

CALGARY CAR KING

ULTIMATE BUYERS GUIDE

2025 EDITION

UP TO DATE FACTS & FIGURES FOR TODAY'S MARKET

Welcome to the CCK Ultimate Buyers Guide.

Our guide is designed to give you up-to-date information about your upcoming car buying experience and to provide you with a reliable source of knowledge about things such as the current auto market, finance rates, credit solutions, & shopping tips. As well, we hope to keep you informed and educated about the buying process and best practices so you can make an informed decision when it comes to your next purchase. So, before you start, take some time, and get caught up on everything we offer and all the information we must give.



WHY CALGARY CAR KING?

Darian King, the Calgary Car King has been proudly serving the community with premium vehicles since 2014. Good credit or bad credit, he is able to find a solution and has helped thousands of Albertans rebuild their credit and financial future while securing them a great loan for a vehicle in the process. We offer vehicles in all ranges, from economical, sport, luxury, all the way to high-end supercars.

We have a state-of-the-art facility offering new and used vehicles and a service department equipped to handle all makes and models along with a team of highly skilled Red Seal Journeymen with generations of knowledge, ready to work on whatever needs to be done.

THE CALGARY CAR KING DIFFERENCE

✓ It Starts with Great Vehicles

We choose only the best vehicles for our inventory. Every vehicle includes a free CarFax history report, so you know exactly what you're buying.

✓ Comprehensive Reconditioning

While most dealers only recondition to the basic AMVIC requirements, Calgary Car King vehicles undergo a thorough 85-point recondition – making them as close to new condition as possible.

✓ Complimentary Delivery Drop-off

Take advantage of our complimentary drop-off services available throughout the Province.

✓ Like-New Cosmetics

Your vehicle shouldn't just drive new, it should look new as well. So, before you take delivery of your new-to-you vehicle, we correct scratches and other minor imperfections.

✓ Like-New Detailing

Finally, before you take delivery, your vehicle is professionally detailed from top to bottom to look like new.

WHAT BANKS & LENDERS DO WE WORK WITH?



FINANCIAL



Scotiabank
DEALER ADVANTAGE



NORTHLAKE



LEND CARE

THINK **MONEY** FINANCE



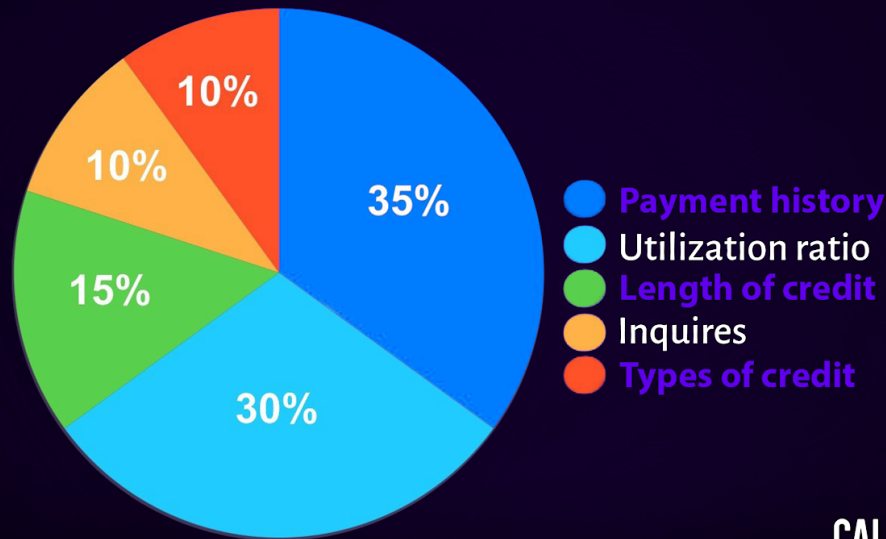
ICEBERG
FINANCE

WHY YOUR CREDIT SCORE MATTERS

Your credit score is a number that represents the amount of risk a lender takes when they lend you money. The higher your score, the lower the risk for the lender. Therefore, the higher your score, the better the chance you'll get approved at a lower rate, and that in turn means a lower payment.

