

Balloon Lending Opportunity Vehicles May-June 2019 Residual Book Period

What's In This Alert?

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AFG Announcements

- The 2019 AFG User Conference will take place October 8-10, 2019 in New Orleans. **Advance Registration ends June 30.** Take advantage of the savings on the registration fee (\$100 off the full registration fee). [Click here to register.](#)
- AFG's mission is to provide the best training possible to all employees. As part of this effort we have implemented quarterly contests to elicit responses to our follow-up training survey and encouraging team members to watch all four videos to help improve their skills when presenting the Balloon Loan product to members. Each quarter we will give a \$50 gift card away to each winner. Congratulations to the winners of the Q1 2019 drawing:
 - Videos: J. Vogt - Hudson River Financial CU
 - Training Survey Response: Jolyn Dydasco – HOCU

The following Pre-Owned Opportunity “Hot Sheet” and New Vehicle “Hot Sheet” are intended to help Lenders and Dealers identify the best AFG RBF vehicles.

Note: Loan term offerings and underwriting guidelines will vary by lender.

Pre-Owned Vehicle Opportunities

What's on this current Pre-Owned Vehicle "Hot Sheet"? During each Automotive Lease Guide (ALG) book cycle, there are always particularly advantageous opportunities based on the relationship between selling price and residual value, and the May-June 2019 residual book is no exception. A quick glance at the following examples will show there are vehicles that savvy dealers will want to acquire as inventory and market to build traffic and generate profit.

The following pre-owned examples are approximate and meant only as a starting point. They are based on Manheim Market Report (MMR), approximately 2,500 USD Gross Profit and no money down. No TTL, transportation, buy fees, recon or “pack” is calculated. The calculation for conventional financing is based on a 3% interest rate and the AFG RBF program rate is 4%. Miles and purchase values are based on Manheim Market Report auction averages. These examples were selected for more than their payments.

These are vehicles that are available for purchase based on auction transaction frequency as audited using MMR. Annual allowable miles are calculated at 12,000. NOTE: Watch your mileage bands on vehicles being considered so they don't exceed the maximum mileage allowed by model year on the vehicle at loan origination. To view and download the Pre-Owned Vehicle "Hot Sheet" as a PDF, click below.

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New Vehicle Opportunities

What's selling at AFG? This list is based on ACTUAL transactions from the last two months. Past performance does not necessarily predict future results since factory programs change regularly.

To view and download the New Vehicle "Hot Sheet" as a PDF, click below.

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AFG's Balloon Lending Program

A "fully insured walk-away balloon" payment program. On a 36 month "walk-away" balloon, the buyer makes 35 payments and when the balloon payment is due the buyer can pay off the balloon through a trade-in, private sale, refinance or simply walk away. The customer can also pay off the loan anytime during the term of the loan with no prepayment penalty.

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