



New Vehicle Opportunity “Hot Sheet”

July-August 2022

These New Car units are based on AFG's Dealer Inventory Download (DID) and actual transactions over the last two months.

Payments are computed using no money down, rebates or TTL. The calculation for conventional financing is based on a 3.5% APR and the AFG RBF payments are based on the lesser of AFG's Balloon (4.5% APR) or AFG's Lease (.00150 Money Factor).

These examples provide tremendous payment and profit opportunities at terms reflecting customers' average Trade Cycle. Annual allowable miles are calculated at 10,000.

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.

Year / Make / Model	Asking Price	AFG RBF			Conv. Fin.		
		36	48	60	60	72	84
2022 Acura TLX 4dr Sdn A-Spec AWD	\$49,445	\$823	\$713	\$638	\$899	\$762	\$665
2022 Acura RDX 4dr Wgn Tech AWD	\$46,645	\$747	\$655	\$605	\$849	\$719	\$627
2022 Acura MDX AWD 4dr Wgn Tech	\$55,945	\$866	\$762	\$713	\$1,018	\$863	\$752
2022 Audi S5 SPORTBACK 4dr Sdn Premium Plus	\$61,575	\$977	\$878	\$800	\$1,120	\$949	\$828
2022 Audi Q3 4dr Wgn 45 S line quattro Premium	\$39,975	\$642	\$562	\$501	\$727	\$616	\$537
2022 Audi SQ5 4dr Wgn Premium Plus	\$62,370	\$1,012	\$884	\$807	\$1,135	\$962	\$838
2022 Audi SQ5 SPORTBACK 4dr Wgn Premium	\$62,535	\$1,011	\$887	\$813	\$1,138	\$964	\$840
2022 Audi SQ5 SPORTBACK 4dr Wgn Premium Plus	\$66,010	\$1,048	\$923	\$847	\$1,201	\$1,018	\$887
2022 BMW 3 SERIES 4dr Sdn 330i xDrive	\$45,785	\$828	\$715	\$627	\$833	\$706	\$615
2022 BMW X5 4dr Wgn xDrive40i	\$69,112	\$1,218	\$1,047	\$951	\$1,257	\$1,066	\$929
2022 Buick ENCORE GX AWD 4dr Wgn Preferred	\$28,717	\$462	\$417	\$383	\$522	\$443	\$386
2022 Buick ENVISION 2WD 4dr Wgn Preferred	\$33,477	\$455	\$421	\$388	\$609	\$516	\$450
2023 Buick ENCLAVE 2WD 4dr Wgn Essence	\$45,875	\$628	\$602	\$559	\$835	\$707	\$617
2023 Buick ENCLAVE AWD 4dr Wgn Avenir	\$58,920	\$874	\$804	\$734	\$1,072	\$908	\$792
2022 Cadillac CT4 4dr Sdn V Blackwing AT	\$70,361	\$1,108	\$1,008	\$924	\$1,280	\$1,085	\$946
2023 Cadillac XT4 AWD 4dr Wgn Premium Luxury	\$47,462	\$763	\$655	\$602	\$863	\$732	\$638
2023 Cadillac XT5 2WD 4dr Wgn Premium Luxury	\$52,340	\$854	\$746	\$687	\$952	\$807	\$703
2023 Cadillac XT5 2WD 4dr Wgn Premium Luxury 3.6L V6	\$54,540	\$899	\$783	\$719	\$992	\$841	\$733
2022 Chevrolet CAMARO 2dr Cpe ZL1 AT	\$68,260	\$943	\$852	\$768	\$1,242	\$1,052	\$917
2022 Chevrolet CAMARO 2dr Conv ZL1 AT	\$72,785	\$1,048	\$935	\$837	\$1,324	\$1,122	\$978
2022 Chevrolet Trucks TRAILBLAZER AWD 4dr Wgn LT	\$27,887	\$401	\$384	\$352	\$507	\$430	\$375
2022 Chevrolet Trucks EQUINOX AWD 4dr Wgn LS	\$28,431	\$428	\$393	\$371	\$517	\$438	\$382
2022 Chevrolet Trucks BLAZER 2WD 4dr Wgn 2LT	\$35,591	\$522	\$471	\$442	\$647	\$549	\$478
2022 Chevrolet Trucks BLAZER AWD 4dr Wgn RS	\$46,844	\$674	\$606	\$568	\$852	\$722	\$630
2022 Chevrolet Trucks TRAVERSE 2WD 4dr Wgn LS	\$34,295	\$423	\$436	\$408	\$624	\$529	\$461



