

HOW DO YOU COMPARE?

Loss Metrics - June 30, 2021 (Mid-Year)

	6/30/2021 BHPH Benchmarks	2020 BHPH Benchmarks	Increase (Decrease)
<u>Loss Metrics</u>			
Average gross dollar loss (before recoveries)	\$ 8,874	\$ 8,628	\$ 246
Average net dollar loss (after recoveries)	\$ 6,265	\$ 6,228	\$ 37
Average default rate (% of loans written off)	36.98%	36.77%	0.21%
Average gross dollar loss/liquidation rate (% of principal)	38.56%	39.84%	(1.28%)
Average net dollar loss/liquidation rate (% of principal)	27.22%	28.76%	(1.54%)
Average recovery (% of deficiency recovered)	29.40%	27.82%	1.58%
Highest cumulative default month after origination	21st Month	22nd Month	1 Month
Highest frequency of default (month after origination)	6th Month	5th Month	1 Month
Worst periodic loss month after origination	February	February	-
Average Recovery Dollars Per Charge Off	\$2,609	\$2,400	\$209
<u>Business Model Information</u>			
Average Vehicle Cost (ACV)	\$7,960	\$7,562	\$398
Average Cash Down Payment (Excluding Trades)	\$1,047	\$1,012	\$35
Average Cash in Deal	\$6,913	\$6,550	\$363
Average Weekly Payment Equivalent Amount	\$94	\$91	\$3
Average Amount Financed (Excluding Add-Ons)	\$11,831	\$11,761	\$70
Average Original Term in Months	44 Months	43 Months	1 Month

Note: The above referenced information was compiled from the Subprime Analytics database which contains more than 2.6 million installment loan contracts aggregating over \$26 billion.

Visit www.subanalytics.com for prior year end reports which can be downloaded free of charge!

Call Ken Shilson at [281-723-9508](tel:281-723-9508) for a free consultation!



Learn From Your Losses, Don't Repeat Them!