s Order with a description of the charges must be included with the funding packet.

Dealers must obtain a customer’s prior consent to the repairs necessary to certify their vehicle as a CPO, in order to charge repairs/reconditioning to the customer. **As a reminder, CPO Certification fees cannot be passed onto the lease buyout customer, including inspection fees.**

## **NMAC CPO SPECIAL & DEALER CHOICE APR**

Select Nissan CPO vehicles are eligible for CPO Special CPO & Dealer Choice APR. See NMAC CPO Special and Dealer Choice APR bulletin for current rates.

## **OTHER LEASE BUYOUT REMINDERS**

Under the NMAC Retailer Agreement, a dealer cannot charge the customer any additional fees in connection with the customer’s purchase of their lease vehicle at the Purchase Option Price other than what is disclosed in the customer’s lease. As NMAC’s agent in engaging the lease purchase option process, dealers must honor the terms in the lease agreement.

## **PURCHASE OPTION FEE**

NMAC leases designate a **Purchase Option Fee of \$300** for eligible vehicles, except in Kansas and Wisconsin where no Purchase Option Fee can be charged. You may only charge the Purchase Option Fee stated on the lease agreement. A Purchase Option Fee may not be charged on leases that do not disclose a Purchase Option Fee. See the NMAC Signature Plan Parameters for complete Purchase Option rules.

## **CUSTOMER PURCHASE OF A LEASE BUYOUT**

You may not charge a documentation fee as part of the lease purchase option unless the customer is entering a new retail finance contract through your dealership in order to finance the lease purchase. If you are entering a new retail finance contract with the customer for this purpose, **the cash price of the vehicle may not exceed the Purchase Option Price (payoff amount) plus the Purchase Option Fee. Inspection fees, official state/local fees and taxes may only be added to the new retail contract if required by law to engage a lease purchase.**

NMAC may require proof of official fee requirements. Customers may also purchase ancillary products at their discretion as part of the new retail contract.

If you have additional questions regarding a customer lease buyout or CPO certification, please contact your FSM.