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		36	48	60	60	72	84
2022 Chevrolet Trucks TRAVERSE AWD 4dr Wgn LS	\$36,183	\$442	\$454	\$425	\$658	\$558	\$486
2023 Chevrolet Trucks TRAVERSE AWD 4dr Wgn LT Leather	\$43,843	\$569	\$561	\$522	\$798	\$676	\$589
2022 Chevrolet Trucks COLORADO 2WD Ext Cab LT 3.6L V6	\$30,955	\$426	\$403	\$377	\$563	\$477	\$416
2022 Chevrolet Trucks COLORADO 4WD Crew Cab ZR2 2.8L T-Dsl	\$47,635	\$575	\$557	\$534	\$867	\$734	\$640
2022 Chevrolet Trucks SILVERADO 1500 LTD 2WD Crew Cab Custom	\$39,595	\$494	\$448	\$410	\$720	\$610	\$532
2022 Chevrolet Trucks SILVERADO 1500 LTD 2WD Crew Cab LT w/1LT	\$41,005	\$517	\$468	\$428	\$746	\$632	\$551
2022 Chevrolet Trucks SILVERADO 2500HD 4WD Crew Cab LTZ 6.6L T-Dsl	\$70,395	\$727	\$735	\$714	\$1,281	\$1,085	\$946
2022 Chevrolet Trucks SILVERADO 3500HD 4WD Crew Cab Work Truck 6.6L T-Dsl	\$60,555	\$628	\$641	\$619	\$1,102	\$934	\$814
2022 Chevrolet Trucks SILVERADO 3500HD 4WD Crew Cab LTZ 6.6L T-Dsl	\$74,003	\$729	\$756	\$741	\$1,346	\$1,141	\$995
2022 Chrysler 300 4dr Sdn Touring L	\$35,331	\$549	\$548	\$480	\$643	\$545	\$475
2022 Chrysler PACIFICA 4dr Wgn Touring L AWD	\$44,298	\$673	\$633	\$591	\$806	\$683	\$595
2022 Chrysler PACIFICA 4dr Wgn Limited	\$50,199	\$764	\$710	\$659	\$913	\$774	\$675
2022 Dodge CHALLENGER 2dr Cpe SXT AWD	\$36,217	\$526	\$472	\$417	\$659	\$558	\$487
2022 Dodge CHALLENGER 2dr Cpe GT AWD	\$41,908	\$605	\$542	\$483	\$762	\$646	\$563
2022 Dodge Trucks DURANGO 4WD 4dr Wgn Citadel	\$54,245	\$824	\$782	\$740	\$987	\$836	\$729
2022 Ford MUSTANG 2dr Conv GT Premium	\$50,455	\$778	\$700	\$627	\$918	\$778	\$678
2022 Ford Trucks ESCAPE 2WD 4dr Wgn SEL Hybrid	\$33,051	\$460	\$439	\$417	\$601	\$510	\$444
2022 Ford Trucks EDGE AWD 4dr Wgn ST	\$51,240	\$831	\$735	\$676	\$932	\$790	\$689
2022 Ford Trucks EXPLORER 2WD 4dr Wgn ST	\$55,286	\$820	\$734	\$699	\$1,006	\$852	\$743
2022 Ford Trucks EXPEDITION 2WD 4dr Wgn MAX Limited	\$70,730	\$945	\$887	\$840	\$1,287	\$1,091	\$951
2022 Ford Trucks EXPEDITION 4WD 4dr Wgn Limited	\$70,588	\$930	\$877	\$832	\$1,284	\$1,088	\$949
2022 Ford Trucks EXPEDITION 4WD 4dr Wgn MAX Limited	\$72,210	\$945	\$893	\$848	\$1,314	\$1,113	\$970
2022 Ford Trucks RANGER 2WD SuperCab XL	\$27,663	\$298	\$303	\$293	\$503	\$427	\$372
2022 Ford Trucks F-250 SUPER DUTY 4WD SuperCab XL	\$48,553	\$660	\$608	\$535	\$883	\$749	\$653
2022 Ford Trucks F-350 SUPER DUTY 4WD SuperCab XL SRW	\$51,215	\$652	\$616	\$547	\$932	\$790	\$688
2022 Ford Trucks F-350 SUPER DUTY 4WD Crew Cab XL DRW 6.7L T-Dsl HD	\$65,345	\$597	\$636	\$610	\$1,189	\$1,008	\$878
2022 Genesis G70 4dr Sdn 2.0T	\$41,835	\$645	\$590	\$532	\$761	\$645	\$562
2023 Genesis GV80 4dr Wgn 3.5T Advanced + AWD	\$71,350	\$1,081	\$967	\$883	\$1,298	\$1,100	\$959
2022 GMC Trucks TERRAIN 2WD 4dr Wgn SLE	\$29,379	\$448	\$424	\$396	\$534	\$453	\$395
2022 GMC Trucks TERRAIN AWD 4dr Wgn Denali	\$38,758	\$571	\$523	\$480	\$705	\$598	\$521
2022 GMC Trucks ACADIA AWD 4dr Wgn AT4	\$45,237	\$674	\$611	\$552	\$823	\$697	\$608
2022 GMC Trucks ACADIA AWD 4dr Wgn Denali	\$54,210	\$855	\$756	\$678	\$986	\$836	\$729
2022 GMC Trucks CANYON 4WD Ext Cab Elevation Standard	\$31,562	\$366	\$353	\$346	\$574	\$487	\$424
2022 GMC Trucks CANYON 4WD Crew Cab Denali	\$46,008	\$561	\$529	\$511	\$837	\$709	\$618



