

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence



BUBBLE?

NO
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IT DOESN'T MATTER!

According to Experian Automotive,

- The average length of vehicle ownership has **increased to 7.7 years**.
- The average loan term is **5.6 years**.
- Today's average consumer is between 35 and 59 years of age with a near-prime credit score, and a **high likelihood of purchasing a newer-model used vehicle**.

Experian has stated in at least the last three quarterly State of Auto Finance updates that *there simply is no bubble. Why?*

While prices for both new and used vehicles have gone up, the market is capable of handling those prices through the combination of low interest rates and longer-term loans.

Would it surprise you to know that you can **increase control and recoup more potential losses that go along with longer-term loans with strategic F&I products**, like vehicle return or a VSC? Contact EFG to find out how.