

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence



ACCORDING TO RECENT STATS FROM EXPERIAN, THE NADA USED CAR GUIDE, AND TRANSUNION:



Q1 DELINQUENCY RATES
Increased 13%
year-over-year to
the highest Q1 rate
since 2011

3 DAY FORECAST

AVERAGE VEHICLE
LOAN TERMS
INCREASED

USED	2015	NEW
63		67
MONTHS		



SUNSET

NEGATIVE
TRADE-IN EQUITY

YEAR-OVER-YEAR EQUITY	VALUE
2%	50%
INCREASED	DECREASED



SHOWERS

USED CAR
PRICES

EXPECTED TO FALL
BETWEEN

5% & 6%
THIS YEAR AS
MORE OFF-LEASE
VEHICLES ENTER
THE MARKET

MOSTLY CLOUDY



SUBPRIME STORM CLOUDS ON THE HORIZON

There are steps lenders can take now to **protect themselves in times of market changes**. This can include offering finance products on auto loans, like a **vehicle service contract** or vehicle return. These programs allow lenders to maintain a **proactive risk-management** strategy by helping to **reduce delinquency**, and therefore repossession and collection costs. They also differentiate your loans with dealers.

Protect your institution today with a partner like EFG Companies. We know how to develop the right mix of products and services to mitigate risk while making your loan more attractive to dealers and consumers.

Contact us today to find out how.