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		36	48	60	60	72	84
2022 GMC Trucks SIERRA 2500HD 2WD Double Cab Pro 6.6L T-Dsl	\$52,305	\$585	\$567	\$533	\$952	\$806	\$703
2022 GMC Trucks SIERRA 1500 LIMITED DENALI 4WD Crew Cab	\$66,625	\$945	\$811	\$746	\$1,212	\$1,027	\$895
2022 GMC Trucks SIERRA 2500HD 4WD Double Cab SLE 6.6L T-Dsl	\$58,750	\$619	\$607	\$577	\$1,069	\$906	\$790
2022 GMC Trucks SIERRA 2500HD 4WD Crew Cab SLE 6.6L T-Dsl	\$65,111	\$691	\$675	\$641	\$1,184	\$1,004	\$875
2022 GMC Trucks SIERRA 3500HD 4WD Double Cab Pro 6.6L T-Dsl	\$54,795	\$488	\$501	\$492	\$997	\$845	\$736
2022 GMC Trucks SIERRA 3500HD 4WD Crew Cab SLE 6.6L T-Dsl	\$67,177	\$692	\$673	\$645	\$1,222	\$1,036	\$903
2022 Honda INSIGHT 4dr Sdn EX	\$26,855	\$406	\$385	\$359	\$489	\$414	\$361
2022 Honda HR-V 2WD 4dr Wgn EX	\$26,295	\$395	\$351	\$311	\$478	\$405	\$353
2022 Honda CR-V 2WD 4dr Wgn EX-L	\$33,145	\$468	\$422	\$389	\$603	\$511	\$445
2023 Honda ODYSSEY 4dr Wgn EX-L	\$41,705	\$539	\$512	\$467	\$759	\$643	\$561
2022 Honda PILOT AWD 4dr Wgn Sport	\$41,026	\$542	\$520	\$493	\$746	\$633	\$551
2022 Honda RIDGELINE AWD Crew Cab RTL	\$42,807	\$566	\$543	\$516	\$779	\$660	\$575
2022 Hyundai ELANTRA 4dr Sdn SEL	\$23,332	\$369	\$328	\$304	\$424	\$360	\$314
2022 Hyundai KONA AWD 4dr Wgn N Line	\$30,151	\$435	\$402	\$369	\$548	\$465	\$405
2022 Hyundai SANTA CRUZ 2WD Crew Cab 2.5L SEL	\$31,816	\$489	\$447	\$413	\$579	\$491	\$428
2022 Jeep RENEGADE 4WD 4dr Wgn Limited	\$31,786	\$484	\$438	\$400	\$578	\$490	\$427
2022 Jeep COMPASS 4WD 4dr Wgn Latitude Lux	\$33,003	\$493	\$461	\$418	\$600	\$509	\$444
2022 Jeep WRANGLER 4dr Conv Unlimited Sport 3.6L V6 MT	\$39,025	\$440	\$392	\$336	\$710	\$602	\$524
2022 Jeep WRANGLER 4dr Conv Unlimited Rubicon 4xe	\$67,055	\$841	\$743	\$651	\$1,220	\$1,034	\$901
2022 Jeep GLADIATOR Crew Cab Overland 3.0L V6 T-Dsl AT	\$56,970	\$702	\$649	\$599	\$1,036	\$878	\$766
2022 Jeep GLADIATOR Crew Cab Rubicon	\$59,691	\$763	\$697	\$640	\$1,086	\$920	\$802
2022 Jeep GLADIATOR Crew Cab Mojave	\$60,269	\$770	\$694	\$628	\$1,096	\$929	\$810
2022 Jeep GRAND CHEROKEE 2WD 4dr Wgn Laredo	\$41,520	\$556	\$502	\$491	\$755	\$640	\$558
2022 Jeep GRAND CHEROKEE L 4WD 4dr Wgn Summit	\$64,365	\$940	\$826	\$778	\$1,171	\$992	\$865
2022 Jeep WAGONEER 2WD 4dr Wgn Series II	\$69,918	\$910	\$834	\$805	\$1,272	\$1,078	\$940
2022 Kia FORTE 4dr Sdn GT MT	\$25,515	\$377	\$354	\$316	\$464	\$393	\$343
2023 Kia SPORTAGE 2WD 4dr Wgn SX	\$32,900	\$433	\$399	\$387	\$599	\$507	\$442
2022 Kia SORENTO AWD 4dr Wgn X-Line SXP 2.5T	\$43,469	\$584	\$543	\$531	\$791	\$670	\$584
2022 Lexus IS 350 4dr Sdn F Sport	\$46,255	\$666	\$607	\$547	\$841	\$713	\$622
2022 Lexus NX 350 4dr Wgn Premium AWD	\$48,649	\$707	\$641	\$592	\$885	\$750	\$654
2022 Lexus NX 350 4dr Wgn F Sport AWD	\$49,425	\$711	\$647	\$598	\$899	\$762	\$664
2022 Lexus RX 350 AWD 4dr Wgn F Sport Handling	\$58,965	\$909	\$832	\$729	\$1,073	\$909	\$792
2022 Lexus RX 450H AWD 4dr Wgn	\$57,770	\$882	\$810	\$711	\$1,051	\$891	\$776
2022 Lincoln NAUTILUS 2WD 4dr Wgn	\$46,154	\$726	\$645	\$602	\$840	\$712	\$620
2022 Lincoln AVIATOR AWD 4dr Wgn	\$56,180	\$875	\$807	\$754	\$1,022	\$866	\$755
2022 Mazda MAZDA3 2WD 5dr HB 2.5L Carbon Edition AT	\$27,383	\$416	\$377	\$344	\$498	\$422	\$368
2022 Mazda CX-9 AWD 4dr Wgn Grand Touring	\$46,405	\$700	\$650	\$602	\$844	\$715	\$624