Pro Tip: It's possible to have a high credit score and still get declined for credit or approved but at a very high rate. Why? Because your score is only one of many factors lenders look at. Your total income, current debt payments, and how much total debt you already have may also impact your approval.

WHAT MAKES UP YOUR CREDIT SCORE?



CALGARY CAR KING

35% Payment history

This makes up about 35% of your score, so pay your bills on time. Missing a \$4 payment on a credit card for example could be as bad as missing a \$400 payment, so don't skip the minimum payment. This also includes collections.

Collections **greatly** impact your creditworthiness.

30% Utilization ratio

This is your level of indebtedness. This is how much of your total available credit you're using.

Try to keep your balance below 30% of your credit limit, and don't ever go over 70%, even if you pay it off every month.

15% Length of credit

The longer you have an account open, the better. Think of it as a good track record.

It shows you're capable of managing credit as a responsible adult should.

10% Types of credit

It's good to have a mix of different types of credit (revolving credit like credit cards and lines of credit are riskier than personal loans so it's better to have fewer of those in your mix) to show that you can handle your payments.

10% Inquiries

These happen every time you agree to a "hard credit check". Hard checks usually happen even when opening a chequing account with a bank or a new phone plan. Hard checks are when you are seeking credit from a lender. Soft checks happen when a creditor internally checks your credit performance without you seeking it.

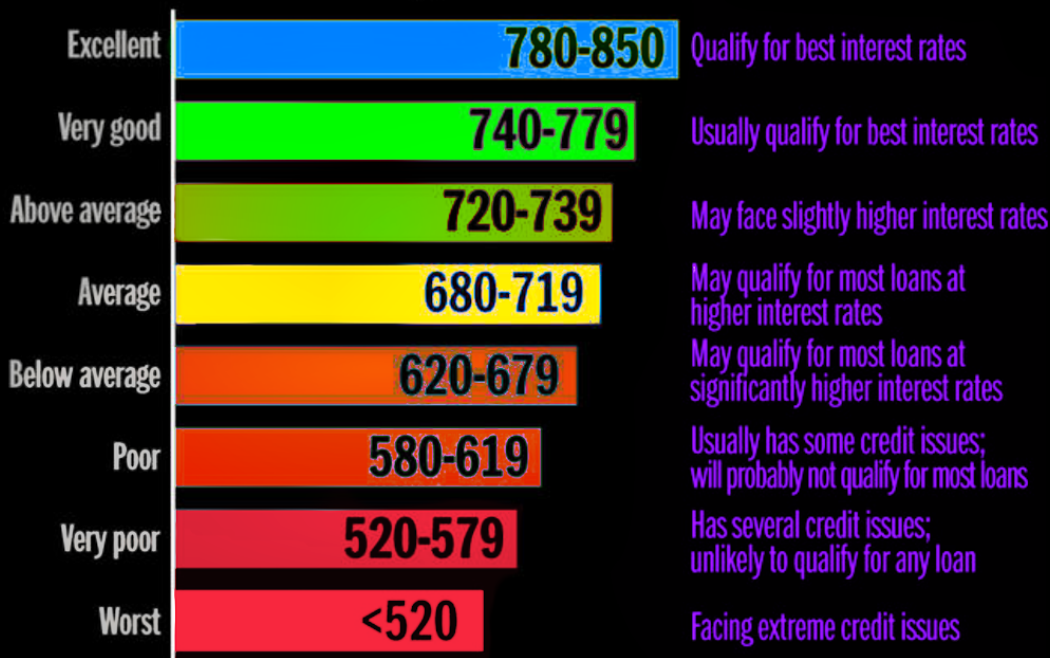
WHAT IS A GOOD CREDIT SCORE?

There are 2 main credit bureaus in Canada: Equifax and TransUnion. Each month your credit gets reported to the bureau and your credit score adjusts accordingly. Each bureau has its own algorithm for scoring. Don't be surprised if you see 2 different scores from each bureau.

Payments made as agreed and on time positively impact your score, and missed or late payments, collections, judgments or write off negatively impact your score.
The higher your score, the better.
So, what does your score mean?



