



EXPERIAN AUTOMOTIVE

# State of the Automotive Finance Market: NVLA

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April 2025

# Today's Discussion

- **Overall origination trends**
- **Delinquency update**





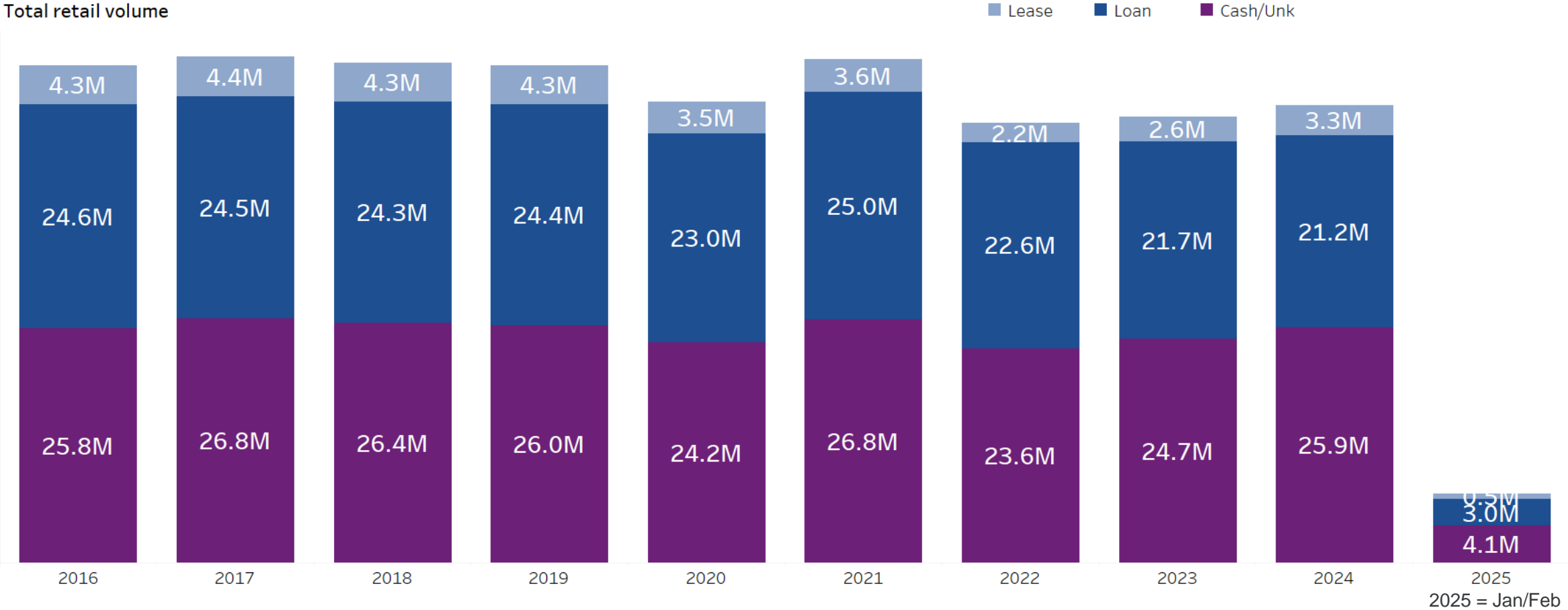
# Origination Highlights

YTD update on new and used auto originations



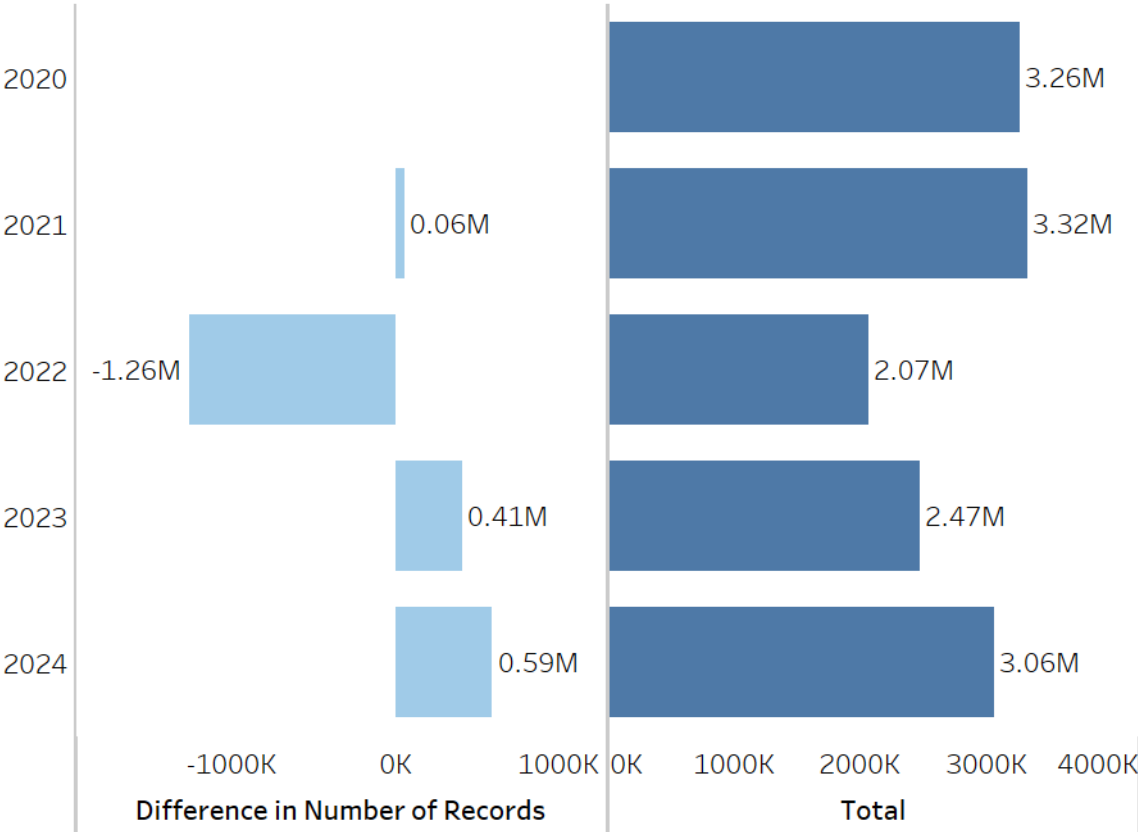
# Retail lease volume picked up in 2024 but we're still seeing more cash in the retail market

