

Vehicle refinancing is a growth opportunity for lenders post-COVID

Originations are “in the money”, but can you handle the extra volume of refs?



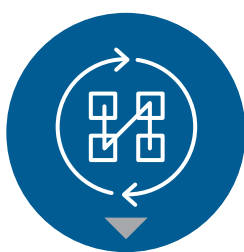
When it comes to vehicle refinance, you're looking to:



Manage your exposure to compliance and regulatory risk



Deliver a superior customer experience, defined by fast and pain-free processing



Streamline workflows and automate manual tasks

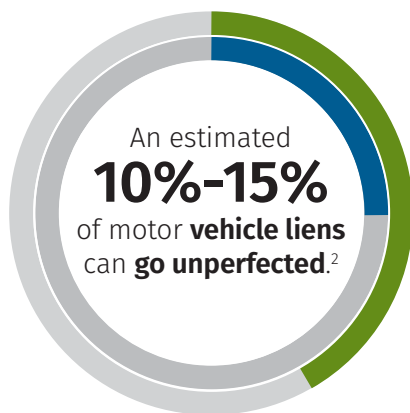


Find alternative growth avenues in response to changing market conditions

Two-thirds of auto originations are "in the money" in 2022

235,000 borrowers are in the market for refinancing¹

BUT delinquency rates are expected to bounce back to pre-pandemic levels



13% of consumers believe the refi process is too difficult

19% believe they do not have enough savings to do it⁴

Delinquency rates are expected to start normalizing in the next 18 to 20 months as high vehicle values and record-low subprime volumes in the third quarter begin to affect the overall market.⁵

There are a host of competitive pressures at play, too.



Increasing volume of titles—and more urgency to process them efficiently and accurately



The emergence of non-bank competitors such as credit unions and FinTechs, as well as start-ups that facilitate motor vehicle refinancing online



More pressure to deliver a superior digital experience—which increases the need to optimize workflows

The limits of processing titles in-house

As volumes of auto loan refinancing titles increase and you consider expanding into more jurisdictions, you might focus on getting up to speed on various state-specific requirements. But take a wait-and-see, reactive approach, and you may fall short when you're facing challenges you need to get out in front of—and that could mean you...



Invest in costly headcount increases that don't actually minimize your risk, meet your needs as you grow, or allow you to use your resources most effectively



Jeopardize customer experience if you can't process titles quickly and accurately with current headcount



Circumvent due diligence and fail to protect your vehicle assets

Lien Solutions provides accurate and efficient lien perfection for refinance transactions nationwide.

Our titling solution is specifically designed to optimize lender workflows and streamline processes. When you work with Lien Solutions, you'll:



Perfect liens on time



Understand nationwide requirements



Focus on growing your business

To learn what it takes to get there, [visit our website](#)

¹ According to Transunion
² Wolters Kluwer
³ <https://cars.usnews.com/cars-trucks/refinance-car-loan> US NEWS 1/31/22
⁴ American Financial Services Association
⁵ Auto Finance News 12/10/21