Credit score range



Expect the lowest possible

You will be eligible for most

Only secured loans are given

AMOUNT FINANCED	RATE (%)	TERM (MONTHS)	PAYMENT (MONTHLY)
\$10,000.00	8.99%	84	\$160.84
\$20,000.00	8.99%	84	\$321.68
\$30,000.00	8.99%	84	\$482.52
\$40,000.00	8.99%	84	\$643.36
\$50,000.00	8.99%	84	\$804.20
\$60,000.00	8.99%	84	\$965.04
\$70,000.00	8.99%	84	\$1125.88
\$80,000.00	8.99%	84	\$1286.72
\$90,000.00	8.99%	84	\$1447.56
\$100,000.00	8.99%	84	\$1608.40
AMOUNT FINANCED	RATE (%)	TERM (MONTHS)	PAYMENT (MONTHLY)
\$10,000.00	13.99%	84	\$187.34
\$20,000.00	13.99%	84	\$374.69
\$30,000.00	13.99%	84	\$562.03
\$40,000.00	13.99%	84	\$749.38
\$50,000.00	13.99%	84	\$936.72
\$60,000.00	13.99%	84	\$1124.07

WHAT PAYMENTS COULD I EXPECT?

LOW RISK - PRIME

Payments are going to depend on many factors including year, KM's, term, interest rate, money down, trade-in difference, and more. Here are some charts to give you an estimate of what to expect at each price and payment range.

LIMITED RISK - SUBPRIME

The strongest subprime loans do not typically allow for more than \$800 - \$1500 per month in monthly payments. This "payment call" is determined based on income level, debt ratio, along with repayment history. The higher the interest, the less you're loaned to finance to fit the maximum payment call set by the bank.

HIGH-RISK - SUBPRIME

AMOUNT FINANCED	RATE (%)	TERM (MONTHS)	PAYMENT (MONTHLY)
\$10,000.00	20.99%	84	\$228.06
\$20,000.00	20.99%	84	\$456.12
\$30,000.00	20.99%	84	\$684.18
\$40,000.00	20.99%	84	\$912.25

EXTREME RISK - SUBPRIME

AMOUNT FINANCED	RATE (%)	TERM (MONTHS)	PAYMENT (MONTHLY)
\$10,000.00	29.99%	84	\$285.86
\$20,000.00	29.99%	84	\$571.73
\$30,000.00	29.99%	84	\$857.59

LOW RISK - PRIME**PAYMENT CALCULATOR (BASED ON 8.99%)**

	\$10,000	\$20,000	\$30,000	\$40,000	\$50,000	\$60,000	\$70,000	\$80,000	\$90,000	\$100,000
84	\$160.84	\$321.68	\$482.52	\$643.36	\$804.20	\$965.04	\$1,125.88	\$1,286.72	\$1,447.56	\$1,608.40
78	\$169.76	\$339.51	\$509.27	\$679.03	\$848.79	\$1,018.54	\$1,188.30	\$1,358.06	\$1,527.82	\$1,697.57
72	\$180.21	\$360.41	\$540.62	\$720.82	\$901.03	\$1,081.23	\$1,261.44	\$1,441.65	\$1,621.85	\$1,802.06
66	\$192.60	\$385.21	\$577.81	\$770.41	\$963.02	\$1,155.62	\$1,348.22	\$1,540.83	\$1,733.43	\$1,926.03
60	\$207.54	\$415.07	\$622.61	\$830.14	\$1,037.68	\$1,245.21	\$1,452.75	\$1,660.28	\$1,867.82	\$2,075.35
54	\$225.85	\$451.69	\$677.54	\$903.38	\$1,129.23	\$1,355.07	\$1,580.92	\$1,806.77	\$2,032.61	\$2,258.46
48	\$248.00	\$497.61	\$746.41	\$995.21	\$1,244.01	\$1,492.82	\$1,741.62	\$1,990.42	\$2,239.23	\$2,488.03