Total retail volume

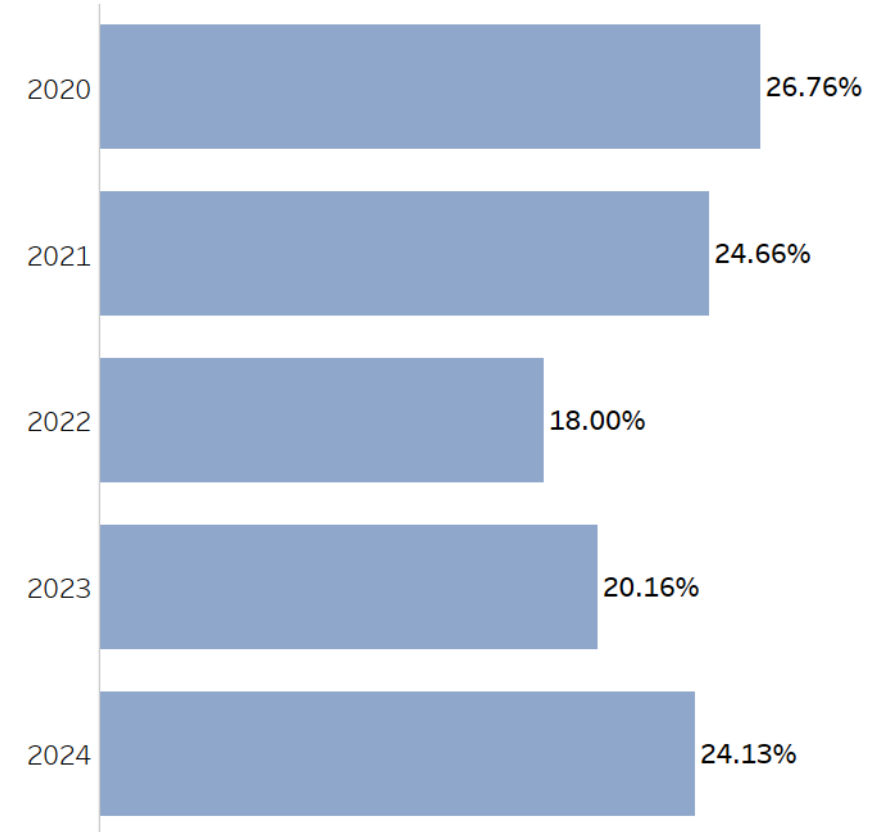


# New vehicle leasing continues to rise and lease return volume increases in 2026

**New retail lease volume**



**Lease share of new retail**



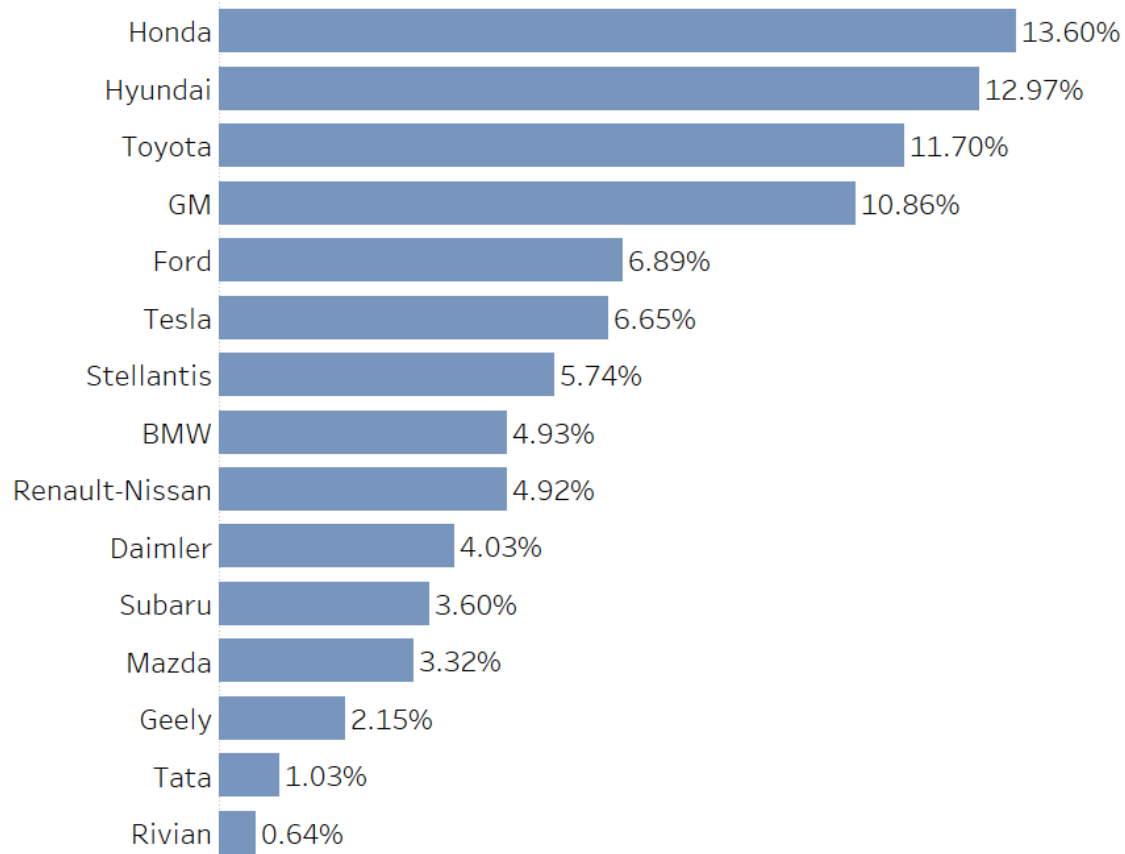
**Anticipated off-lease returns**

2024 = 3.4M  
 2025 = 2.2M  
 2026 = 2.6M  
 2027 = 3.2M

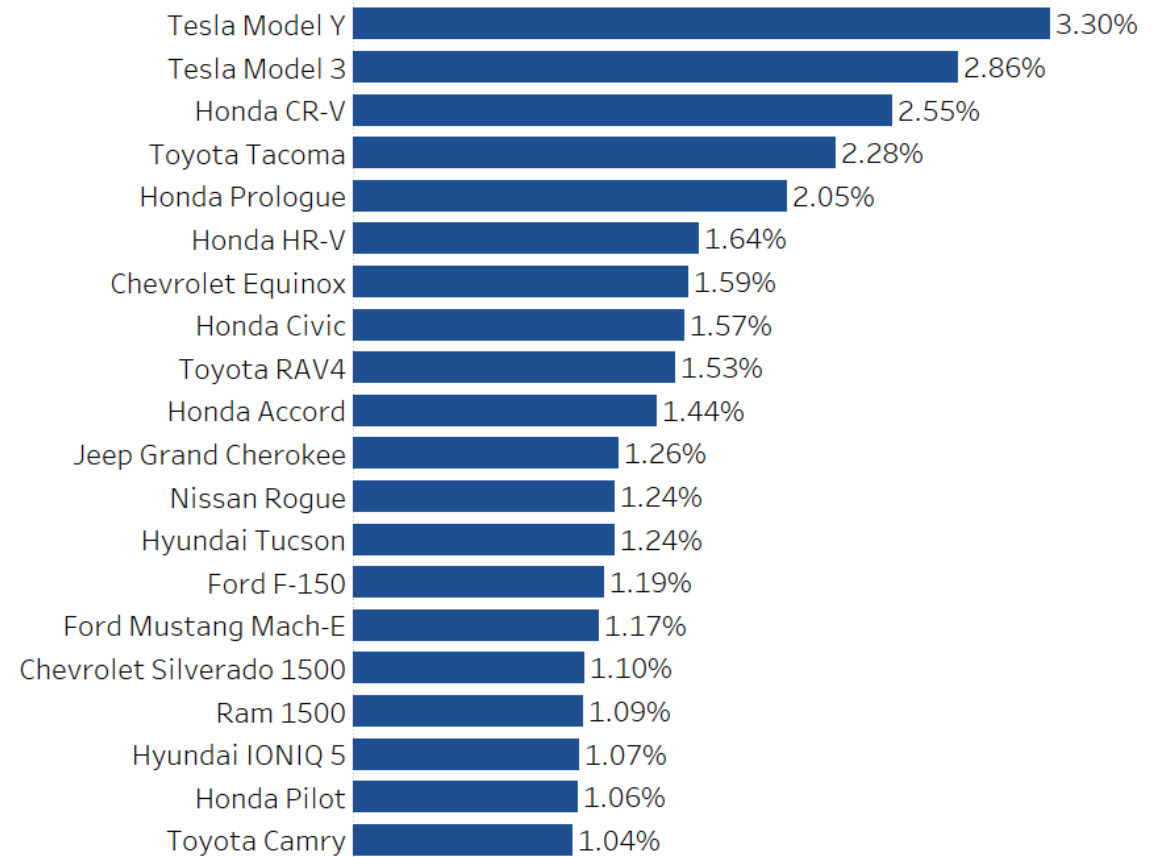


# Top leased vehicles

## Top new leased OEMs (2025 YTD)

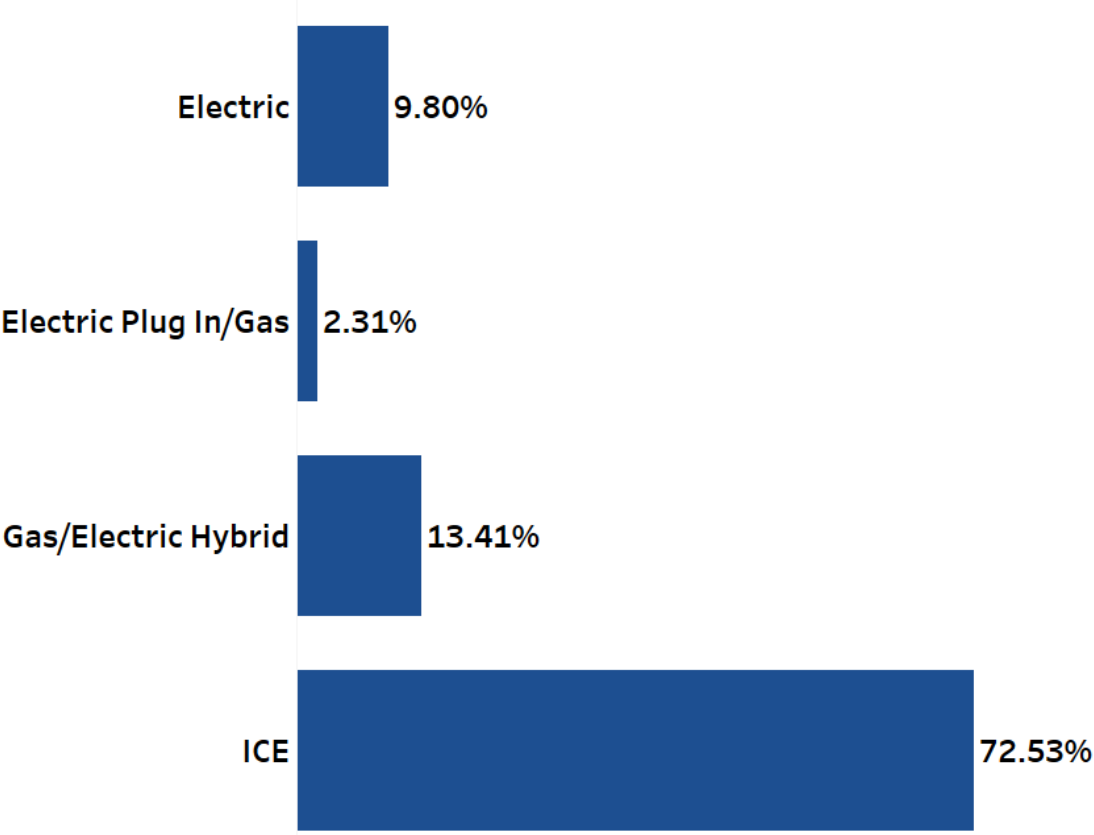


