



# AFSA

AMERICAN FINANCIAL SERVICES ASSOCIATION



## 2024 VEHICLE FINANCE CONFERENCE & EXPO

January 29-February 1, 2024  
*Bellagio Las Vegas*

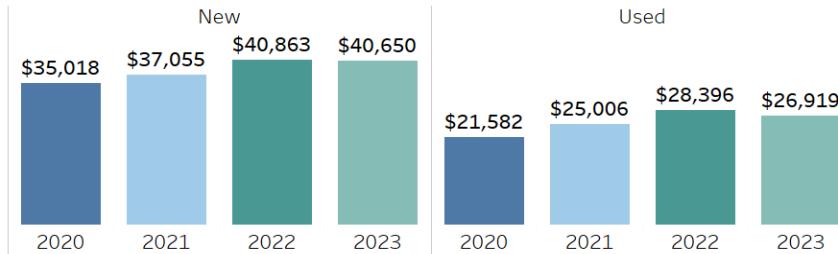
**ALL IN IT TO WIN IT**

# Industry Impacts

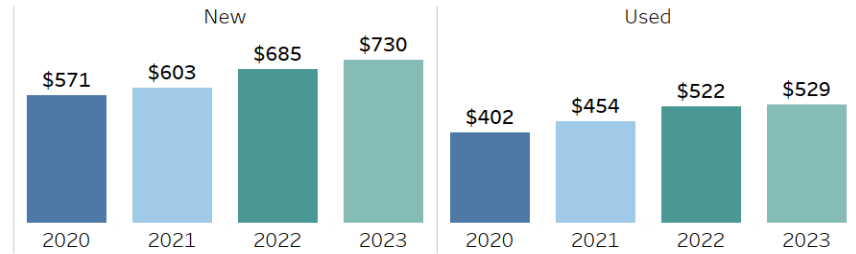
- Affordability and availability will remain a top concern and drive many of the industry impacts
- Age of vehicles being financed increases (on average 10+MY to obtain a payment under \$400)
- Financing volume remains lower than prior years with biggest impact to subprime and off-lease volume decreases begin to hit in late 24 through 25
- Delinquencies climb with more consumers rolling into higher delinquency statuses; however, charge-off rates have declined