LIMITED RISK – SUBPRIME**PAYMENT CALCULATOR (BASED ON 15.99%)**

	\$10,000	\$20,000	\$30,000	\$40,000	\$50,000	\$60,000
84	\$198.56	\$397.13	\$595.69	\$794.25	\$992.82	\$1,191.38
78	\$206.95	\$413.93	\$620.85	\$827.79	\$1,034.74	\$1,241.69
72	\$216.86	\$433.73	\$650.59	\$867.45	\$1,084.32	\$1,301.18
66	\$228.73	\$457.45	\$686.18	\$914.91	\$1,143.64	\$1,372.36
60	\$243.13	\$486.25	\$729.38	\$972.51	\$1,215.64	\$1,458.76
54	\$260.91	\$521.82	\$782.74	\$1,043.65	\$1,304.56	\$1,565.47
48	\$283.35	\$566.70	\$850.05	\$1,133.41	\$1,416.76	\$1,700.11

HIGH-RISK – SUBPRIME**PAYMENT CALCULATOR (BASED ON 21.99%)**

	\$10,000	\$20,000	\$30,000	\$40,000	\$50,000	\$60,000
84	\$234.20	\$468.40	\$702.59	\$936.79	\$1,170.99	\$1,405.19
78	\$241.94	\$483.88	\$725.82	\$967.76	\$1,209.70	\$1,451.64
72	\$251.20	\$502.40	\$753.61	\$1,004.81	\$1,256.01	\$1,507.21
66	\$262.40	\$524.81	\$787.21	\$1,049.61	\$1,312.01	\$1,574.42
60	\$276.13	\$552.26	\$828.40	\$1,104.53	\$1,380.66	\$1,656.79
54	\$293.24	\$586.48	\$879.72	\$1,172.97	\$1,466.21	\$1,759.45
48	\$315.01	\$630.01	\$945.02	\$1,260.03	\$1,575.03	\$1,890.04

EXTREME RISK – SUBPRIME**PAYMENT CALCULATOR (BASED ON 29.99%)**

	\$10,000	\$20,000	\$30,000	\$40,000	\$50,000
84	\$285.86	\$571.73	\$857.59	\$1,143.45	\$1,429.31
78	\$292.58	\$585.16	\$877.74	\$1,170.32	\$1,462.90
72	\$300.78	\$601.55	\$902.33	\$1,203.11	\$1,503.89
66	\$310.88	\$621.75	\$932.63	\$1,243.51	\$1,554.38
60	\$323.47	\$646.95	\$970.42	\$1,293.89	\$1,617.36
54	\$339.42	\$678.84	\$1,018.26	\$1,357.68	\$1,697.10
48	\$360.00	\$720.00	\$1,080.01	\$1,440.01	\$1,800.01

RATES, PAYMENTS & INTEREST

BASED ON \$20,000 OVER 60-MONTH TERM FINANCING

CREDIT SCORE	INTEREST RATE	MONTHLY PAYMENT	COST OF BORROWING	TOTAL COST
781-850	6.99%	\$395.93	\$3,755.80	\$23,755.80
720-780	8.99%	\$415.07	\$4,904.20	\$24,904.20
680-719	11.99%	\$444.79	\$6,687.27	\$26,687.27
620-679	16.99%	\$496.94	\$9,816.64	\$22,9816.64
580-619	20.99%	\$540.95	\$12,457.28	\$32,457.28
521-579	24.99%	\$586.91	\$15,214.60	\$35,214.60
<520	29.99%	\$646.95	\$18,817.00	\$38,817.00

WHAT FACTORS AFFECT MY TERM, RATE, AND PAYMENTS?

Year, KM's, and term affect rates and payments.

The longer the loan, the lesser the payment and vice-versa.

Short term, **high equity**. Long term, **low payment**.

LOW RISK - PRIME

YEAR	X CLEAN	TERM	CLEAN	TERM	AVERAGE	TERM	ROUGH	TERM
2025	0-35,000	96	35,001-60,000	96	60,001-90,000	84	90,001-105,000	66
2024	0-60,000	96	60,001-90,000	96	90,001-130,000	84	130,001-185,000	60
2023	0-70,000	96	70,001-105,000	96	105,001-150,000	84	150,001-185,000	48
2022	0-80,000	84	80,001-105,000	84	105,001-150,000	78	150,001-185,000	48
2021	0-90,000	84	90,001-130,000	72	130,001-170,000	72	170,001-185,000	48
2020	0-90,000	72	90,001-130,000	72	130,001-170,000	66	170,001-185,000	48
2019	0-105,000	72	105,001-140,000	72	140,001-170,000	60	170,001-185,000	48
2018	XXXXX	XX	0-145,000	60	145,001-165,000	54	165,001-185,000	42
2017	XXXXX	XX	0-145,000	48	145,001-165,000	36	165,001-185,000	36
2016	XXXXX	XX	0-145,000	36	145,001-165,000	24	165,001-185,000	24
2015	XXXXX	XX	0-145,000	24	145,001-165,000	12	165,001-185,000	12