## Top new leased vehicles (2025 YTD)

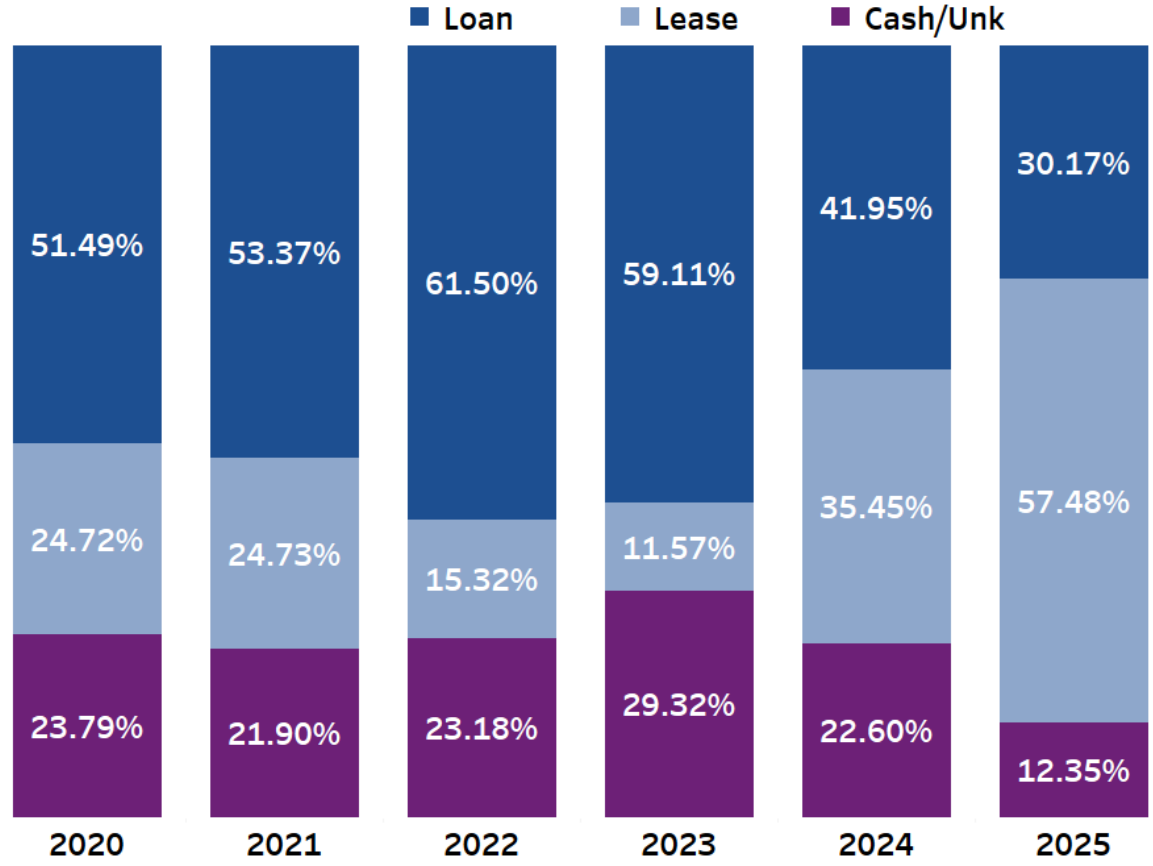


# EV approaching 10% of new in Q1 with leasing surging to nearly 58%

Percentage of new purchase by fuel type

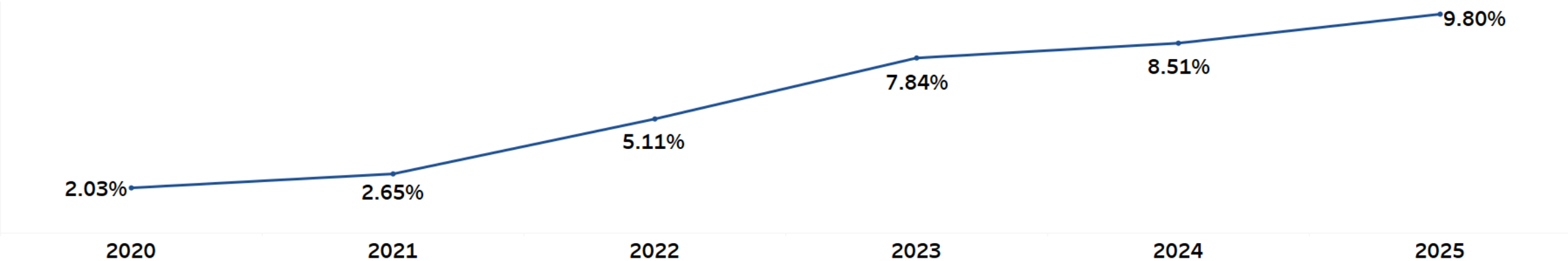


How are consumers purchasing new EV

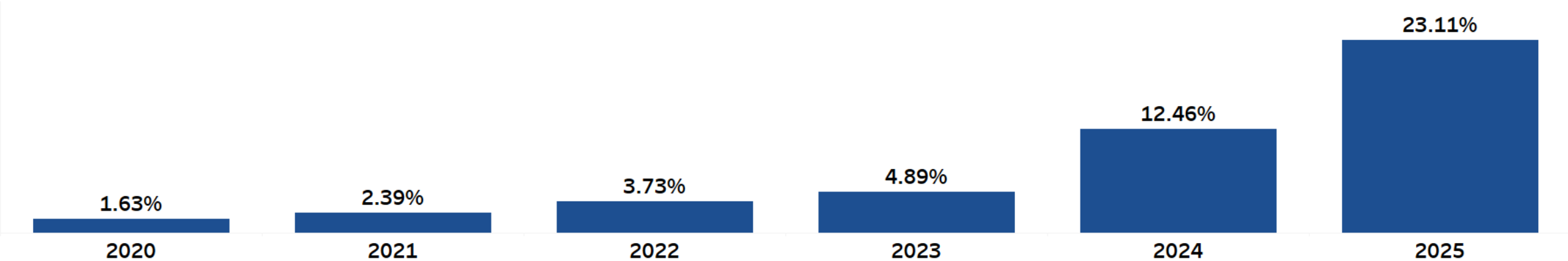


# EVs reached over 23% of all new leasing in Q1 2025

EV share of new vehicle purchases

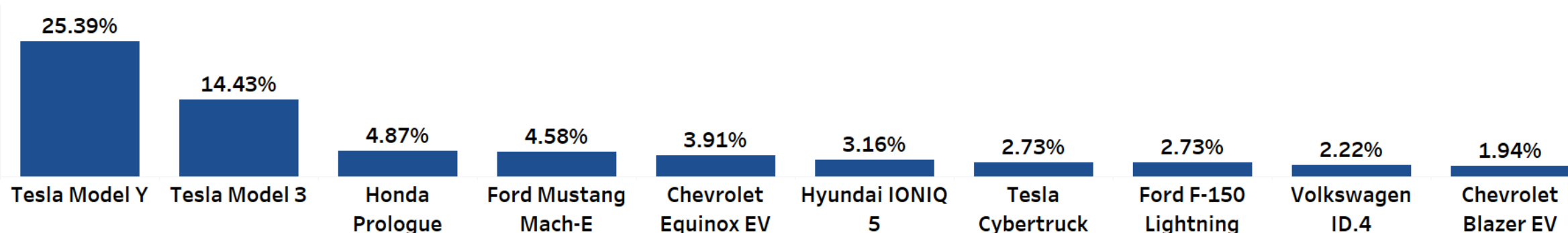


EV share of the new lease market

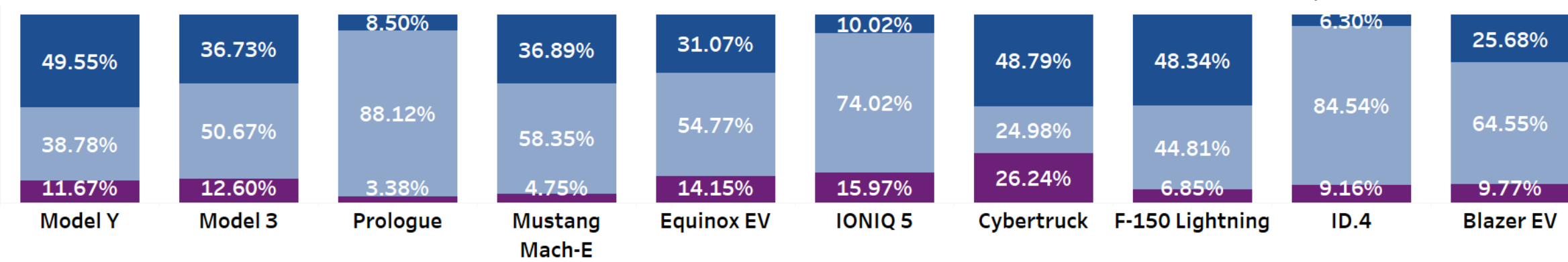