# Loan amount growth slows while higher rates push monthly payments higher, and terms come down

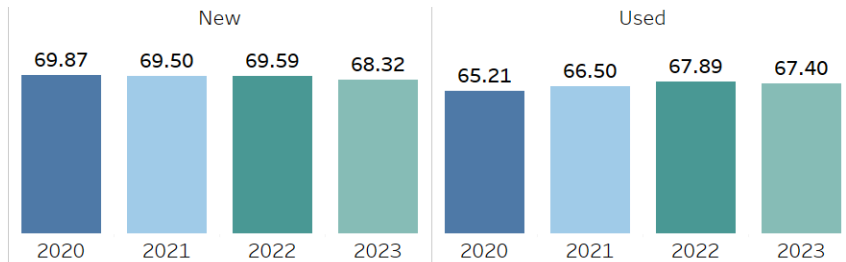
Average loan amount



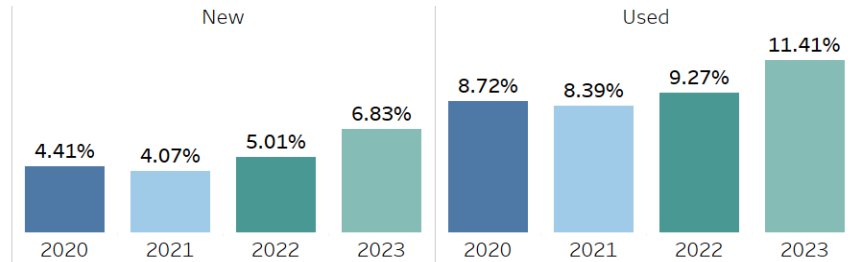
Average loan monthly payment



Average loan term



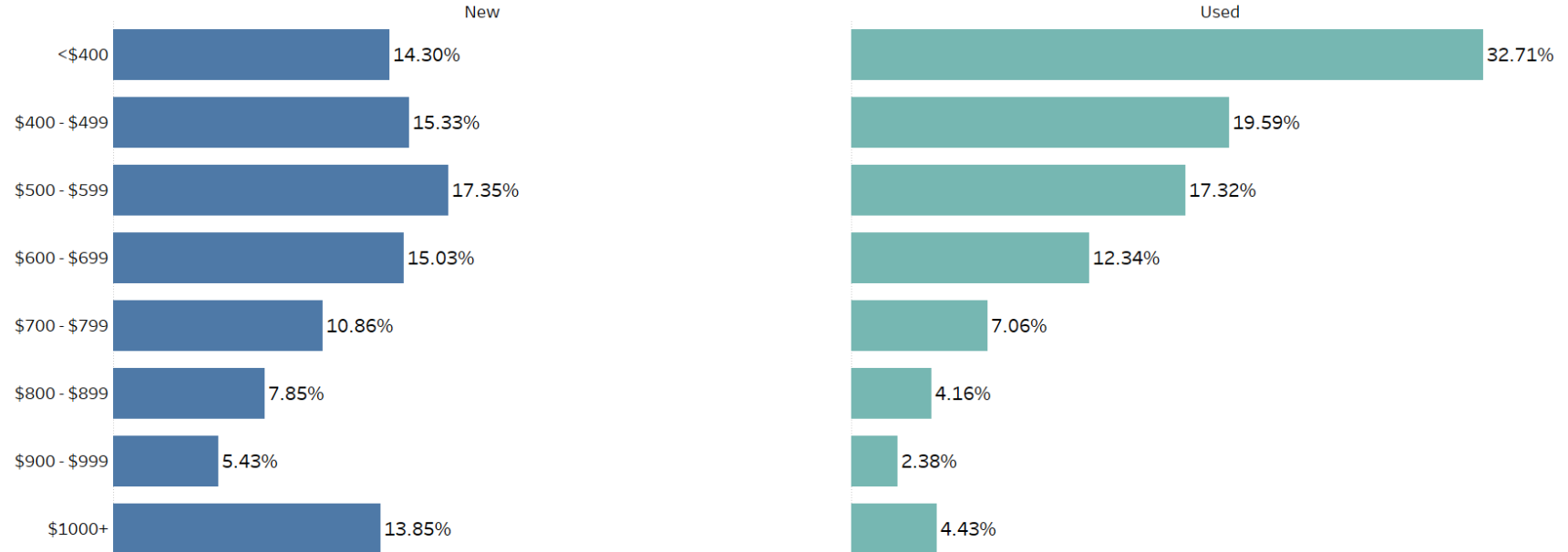
Average loan rate



Jan - November

Over 75% of all loan payments are over \$400; largest growth is occurring in loans over \$1k (15% YOY increase)

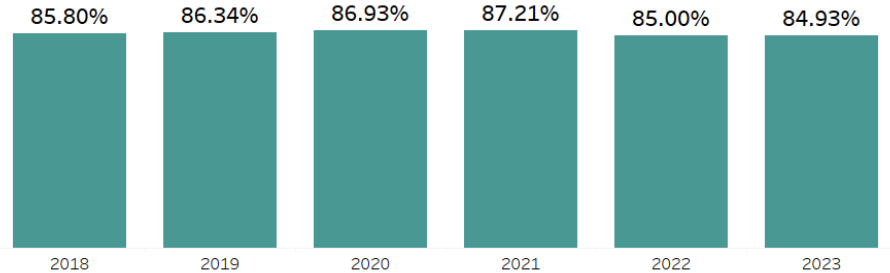
Average monthly payment distribution



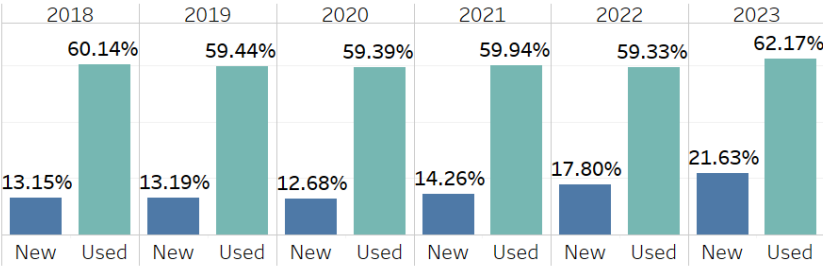
Jan – November 2023

More financing is being made up of older vehicles while it takes a 10MY vehicle to hit a payment under \$400; how far back will you go?