SUBPRIME

YEAR	X CLEAN	TERM	CLEAN	TERM	AVERAGE	TERM	ROUGH	TERM
2025	0-35,000	84	35,001-60,000	84	60,001-90,000	84	90,001-105,000	66
2024	0-60,000	84	60,001-90,000	84	90,001-130,000	84	130,001-185,000	60
2023	0-70,000	84	70,001-105,000	84	105,001-150,000	78	150,001-185,000	48
2022	0-80,000	84	80,001-105,000	78	105,001-150,000	72	150,001-185,000	48
2021	0-90,000	78	90,001-130,000	78	130,001-170,000	72	170,001-185,000	48
2020	0-90,000	72	90,001-130,000	72	130,001-170,000	66	170,001-185,000	48
2019	0-105,000	72	105,001-140,000	72	140,001-170,000	60	170,001-185,000	48
2018	0-105,000	54	105,001-145,000	60	145,001-165,000	54	165,001-185,000	42
2017	XXXXX	48	0-145,000	42	145,001-165,000	36	165,001-185,000	24
2016	XXXXX	36	0-145,000	24	145,001-165,000	24	165,001-185,000	24
2015	XXXXX	24	0-145,000	12	145,001-165,000	12	165,001-185,000	12

HOW DO LENDERS DETERMINE MY INTEREST RATE?

While your credit profile is a major factor in determining your interest rate, there are also other considerations that banks in Canada use when determining specific auto loans.

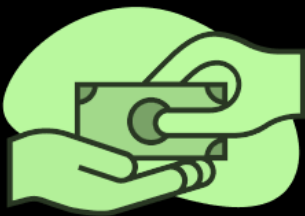
Your monthly income, term of the loan and the specific vehicle all come into play.



Credit Score

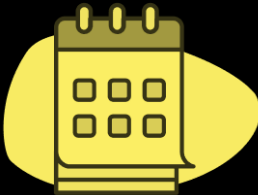
According to Capital One, over half (57%) of Canadians have never attempted to obtain their Credit Score! What's more, Canadians are horrible at guessing where they stand with their credit; it's often better than they expected. Be informed!

<u>Credit Range</u>	<u>Interest Rate Range</u>
EXCELLENT	6.99% - 9.98%
GOOD	9.99% - 14.98%
FAIR	14.99% - 20.98%
REBUILDING	20.99% - 29.99%



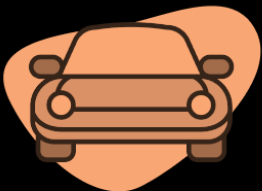
Income

All Banks consider your monthly income because it determines what you can afford and your likelihood of making your payments on time. A typical rule lenders use is to never approve car payments in excess of 18% of your total monthly income. So, if you make \$5000 Gross Monthly Income, if you attempted to apply for an auto loan and the payment was \$1.00 higher than \$900.00 per month, there is a good chance the bank's approval system would auto-decline the application.



Loan Term

Typically, the longer the term, the lower the payment. Shorter terms can offer higher payments, but you will pay less in overall interest as it's amortized over less time. We recommend trying to keep your term around 60 Months (5 Years) if possible.



The Vehicle

A vehicle's value impacts both the loan amount as well as the risk associated with the loan. The vehicle's VIN will be required to determine the exact program for that vehicle. Use tools like Blackbook to be aware of the value of your trade-in or the vehicle you're looking to purchase.

LONG-TERM EFFECTS OF YOUR CREDIT SCORE

THE TRUE COSTS / BENEFITS OF KEEPING UP YOUR CREDIT



CALGARY CARLING

WHAT'S MORE IMPORTANT? PAYMENT OR PRICE?