# Highest rates of leasing on the ID.4 and Honda Prologue

Top 10 EV models

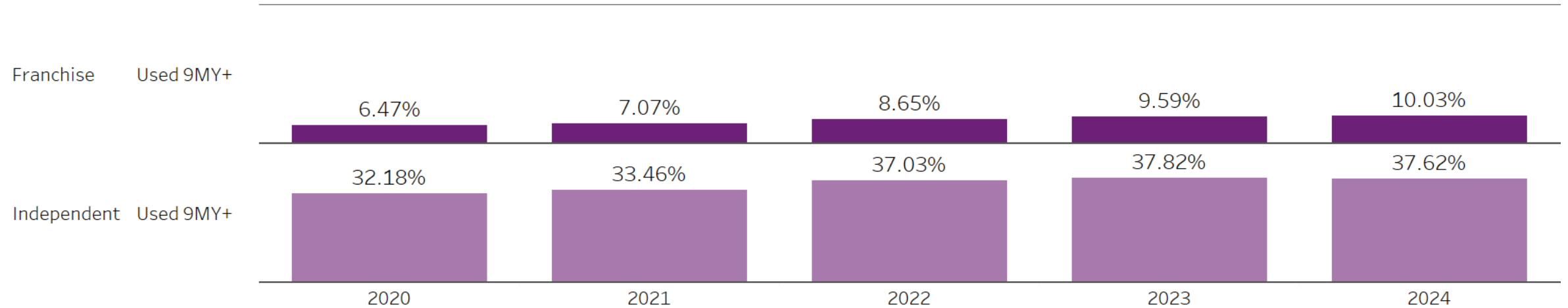


Transaction type on top EV models

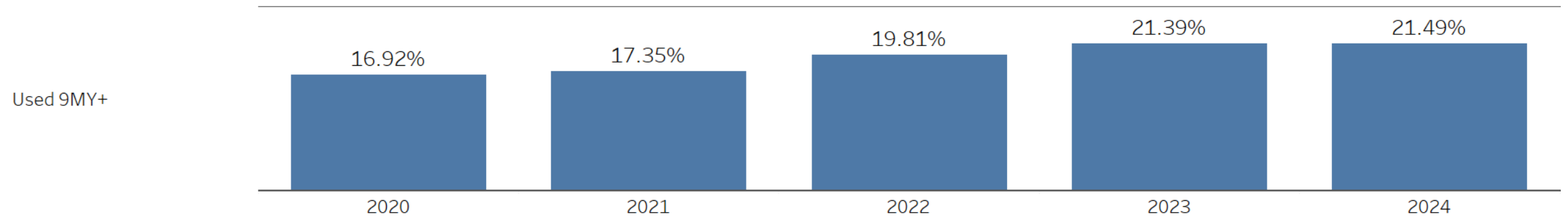


# The percentage of 9+MY old vehicles being financed has steadily increased

Used financing by vehicle age group by Dealer type

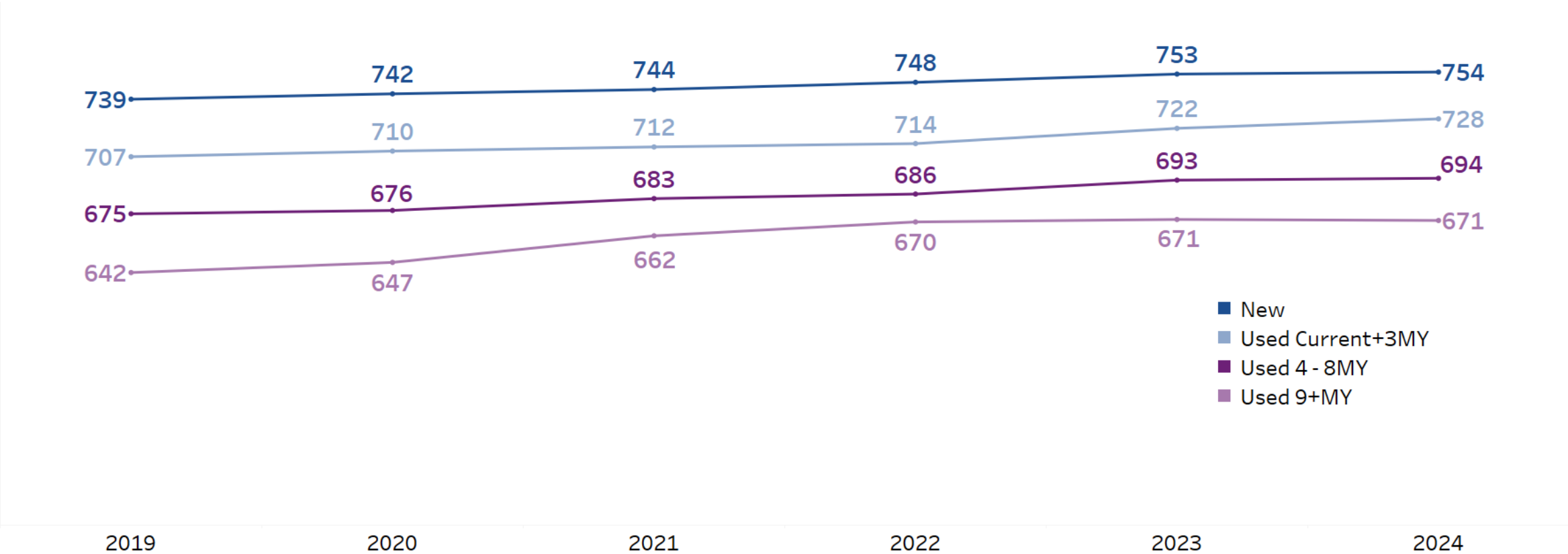


Used financing by vehicle age group overall



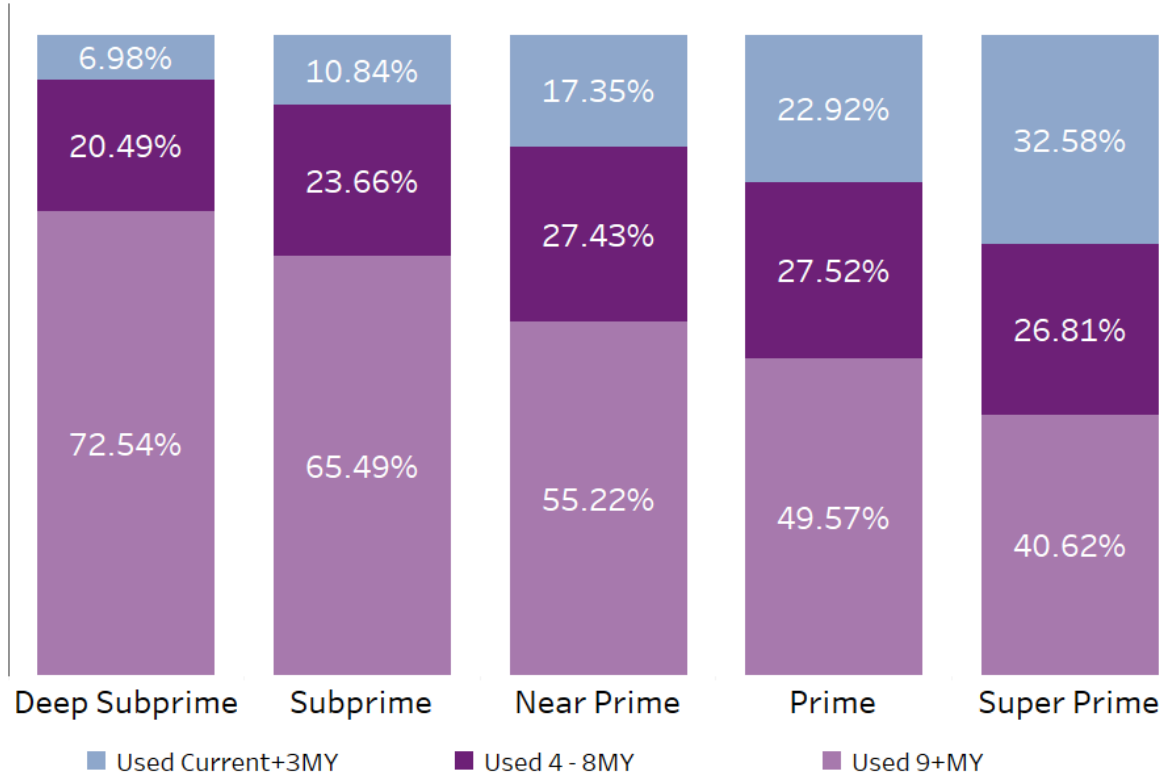
# Greatest YOY score increase is in late-model used vehicles