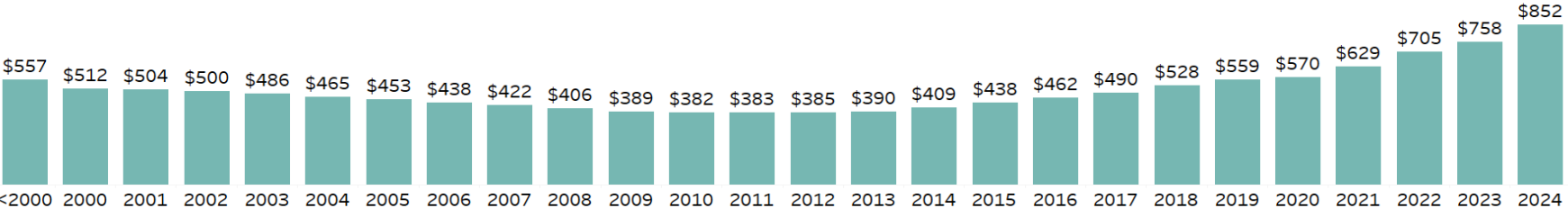
Percent of financing that's current +8MY



Percentage of cash purchases

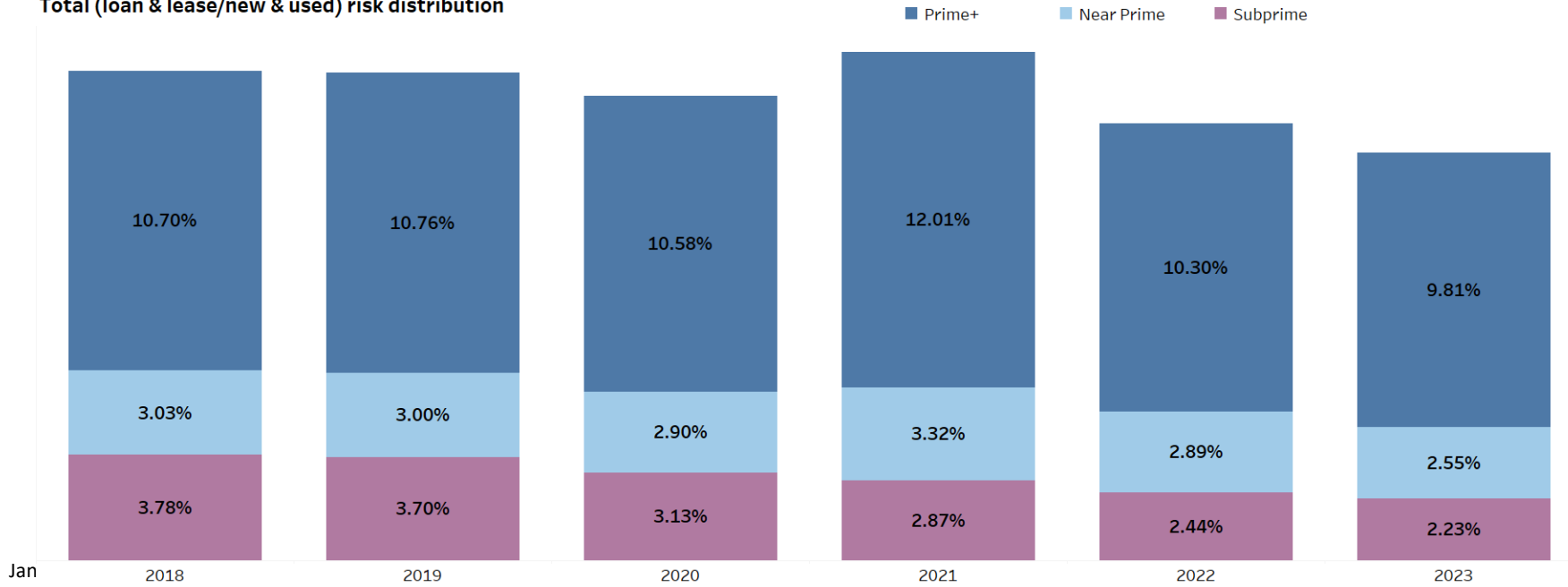