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		36	48	60	60	72	84
2022 Mercedes Benz C-CLASS 4dr Sdn C300 4MATIC	\$48,295	\$785	\$713	\$673	\$879	\$745	\$649
2022 Mercedes Benz GLA 4dr Wgn GLA45 AMG 4MATIC	\$59,310	\$990	\$844	\$749	\$1,079	\$914	\$797
2022 Mercedes Benz SPRINTER CARGO VAN 3dr Van 2500 I4 170wb EXT Diesel	\$55,631	\$937	\$790	\$689	\$1,012	\$858	\$748
2022 Mitsubishi OUTLANDER AWD 4dr Wgn SEL	\$37,103	\$583	\$517	\$492	\$675	\$572	\$499
2022 Nissan SENTRA 4dr Sdn SV	\$22,445	\$338	\$312	\$299	\$408	\$346	\$302
2022 Nissan ROGUE SPORT AWD 4dr Wgn SV	\$30,499	\$474	\$441	\$402	\$555	\$470	\$410
2022 Nissan PATHFINDER 4WD 4dr Wgn SL	\$45,878	\$702	\$636	\$579	\$835	\$707	\$617
2022 Nissan MURANO 2WD 4dr Wgn SV	\$38,990	\$649	\$575	\$527	\$709	\$601	\$524
2022 Nissan ARMADA 2WD 4dr Wgn SL	\$58,655	\$895	\$801	\$744	\$1,067	\$904	\$788
2022 Ram Trucks PROMASTER 3dr Van 2500 136wb High Roof	\$40,595	\$600	\$510	\$431	\$738	\$626	\$546
2022 Ram Trucks RAM 1500 2WD Crew Cab Lone Star/Big Horn	\$44,083	\$583	\$502	\$464	\$802	\$680	\$592
2022 Ram Trucks RAM 1500 2WD Crew Cab Laramie 3.0L V6 T-Dsl	\$58,402	\$808	\$699	\$642	\$1,062	\$900	\$785
2022 Ram Trucks RAM 1500 4WD Crew Cab Lone Star/Bighorn	\$49,188	\$656	\$568	\$525	\$895	\$758	\$661
2022 Ram Trucks RAM 1500 4WD Crew Cab Laramie 3.0L V6 T-Dsl	\$61,050	\$810	\$711	\$659	\$1,111	\$941	\$821
2022 Ram Trucks RAM 2500 4WD Crew Cab Laramie 6.7L T-Dsl	\$71,965	\$955	\$872	\$789	\$1,309	\$1,110	\$967
2022 Ram Trucks RAM 3500 4WD Reg Cab Tradesman 6.7L T-Dsl	\$61,055	\$783	\$721	\$651	\$1,111	\$941	\$821
2022 Ram Trucks RAM 3500 4WD Crew Cab Tradesman	\$54,960	\$575	\$566	\$529	\$1,000	\$847	\$739
2022 Subaru WRX 4dr Sdn AT	\$32,221	\$426	\$388	\$353	\$586	\$497	\$433