Average used score by vehicle age group

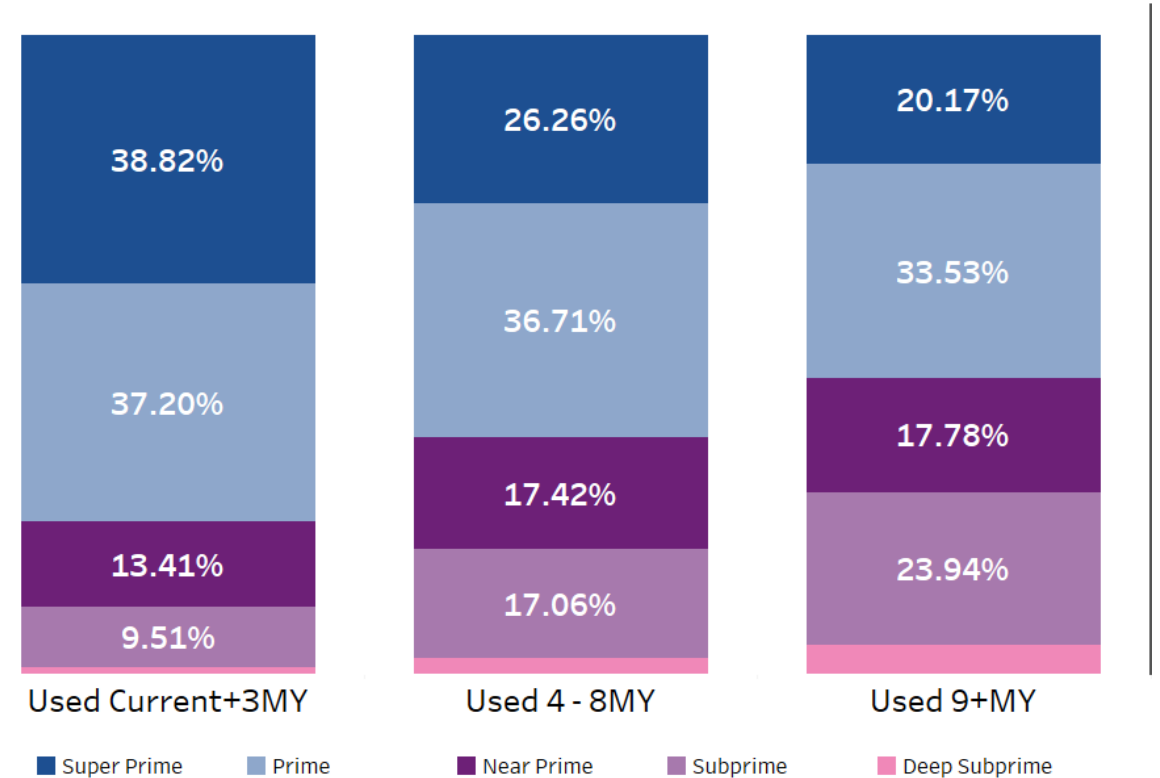


# One in five 9+MY vehicles is purchased by Super Prime consumers

Score tiers by vehicle age groups 2024

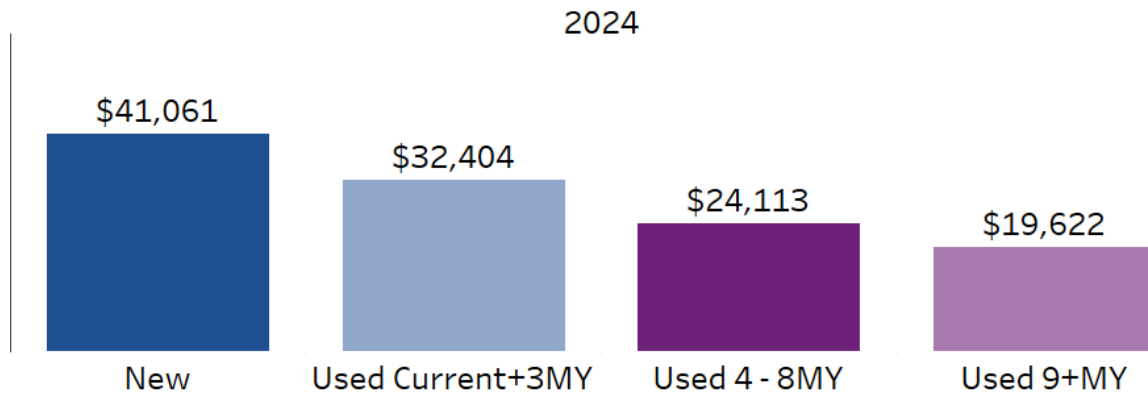


Vehicle age groups by score tier 2024

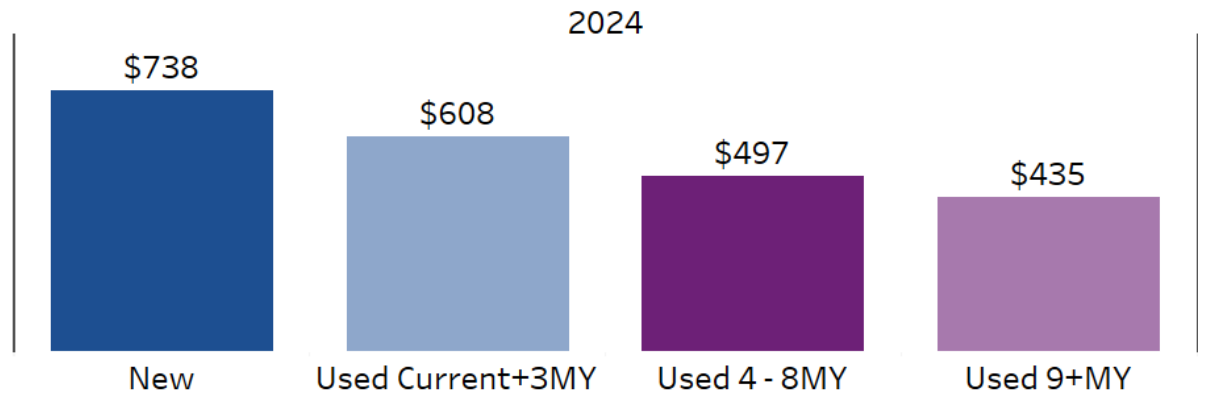


# Attribute Snapshot: average new payment in 2008 was \$474 while used was \$353

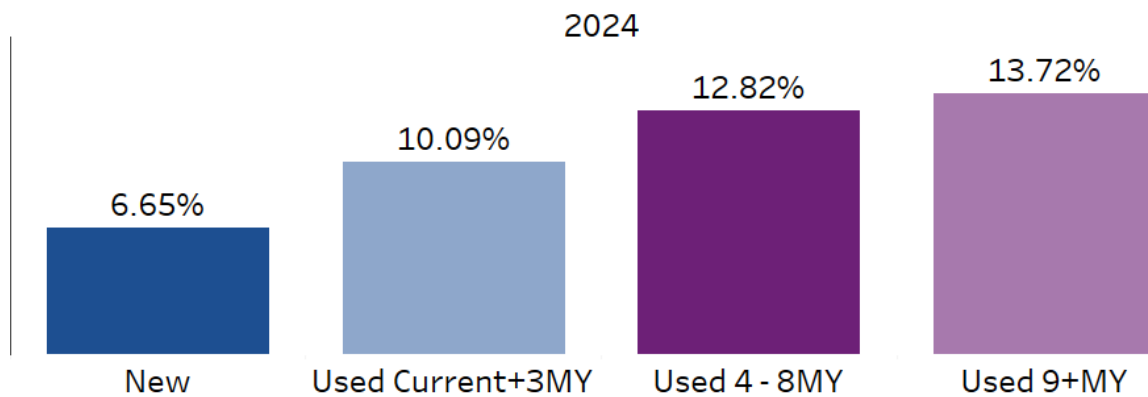
Average loan amount



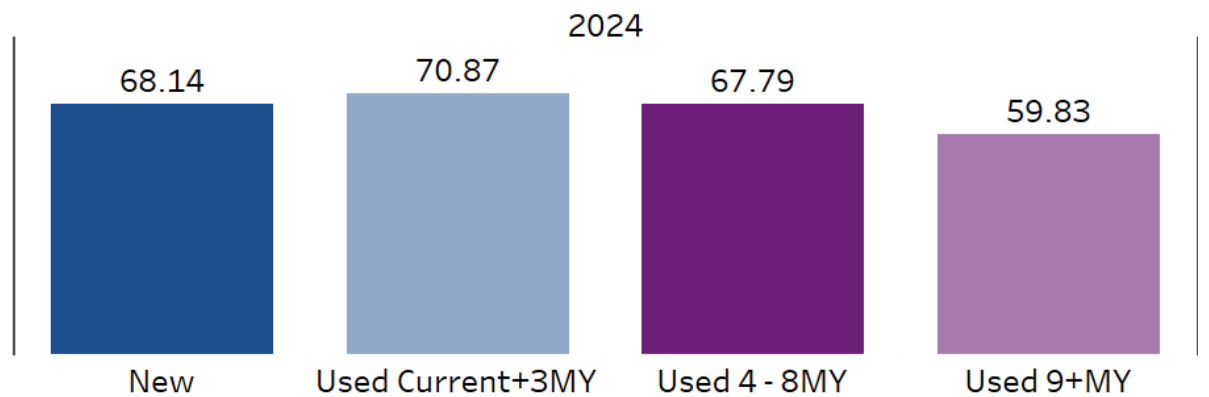
Average monthly payment



Average loan rate



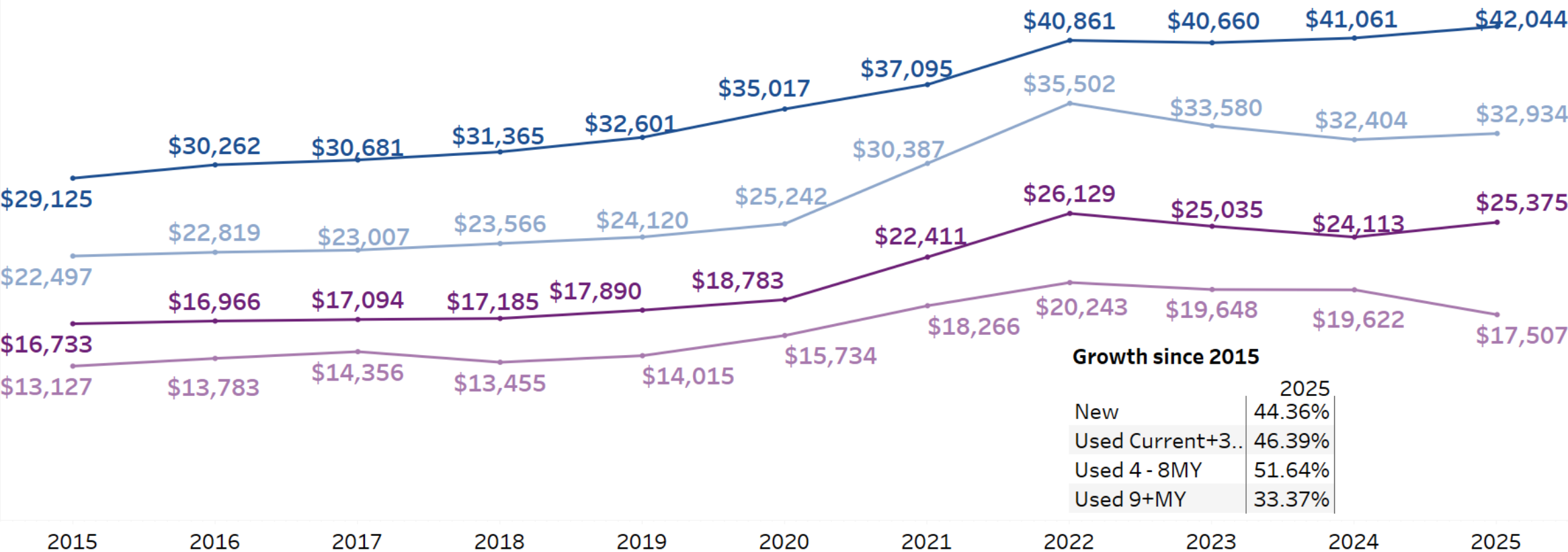
Average loan term



# New loan amount has increased 44.4% since 2015 while used is up 40.5% overall

Average loan amount

■ New ■ Used Current+3MY ■ Used 4 - 8MY ■ Used 9+MY



**Growth since 2015**

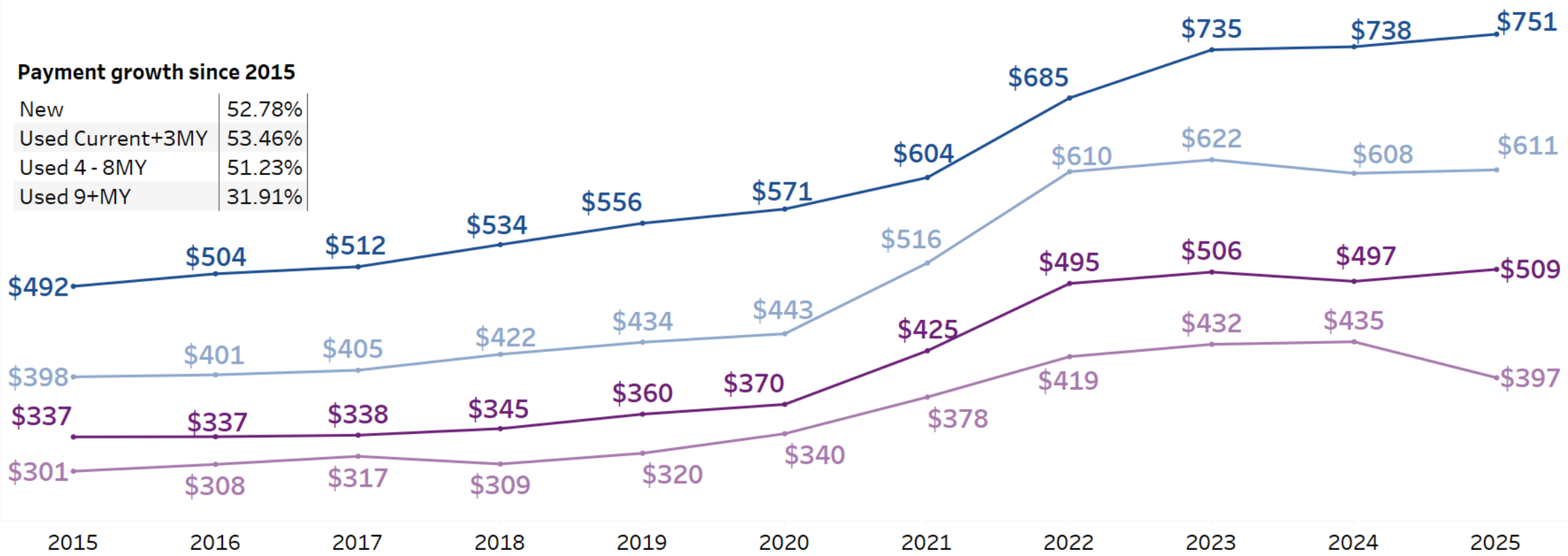
	2025
New	44.36%
Used Current+3..	46.39%
Used 4 - 8MY	51.64%
Used 9+MY	33.37%



# Older used vehicles see a decrease in payments

Average monthly payment by vehicle age group

- New
- Used Current+3MY
- Used 4 - 8MY
- Used 9+MY



Payment growth since 2015

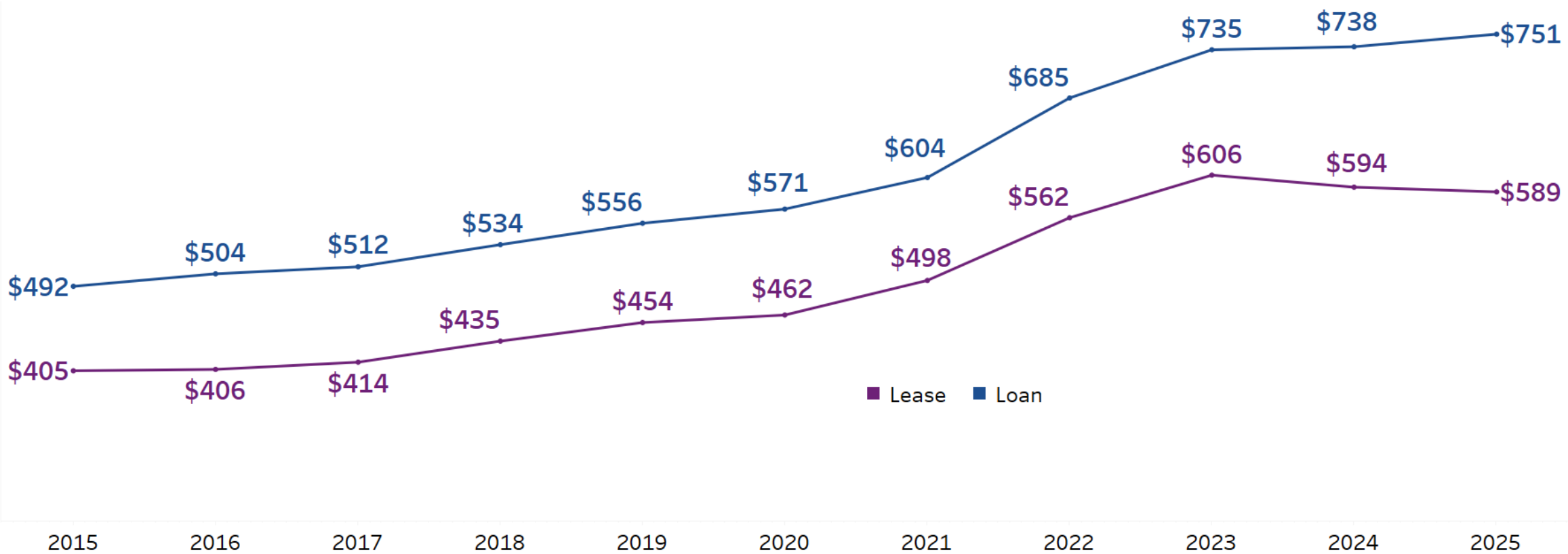
New	52.78%
Used Current+3MY	53.46%
Used 4 - 8MY	51.23%
Used 9+MY	31.91%