Average loan monthly payment by model year



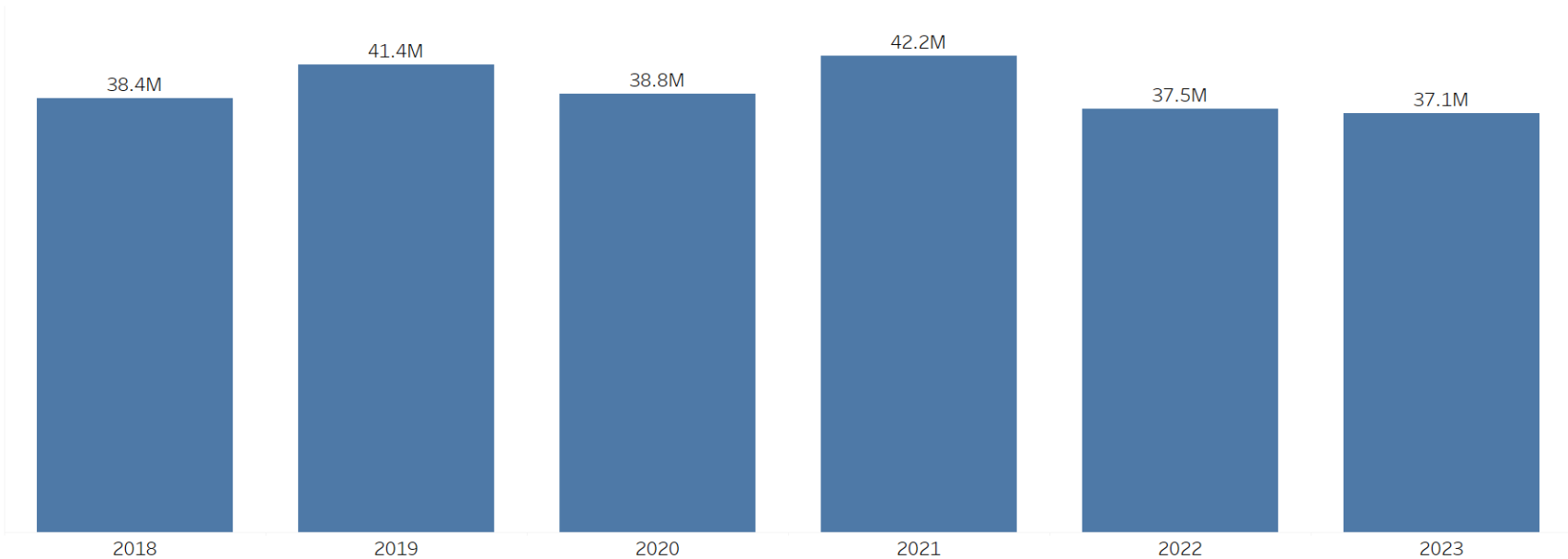
# While loan originations are down, Subprime has been hit the hardest (-46% from 2018)

