



# Auto Loan Financing



Presented by  
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# First Time Buyer Program

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- First time buyers are considered “No Credit”
  - Members/non members, or Members/Non Members that have Minimal Credit History With No Derogatory Credit History
- In certain cases if one does not qualify for this program, a Co-Borrower is required



# First Time Buyer Stipulations

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- Down payment - 15% Cash Down
- Maximum Loan to Value - 90% of total
- Maximum Loan Amount - \$15,000
- Maximum Term - 60 months (5 years)
- Must be employed for at least 1 year
- 2009 model year or newer, max miles 85,000
- Purchase must be made from Franchise Dealer



## \$ Budget \$

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- Budget what you can afford per month on a monthly payment
- Know your FICO score
  - Save on your financing / get pre-approved
- You will need to pay for full coverage insurance based on your driving record and the type of car you are buying
- Once you find the car you want, shop for insurance rates
- New-used cars are usually more affordable
- Don't forget taxes and fees that go on top of the sales price



# Loan to Value

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- How much a lender is willing to lend you based on the value of the car and your credit worthiness
- Always check the value of the car through KBB, or your loan officer, before buying
- If the value of the vehicle is less than the amount the dealer is selling the car for then you need to talk them down, or consider using an auto shopper like Auto Land
- GAP insurance is important as well to prevent an insurance deficiency if your car is totaled or stolen



## Where to Start?

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- Get a pre-approval - this prevents dealers from sending your credit to several other lenders, causing multiple inquiries which brings your FICO score down
- Test drive different cars so you can get a feel for them before you buy
  - A lot of dealers may pressure you, but remember the customer is always right!
- Once you find the right car get in touch with Auto Land, our auto shopping service
  - They find the car you're looking for with the best price & NO dealer hassle



# New, Used or Lease?

New	Used	Leased
Ability to Customize Vehicle	Less Expensive	Payments Low
Latest style of Technology/Safety	Extra Options affordable	Short Term
Optimal Condition	Avoid depreciation	More Car
Higher Monthly Payment	More wear & tear	No Ownership
Value Depreciates	Do not know the History	Lease Contract
	Maintenance Cost	Mileage Limitations



# Completing a Credit App

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- Name
- Social Security number
- Date of birth
- Current/previous addresses
- Current/previous employment
- Income sources
- Total gross income



to the dealership!





## Make your payments on time!

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- Opportunity to build good credit
  - Late payments will damage your credit
- Finance company holds a lien on the vehicle
- Talk to your creditors if you're having difficulty paying



## Remember, Before You Shop....

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- Set your budget
- Get pre-approved with your Credit Union
- Get insurance quotes
- Consider all car buying options available to save time and money



## Ready to get started?

- Get pre-approved today!
  - Call (877) 637-4937
  - or visit
  - [www.meriwest.com](http://www.meriwest.com)

