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AFG Announcements

- The next release to the Residual Value and Payment Quoting Calculator will go live on Wednesday 11/15/17. Please note the following changes in field names intended to eliminate past confusion:

| Previous Field Name | New Field Name |
|---------------------|----------------|
| MSRP | MRM/CRV* |
| Negotiated Price | Purchase Price |

- *MRM (Maximum Retail Msrp applies to current and future year vehicles) and CRV (Current Retail Value applies to Pre-Owned vehicles)
- The “**Chat Line**” has also been updated and reactivated. It is now located in the lower right corner of your screen view.
- **Save the date!** The 2018 AFG User Conference will take place October 10-12, 2018 in Austin, TX. [Learn more and take advantage of early bird registration pricing.](#)

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 NOVEMBER-DECEMBER 2017 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.

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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.

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AFG's Balloon Lending Program is a “fully insured walk-away balloon” payment program. On a 36 month “walk-away” balloon, the buyer makes 35 low payments and when the 36th 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.

Please contact us if you have any questions or if there is anything we can do to help your profit efforts.

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