

Vehicle refinancing could accelerate portfolio growth for auto lenders

Automotive lenders will need an edge to identify the right prospects



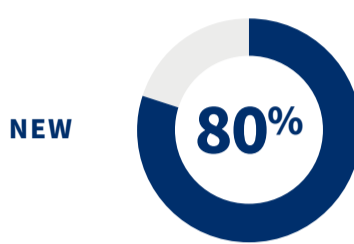
Automotive lenders are facing a rapidly evolving and highly competitive market

Percent of vehicles purchased with financing¹



Historically high auto loan interest rates²
(September 2024 average)

13.91%



9.61%



\$753
average monthly auto loan payment in 2024³

PRIMED FOR GROWTH

Interest rates remain well above pre-pandemic levels

Combined with persistent inflation, this has contributed to higher monthly car payments. Consumers looking to lower their overall expenses could find relief by pursuing auto refinancing opportunities as interest rates begin to lower.

A large group of consumers are primed to refinance their loans⁴

100M Americans have an auto loan

29% are paying off some auto debt

~5% are 90 days or more past due

Now is the time for lenders to expand their auto portfolio — they can do this by proactively identifying consumers who are most likely to refinance their auto loans.

This approach can empower lenders to unlock new growth as interest rates lower.

PROFILE: TOP REFINANCE PROSPECTS



Have consistently made payments



Are not at risk of default



Are inclined to refinance

Focusing on this group of consumers could help lenders grow auto loan portfolios while mitigating indirect lending risk, as this group has already passed fraud screening and identity verification processes.

Lenders can find promising prospects with LexisNexis® Profile Booster

Profile Booster can help lenders gain a deeper understanding of their ideal refinance customers to improve prospect targeting.

1 Profile Booster can leverage advanced analytics to identify key attributes shared across existing refinance customer profiles

2 These insights are then used to create a look-a-like model

3 The look-a-like model can help lenders identify and target their ideal potential refinance consumers

Profile Booster delivers model-ready attributes for improved predictive capabilities — enabling you to engage your prospects more effectively.

HOW DOES PROFILE BOOSTER HELP?

Gain a fresh perspective on your ideal refinance prospects with Profile Booster.



Powerful linking technology with up to 99.99% accuracy



A library of 400+ model-ready data points covering individuals, households and relative and associate relationships



Property changes, vehicle ownership patterns and recent loan shopping behavior can highlight financial shifts and consumers seeking refinance options

LEARN MORE

LexisNexis® Profile Booster can help you identify the most promising prospects for auto refinancing

Visit risk.lexisnexis.com/products/profile-booster

Sources
1. [statista.com/statistics/453000/share-of-new-vehicles-with-financing-usa/](https://www.statista.com/statistics/453000/share-of-new-vehicles-with-financing-usa/) 2. [coxautoinc.com/market-insights/cox-automotive-auto-market-report-sept-17-2024/](https://www.coxautoinc.com/market-insights/cox-automotive-auto-market-report-sept-17-2024/)
3. [coxautoinc.com/market-insights/july-2024-vai/](https://www.coxautoinc.com/market-insights/july-2024-vai/) 4. <https://www.consumeraffairs.com/finance/auto-loan-debt-statistics.html#people-with-car-debt>

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