From title: Dec 2015 – Dec 2024 CPI inflation calculator, not seasonally adjusted. [Bls.gov/data/inflation\\_calculator.htm](https://bls.gov/data/inflation_calculator.htm)



# Lease payments are up 45% since 2015

Average monthly payment by vehicle age group





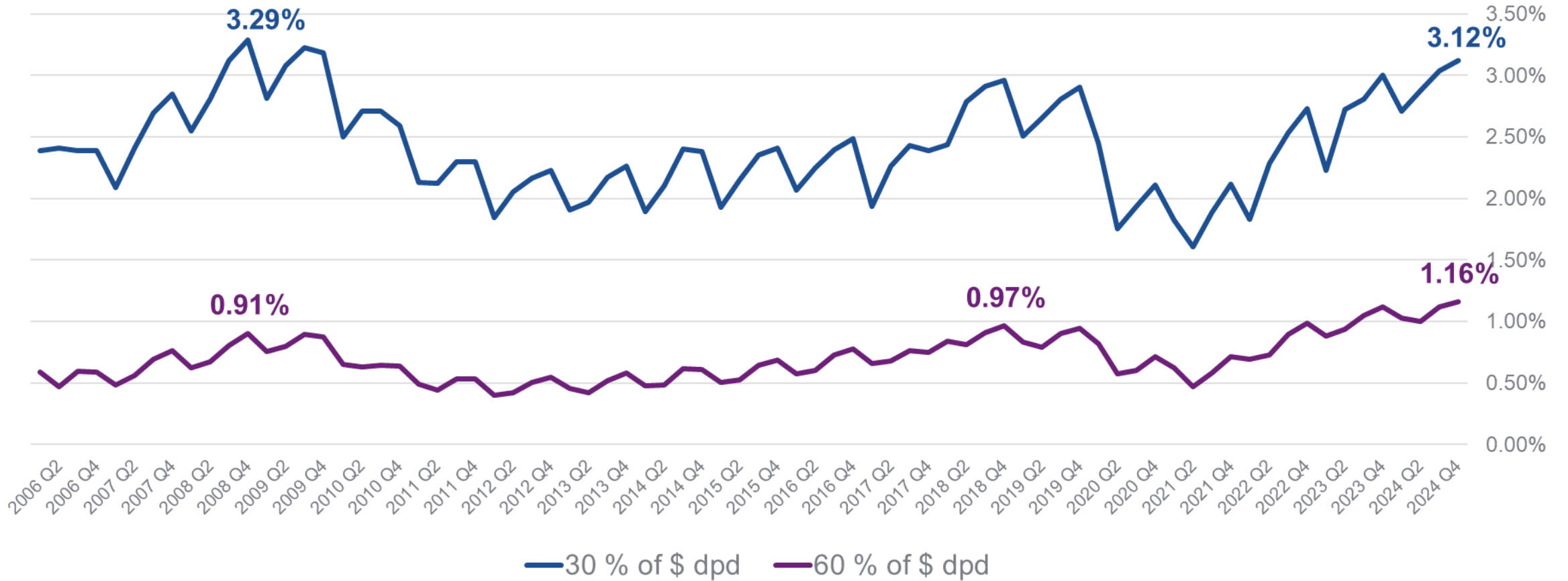
# Auto Loan Performance

A look at auto delinquencies



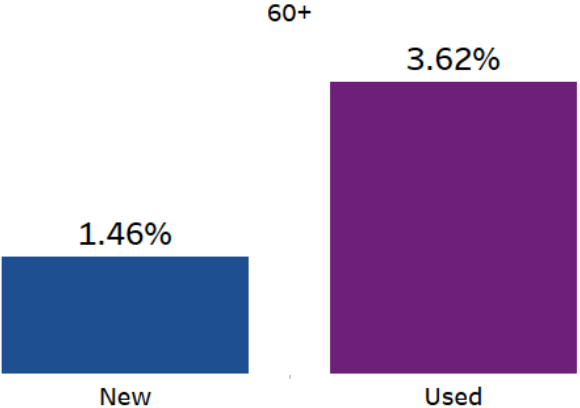
# While 60-day delinquency hits record high, 30-day is still below 2008 levels

## 30 and 60 DPD Loan Balance

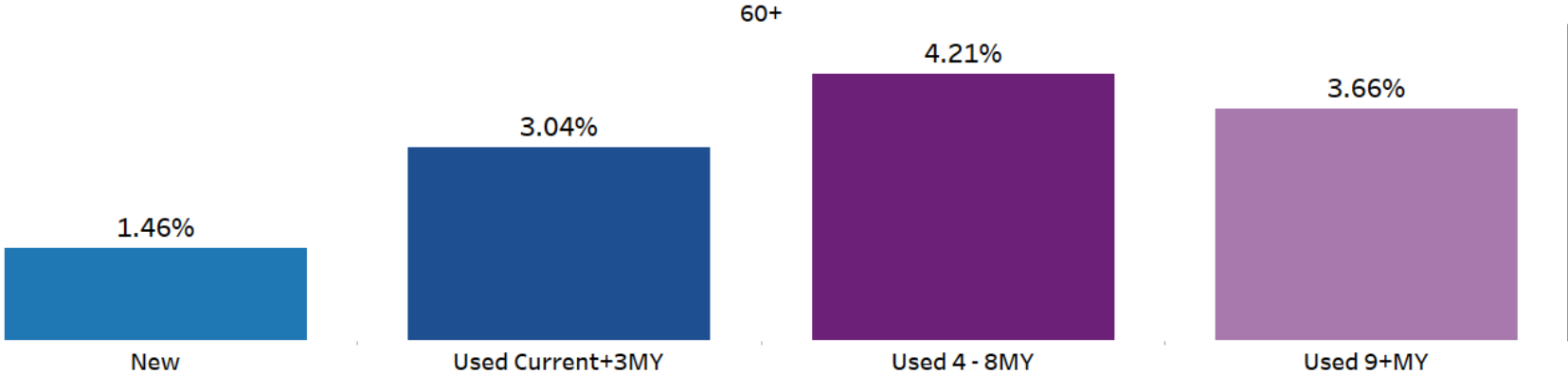


# 9+MY vehicles outperform 4 – 8MY overall and the lowest delinquency by various lender types (and across all credit)

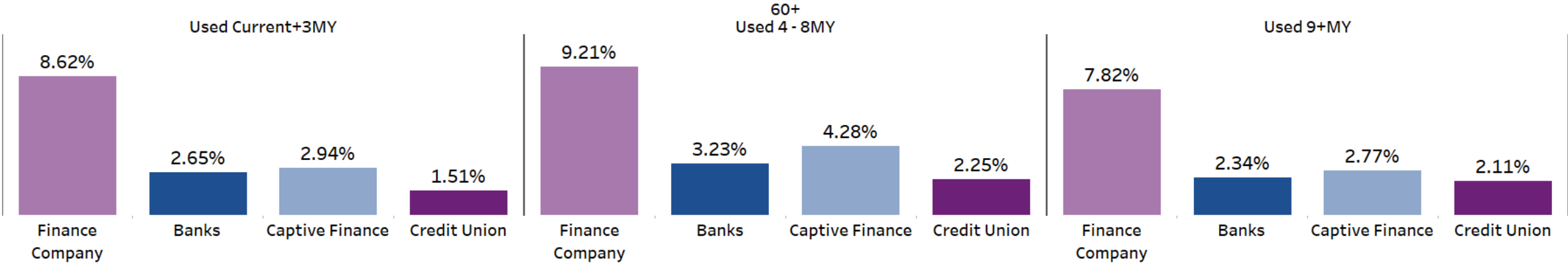
60+WE for new & used loans (org 2020+)



60+WE by Used vehicle age groups (loan orig 2020+)



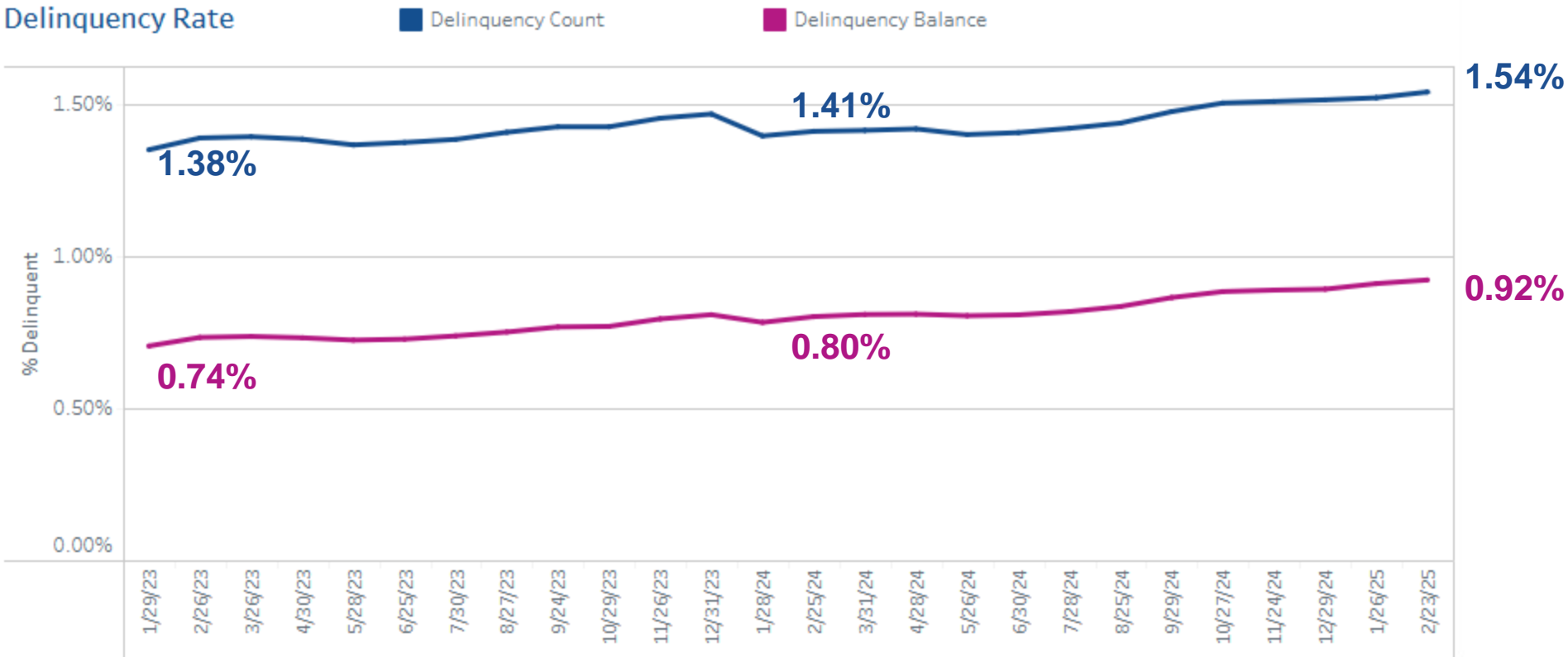
60+WE by Used vehicle age groups and lender type (loan orig 2020+)



