



Credit Union Auto Loans Vs. Dealer Financing

0% FINANCING VS REBATE

◉ Scenario 1

- Sticker Price of Vehicle \$25,000
- Dealer Offers 0% Financing or a rebate of \$3,000.00.
- 60 month payment on \$25,000 at 0% is \$417.00
- 60 month payment on \$22,000 at 5.25% is \$419.00
- CU loan payment is higher BUT.....

0% FINANCING VS. REBATE

- ◉ Sales tax only has to be paid on \$22,000 as opposed to \$25,000....a savings of approx. \$200!!!
 - Setting up the loan payment on a bi-weekly payment through payroll deduction... payroll payment is \$209.50 and the loan will payoff in 55 months

DEALER FINANCING VS TAKING REBATE

- ◉ Scenario 2
- ◉ 2008 Chrysler Pacifica
 - MSRP approx. \$28,995
 - Dealer is Offering 3.9% for 60 months + a rebate of \$1,000 or a rebate of \$2500.00
 - 60 month payment on \$27,995 at 3.9% for 60 months is \$516.00
 - 60 month payment on \$26,495 at 5.25% for 60 months is \$504.00

DEALER FINANCING VS TAKING REBATE

- ◉ The Savings Continue....
 - Payment Difference is \$12.00/month which is \$720.00 over the lifetime of the loan
 - Difference in sales tax amount is \$1500, which is a savings of approx. \$105.00
 - Setting loan on bi-weekly payment of \$252.00 allows the loan to be paid off in 55 months
 - 5 months x \$516.00 payment is an additional savings of \$2,580.00!!!!

DEALER FINANCING VS TAKING REBATE

◉ Scenario 3

◉ 2008 Chevrolet Tahoe LT

- MSRP \$38,000 approx.
- Dealer is Offering 4.9% for 36 months or a rebate of \$2,000.00. (Dealer does not advertise rates for terms longer than 36 months)
- 36 month payment on \$38,000 at 4.9% is \$1,140.00
- 36 month payment on \$36,000 at 5.25% is \$1,085.
- Savings of \$55.00 per month which calculates to \$1,980.00.

DEALER FINANCING VS TAKING REBATE

- Sales tax savings on \$36,000 vs \$38,000 are \$140.00
- If loan is set up on a bi-weekly payment, the loan will payoff in 32 months, and additional savings of \$4,560.00!!!!
- Total savings of \$6,680.00!!!!

DEALER FINANCING VS TAKING REBATE

- ◉ Scenario 4
- ◉ 2008 Buick Lacrosse CXL
 - MSRP \$26,505.00
 - Dealer is offering 0% for up to 72 months or a \$2,000 rebate
 - 72 month payment on \$26,505 at 0% is \$369.00
 - 72 month payment on \$24,505 at 5.25% is \$399.00

DEALER FINANCING VS TAKING REBATE

- ⦿ This one goes to the Dealer!!!
 - Not all scenarios favor the Credit Union...it is very important that you call the Credit Union and have us run the scenarios for you so that you know for sure you can get the best deal!

DEALER FINANCING VS TAKING REBATE

◉ Scenario 5

2008 Dodge 1500 Mega Cab

- MSRP \$33,635
- Dealer is offering 5.9% for 72 months plus a \$2500.00 rebate or a rebate of \$6,000.00
- 72 month payment at 5.9% on \$31,135 is \$516.00
- 72 month payment at 5.25% on \$27,635.00 is \$450.00 – a savings of \$66.00 per month!

DEALER FINANCING VS TAKING REBATE

◎ The Savings Continue....

- \$66.00 month x 72 months = \$4,752.00
- Difference in sales tax expense is approx. \$245.00
- If a bi-weekly payment of \$225.00 is made, the loan will payoff 6 months earlier, for an additional savings of \$3,096.00!!!
- That is a total of \$8,093.00 for using your Credit Union!