Looking at an older vehicle? Expecting it to be less of a payment due to its lower price? That may not be the case.

When financing, typically banks have a limit to how old of a vehicle they are willing to finance, how long they'll be willing to finance it for, and of course, what rate they are willing to give for that year of vehicle.

It's safe to assume that a newer vehicle may have factory warranty, that it comes with newer safety technology, and may have stronger more fuel-efficient engines that are made with more reliable parts. That all comes with a price.

The newer vehicle is going to cost more upfront, that's a given. As for financing, however, that doesn't always mean that the payments are going to be more.

The banks typically give better incentives and rates for purchasing a newer vehicle. That means that cars, trucks, and SUVs that are within 5 years of their manufacturer date are going to typically get the best financing options available. Lower rates, longer terms, and may mean an equal to or even lesser payment than an older version of the same vehicle.



OLDER VEHICLE (2020 & OLDER)

- SHORTER TERM (12-48 MONTHS)
- HIGHER MONTHLY PAYMENTS
- HIGHER INTEREST RATES
- LOWER TOTAL UPFRONT COST
- NO FACTORY WARRANTY
- MORE WEAR & TEAR
- LESS MODERN TECHNOLOGY & FEATURES
- FEWER SAFETY FEATURES

2017 JEEP COMPASS 4WD – 120,000KM

- PRICE: \$16,980
- \$439/M PAYMENTS
- 48 MONTH FINANCING
- BEST RATE FOR YEAR: 10.99%
- NO WARRANTY
- COSTS MORE ON FUEL
- OUT-OF-DATE TECHNOLOGY / FEATURES
- NOT AS DEPENDABLE & OUT-OF-DATE SAFETY

NEWER VEHICLE (2021+)

- LONGER TERM (60-96 MONTHS)
- LOWER MONTHLY PAYMENTS
- LOWER INTEREST RATES
- HIGHER TOTAL COST
- FULL FACTORY WARRANTY
- LESS WEAR & TEAR
- MODERN TECHNOLOGY & FEATURES
- TOP SAFETY FEATURES

2022 JEEP COMPASS 4WD – 40,000KM

- PRICE: \$32,980
- \$449/M PAYMENTS
- 96 MONTH FINANCING
- BEST RATE FOR YEAR: 6.99%
- FULL FACTORY WARRANTY
- MORE FUEL EFFICIENT
- MODERN TECHNOLOGY / FEATURES
- HIGHER RELIABILITY & MODERN SAFETY

6 REASONS YOU DON'T USE YOUR LINE OF CREDIT TO PURCHASE A VEHICLE

A line of credit can be a convenient way of borrowing money. They can easily be applied for through your banking institution, and often are granted to anyone.

What the banks don't tell you is that with great cost, comes great responsibility. Lines of credit have their disadvantages, so it's best to understand the fine print before deciding to spend that cash on something like a vehicle purchase.

1. Floating interest rate that fluctuates with Prime.

This can result in variable payments. Everyone wants to know their interest and terms, right?

If you want a steady and secure vehicle payment, it's better to use dealership financing.

2. The bank has the right to withdraw money from your account to pay for your line of credit.

When you finance your vehicle with Calgary Car King, payment withdrawal dates are pre-determined. You can feel comfortable and ensure payment stability that keeps your bank account at ease by making your payment on time.

3. Secured Lines of Credit are typically secured by your home.

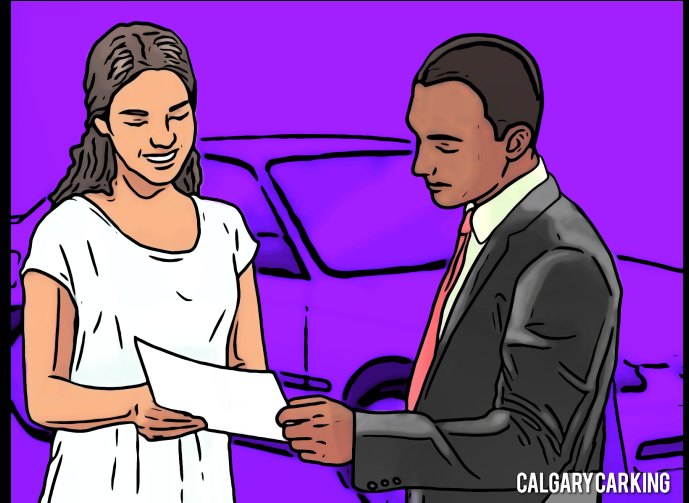
Since the money is typically secured by your home, any default of payment for any reason allows the bank to take it if they choose.