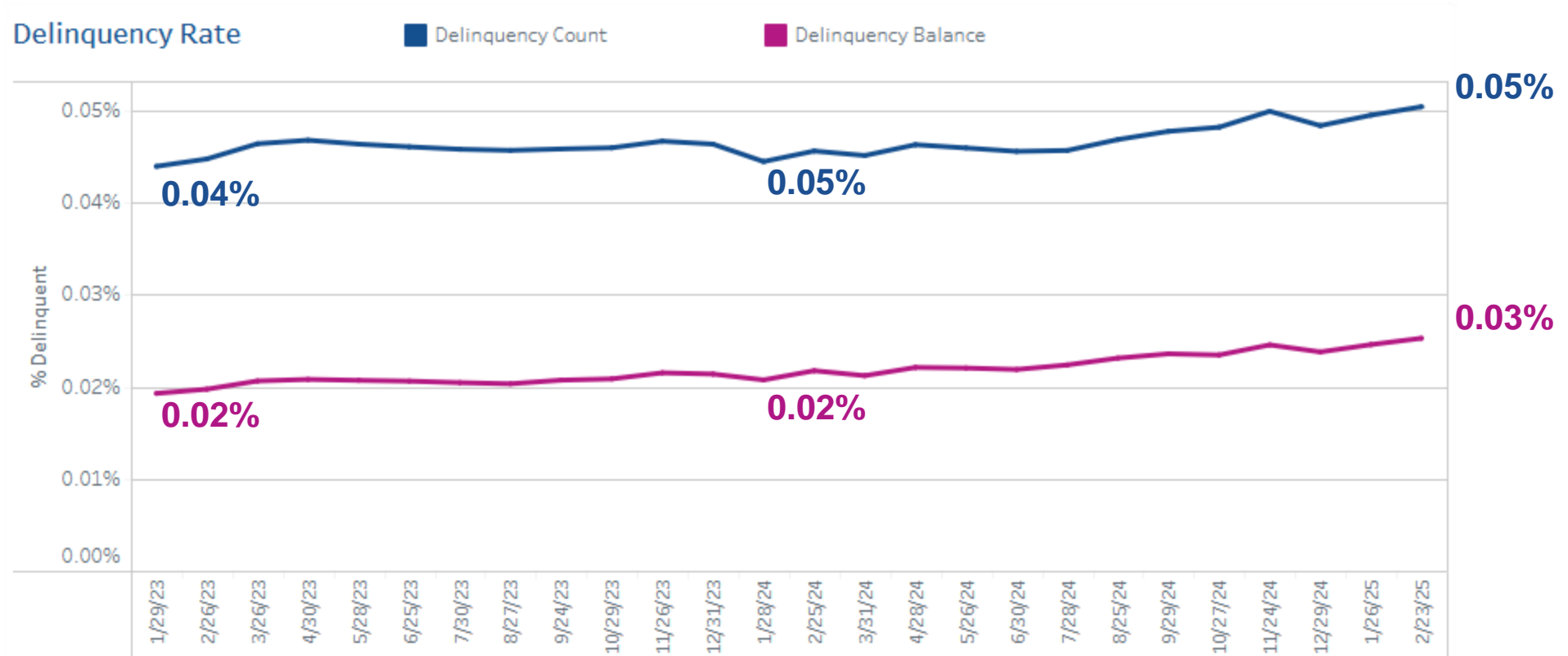
Originations 2020+ with performance as of February 2025



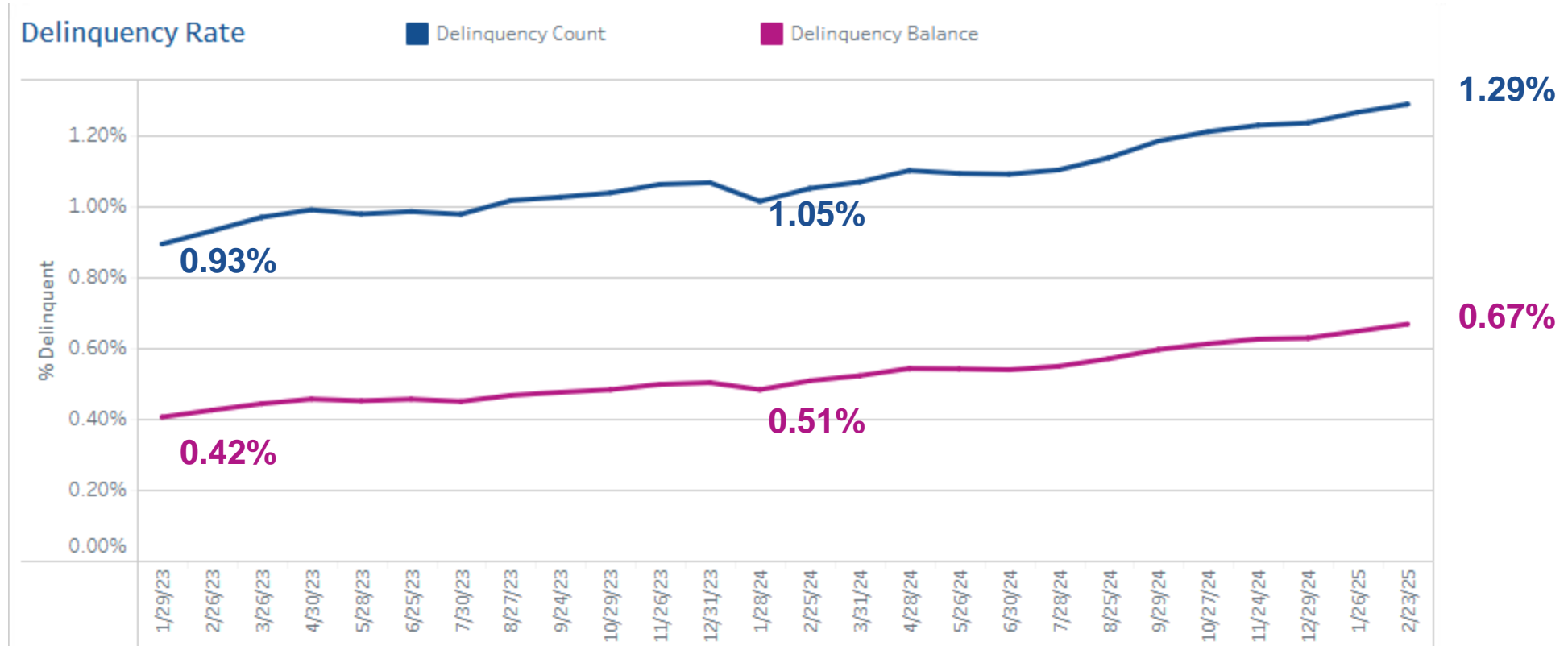
# Overall repossessions are increasing (02/24/2025)



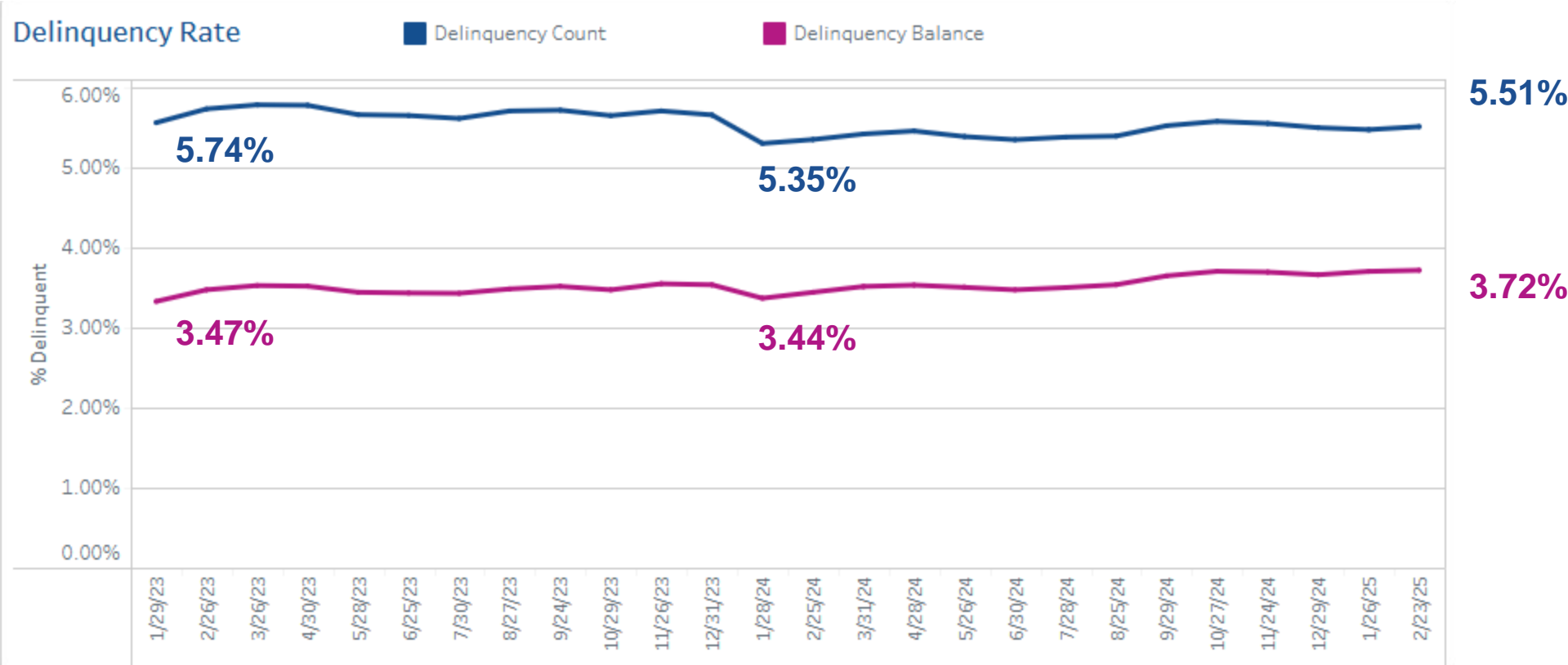
# Prime+ repossession rates are low; balances increased slightly YOY