Total (loan & lease/new & used) risk distribution

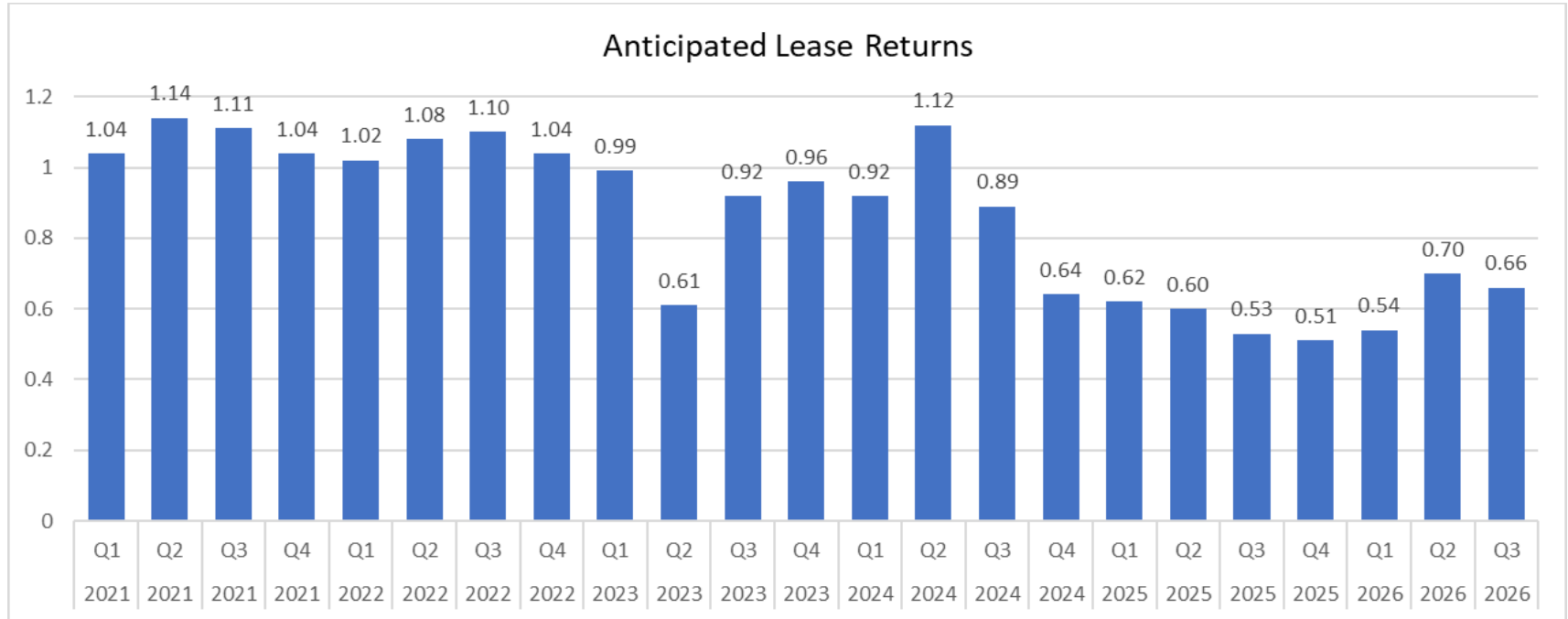


# Annual used volume remains lower than prior years

Annual used volume



# Off-lease volume begins to significantly decline toward the end of 2024 and through 2025 (1.35m YOY fewer in 2025)



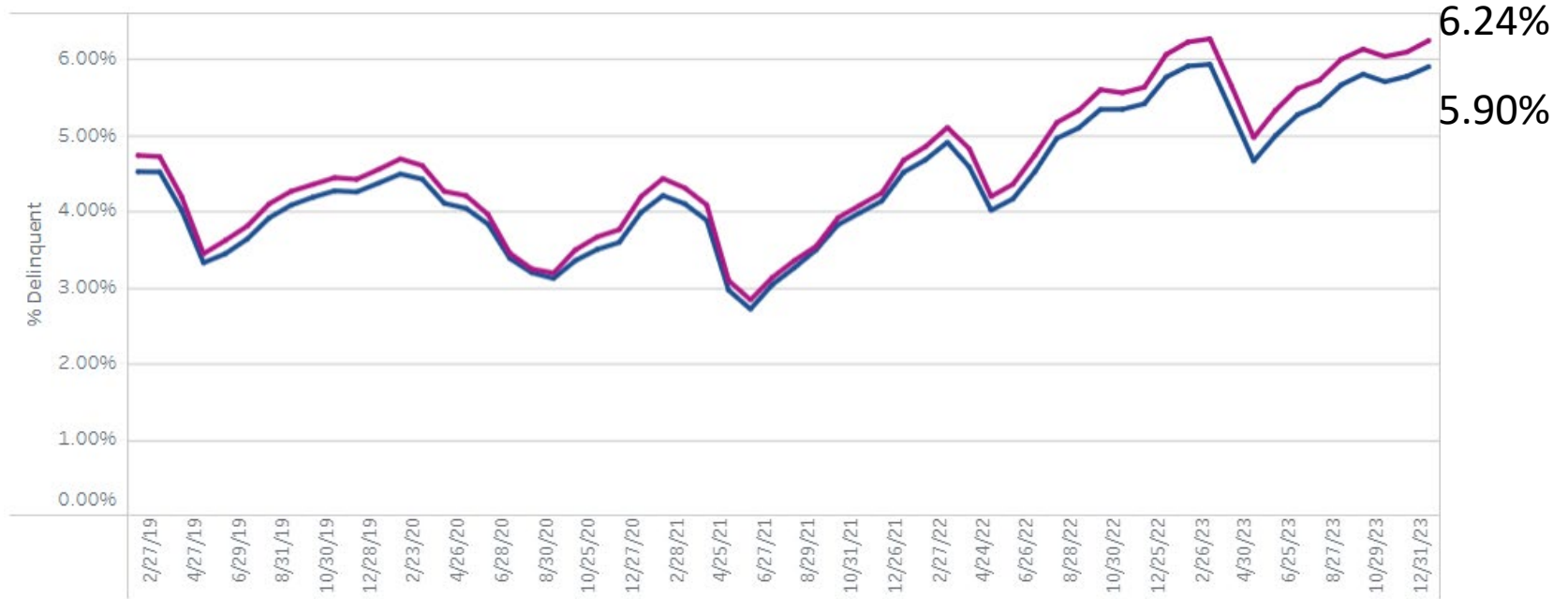