4. A line of credit is a re-branded second mortgage.

Since many lines of credit are usually secured by your home, that means you owe more to the bank than just your mortgage. If you purchase a vehicle using a line of credit, and unable to make a payment for any reason you will be eligible to lose more than just your vehicle.

Lines of credit can be a great tool to use for emergencies if your bank account isn't quite the same amount of the money you may need.

Lines of credit could be useful for unexpected expenses, like a costly house repair, or large renovation but lines of credit often aren't the best solution for car purchases. Here are our top 6 reasons why you **shouldn't** use your line of credit to purchase a vehicle.



5. Any perceived increase in risk to the security and the bank can demand full payment.

Your bank has the right to demand payment in full at their discretion at any time, with or without cause. If you do not have the cash to pay off your line of credit they can and will use their "Right to Offset".

6. Terms and Conditions of a Line of Credit are not designed for Automotive purchases due to the depreciation factor.

Why overpay for your vehicle purchase? Automotive specific financing is available right at Calgary Car King, and better reflects the value of your purchase.

Just remember, there are many options when it comes to financing your vehicle at Calgary Car King. We offer competitive interest rates that will often be better than your personal line of credit, and we'll even work with your banking institution

WHAT ABOUT REFINANCING?



Refinancing is the process of lowering your interest rate in a new loan while paying off your old loan. It has many benefits to save you money in the long term. It can also be used in special cases where you need to simply lower your auto loan payments, or to add cashback in the new loan to use for your personal needs.

Refinancing an auto loan involves taking out a new loan to pay off the remainder of your existing car loan principal. Your replacement loan will come with new terms and a new interest rate. Refinancing may save you thousands of dollars in interest and even lessen your payment.

Customers who begin financing at much higher rates can see amazing savings with refinancing to a lower rate in as little as 8-12 months.



Original Auto Loan: Year 1

Loan amount	\$25,000
Loan term	60 months
Interest rate	7%
Estimated monthly payment	\$495
Total financing cost	\$29,702



Refinanced Auto Loan: Years 2–5

Loan balance	\$21,000
Loan term	48 months
Interest rate	5%
Estimated monthly payment	\$484
Total financing cost	\$23,214

**Total cost to finance after refinance loan is paid off: \$27,214.
(\$2,488 less than total financing cost of the original loan.)**

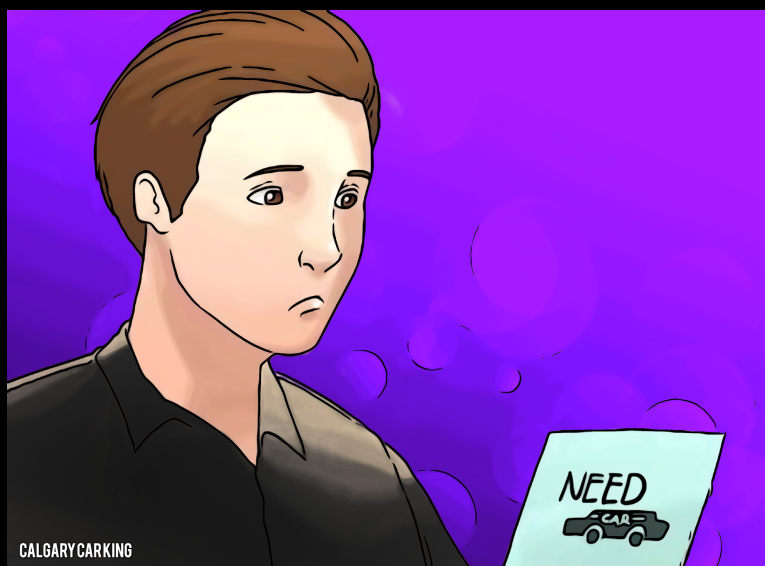
DO I NEED A CO-SIGNER?