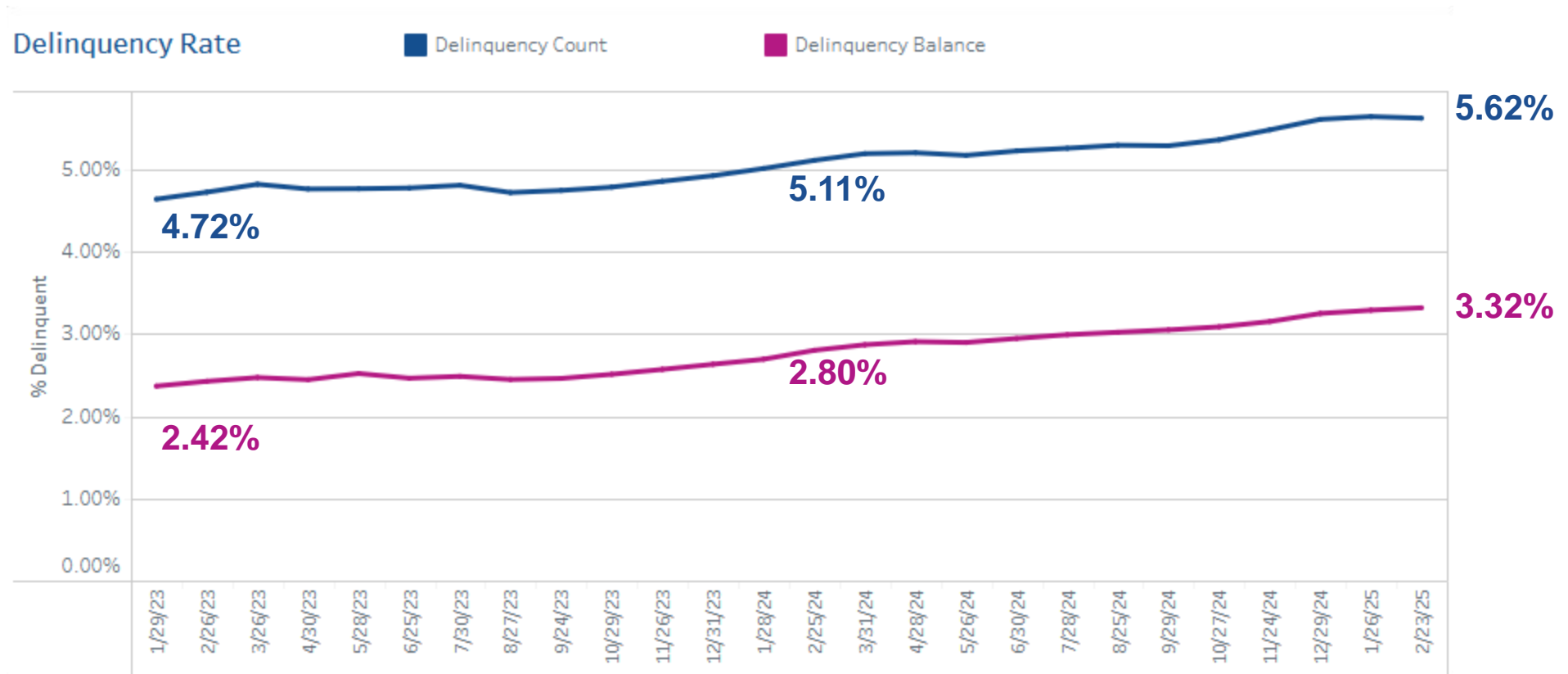
# Near Prime repossession rates continue to climb and have increased to 12% of all repo balances



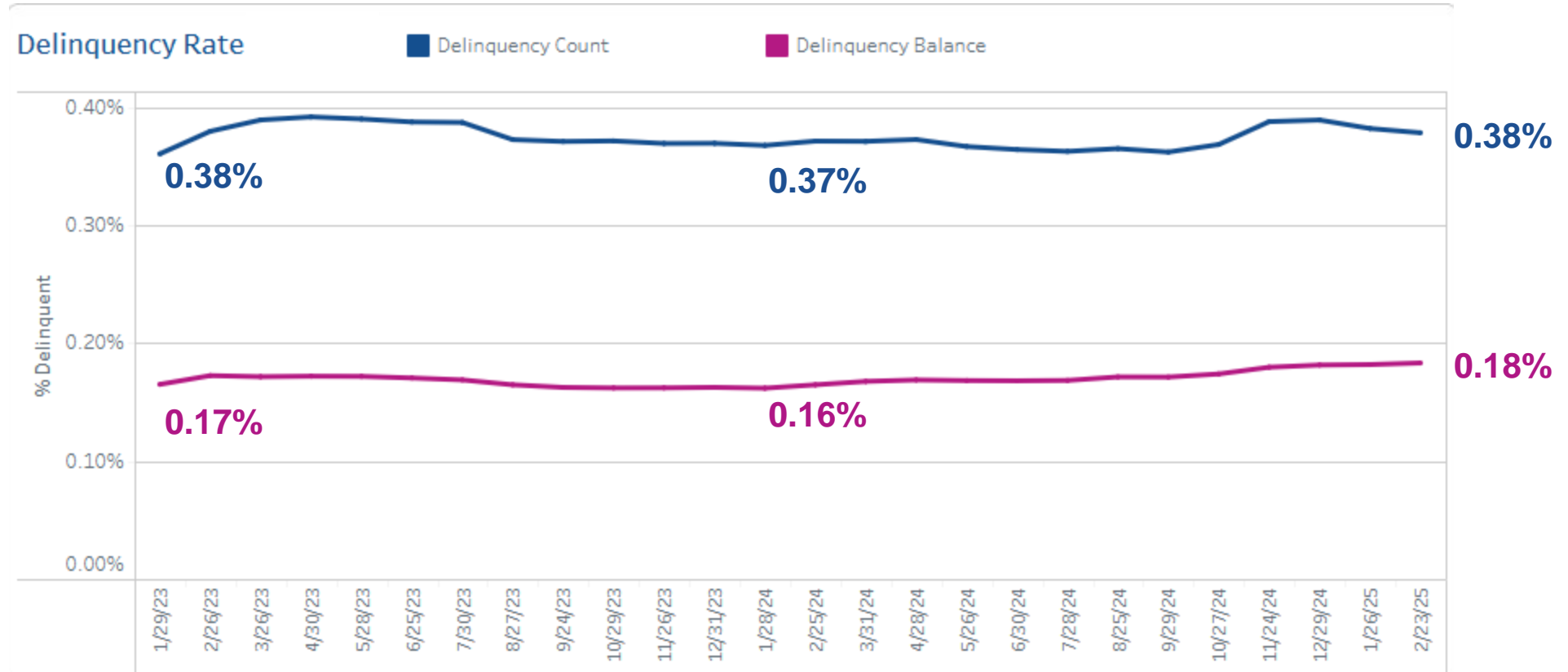
# Subprime (<600) repossession rates increased YOY but \$ remain lower than 2023 levels



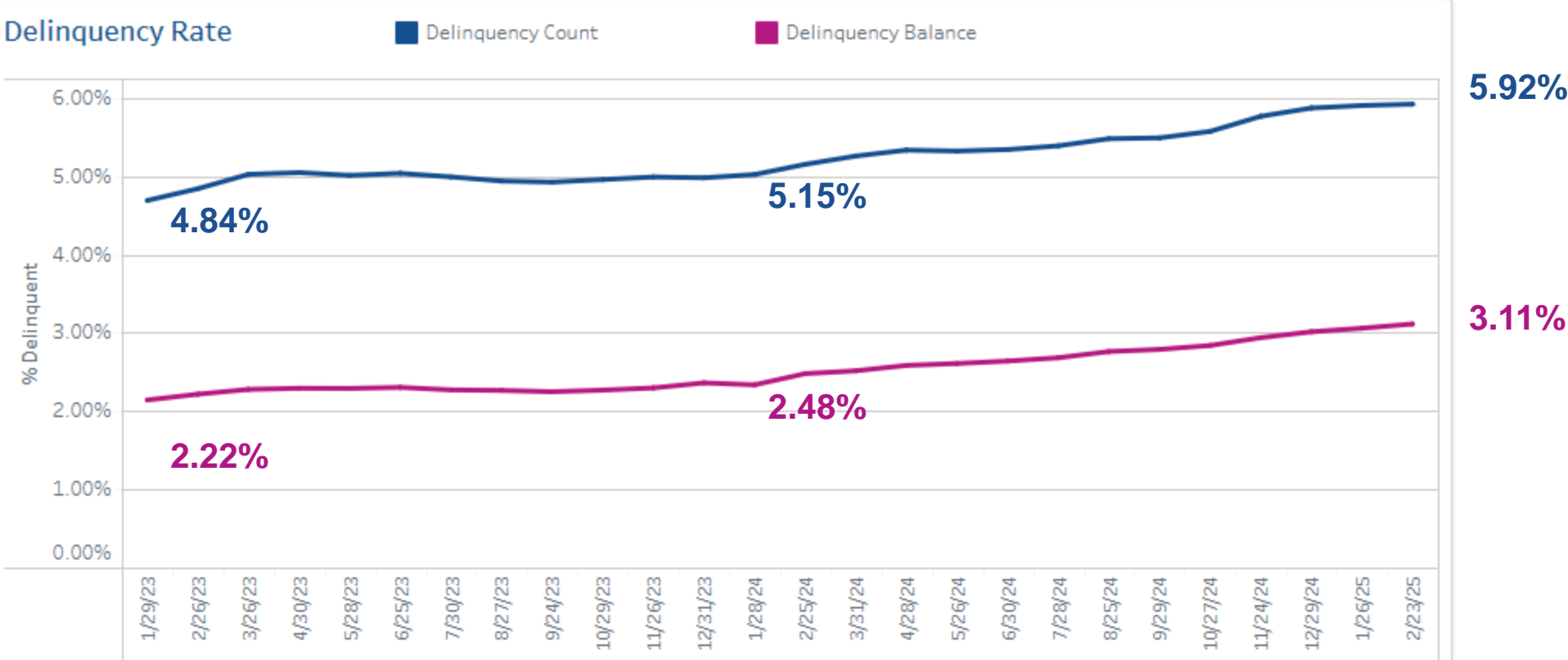
# Overall charge-offs are steadily rising



# Prime+ Charge-Offs remain flat but balances increase slightly YOY



# Near Prime charge-offs face sharper increases and are now 15% of c/o balances, but down from 16% in 2023



# Subprime (<600) charge-offs are ticking up and represent 79% of all c/o balances (up from 77% in 2023)