# Consumer credit: 60+ delinquency on subprime auto

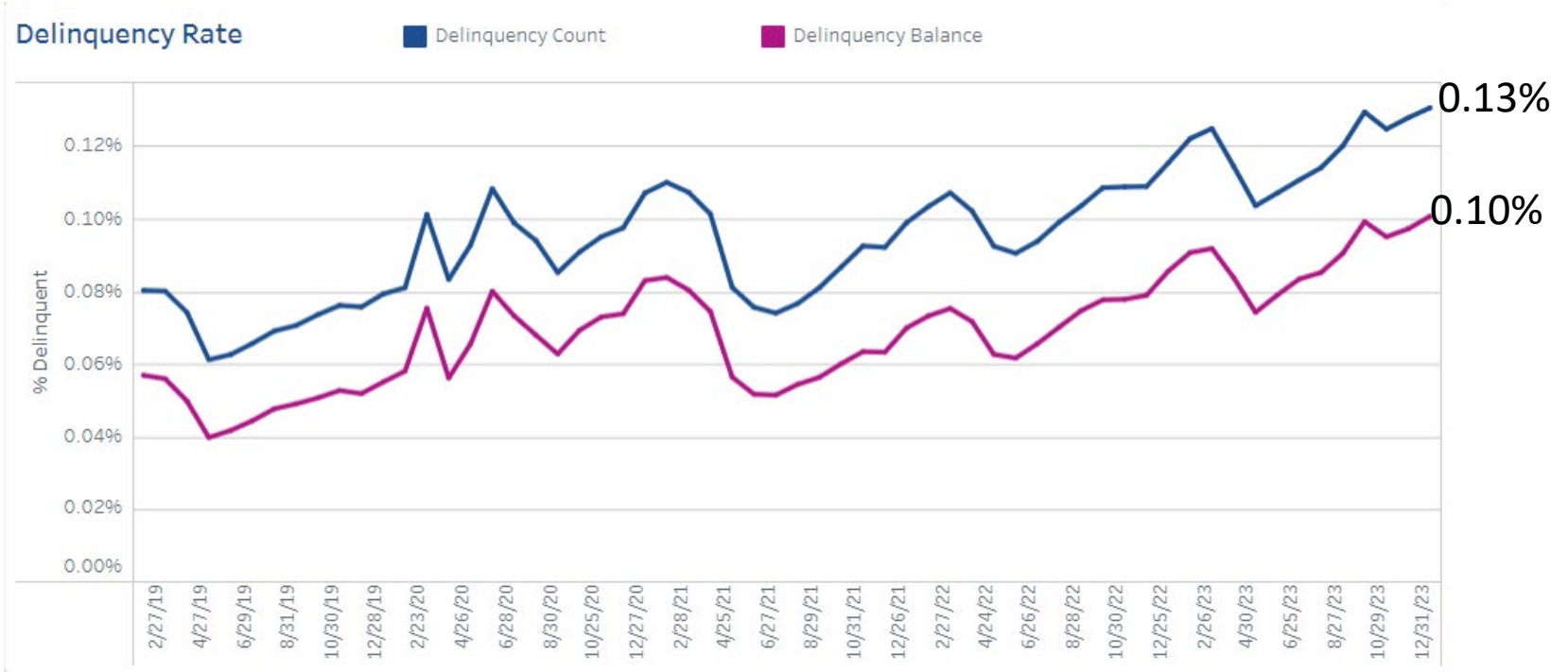
Delinquency Rate

■ Delinquency Count

■ Delinquency Balance



# Consumer credit: 60+ delinquency on near-prime+



# Consumer credit: overall charge-off rates