2022 Subaru FORESTER 4dr Wgn 2.5i Sport	\$32,108	\$411	\$402	\$378	\$584	\$495	\$432
2022 Subaru ASCENT 4dr Wgn Premium	\$37,807	\$511	\$490	\$469	\$688	\$583	\$508
2022 Toyota RAV4 PRIME 4dr Wgn SE	\$41,518	\$521	\$503	\$463	\$755	\$640	\$558
2022 Toyota RAV4 2WD 4dr Wgn XLE	\$30,448	\$405	\$389	\$353	\$554	\$469	\$409
2022 Toyota TACOMA 4WD Access Cab TRD Off Road V6 AT	\$38,159	\$439	\$404	\$375	\$694	\$588	\$513
2022 Toyota TUNDRA 4WD CrewMax Platinum 3.5L	\$62,831	\$705	\$694	\$656	\$1,143	\$969	\$844
2022 Toyota TUNDRA HYBRID CrewMax Limited AWD	\$58,603	\$610	\$615	\$588	\$1,066	\$904	\$788
2022 Toyota HIGHLANDER HYBRID 4dr Wgn Platinum AWD	\$52,493	\$709	\$635	\$598	\$955	\$809	\$705
2022 Toyota 4RUNNER 4WD 4dr Wgn Trail Special Edition V6	\$44,371	\$562	\$513	\$471	\$807	\$684	\$596
2022 Toyota 4RUNNER 4WD 4dr Wgn TRD Sport V6	\$43,779	\$530	\$488	\$450	\$796	\$675	\$588
2022 Toyota 4RUNNER 4WD 4dr Wgn TRD Off Road V6	\$42,658	\$499	\$467	\$435	\$776	\$658	\$573
2022 Volkswagen TIGUAN 4dr Wgn S 4Motion	\$29,301	\$380	\$371	\$350	\$533	\$452	\$394
2022 Volkswagen TIGUAN 4dr Wgn SE	\$31,243	\$436	\$414	\$384	\$568	\$482	\$420
2022 Volkswagen ATLAS CROSS SPORT 4MOTION 4dr Wgn 3.6L SE w/ Tech	\$43,514	\$655	\$603	\$568	\$792	\$671	\$585
2022 Volkswagen ATLAS 4dr Wgn 2.0T SE	\$34,692	\$500	\$471	\$452	\$631	\$535	\$466
2022 Volkswagen ATLAS 4MOTION 4dr Wgn 3.6L SE w/Tech	\$44,653	\$668	\$612	\$578	\$812	\$688	\$600
2022 Volvo S60 4dr Sdn T8 Inscription Ext Range	\$56,190	\$946	\$835	\$757	\$1,022	\$866	\$755
2022 Volvo S90 4dr Sdn B6 Inscription	\$60,665	\$1,042	\$874	\$778	\$1,104	\$935	\$815
2022 Volvo XC90 AWD 4dr Wgn T6 Inscription 6P	\$69,452	\$1,139	\$982	\$900	\$1,263	\$1,071	\$933