What is a co-signer?

A co-signer is a person – such as a parent, close family member or friend – who trusts you enough that they guarantee to pay back the loan if you do not. This can be a benefit both to you and your bank. It's like having someone vouch for you.

Why would someone need a co-signer for a car?

If you are told that you need a co-signer for a loan, it means that the lender will not offer you the loan based solely on your own income and credit record.



Having a co-signer on your loan can be a benefit to both you and your lender. Co-signing gives your lender additional assurance that the loan will be repaid.

BENEFITS OF HAVING A CO-SIGNER

- * **LOWER INTEREST RATES**
- * **LOWER PAYMENTS**
- * **LONGER-TERM OPTIONS**
- * **MORE VEHICLE OPTIONS**
- * **SPECIAL BANK INCENTIVES**
- * **CASH-BACK INCENTIVES**

Do you need one? Well, that's going to depend on many factors, but at the end of the day – it is your choice.

Here at Calgary Car King, we have approval options for all credit situations, so whether you decide to use the approval you earned on your own, or to take advantage of a stronger approval with a co-signer, we have an option for you.

WHY WOULD I BE A CO-SIGNER?

There are definite benefits of being a co-signer. Not only will co-signing help the applicant obtain financing, but it will also help them build credit. For someone who has less than perfect credit, applying with a co-signer who is willing to help presents an opportunity for the primary applicant to establish credit.

What are the risks?

There are risks for the co-signer. The co-signer is also obligated on the loan. If a payment is missed, the co-signer will be liable for repayment even if the co-signer never drove your vehicle. In addition, if payment is late or there is a default on the loan, both parties could be negatively affected. This means that trust needs to be between all parties when co-signing.

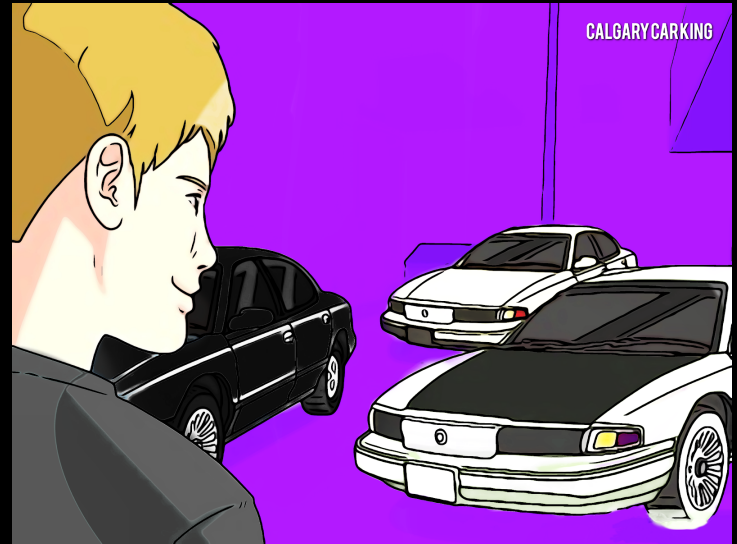


EXCLUSIVE CREDIT REBUILDING PROGRAM

At Calgary Car King, we offer an exclusive credit rebuilding program. Whether you've had a small setback or major derogatory credit history from the past, we are here to offer solutions to get you back on your feet.

Our program is designed to help customers go from being a higher risk applicant to low risk. Our goal is to provide information and a path to prime credit while solving the immediate issue and getting you approved!

We work with a multitude of banks and lenders including TD, Scotiabank, and more. We fight for the best rates regardless of your credit situation.



29.5%
EXTREME RISK
STEP 1



\$8K-\$14K

21.99%
HIGH RISK
STEP 2



\$15K - \$30K

13.99%
LIMITED RISK
STEP 3



\$30K-\$50K

8.99%
LOW RISK
PRIME



\$50K+

CALGARY CAR KING

**EXCLUSIVE
CREDIT REBUILDING PROGRAM**
See results in as little as 8-12 months

O.A.C. For qualified applicants. All rates are approximate and vehicles shown are suggested.

Driven by



Your
Warranty
Team™



Road Hazard
PLUS **UNLIMITED**



Financial Loss



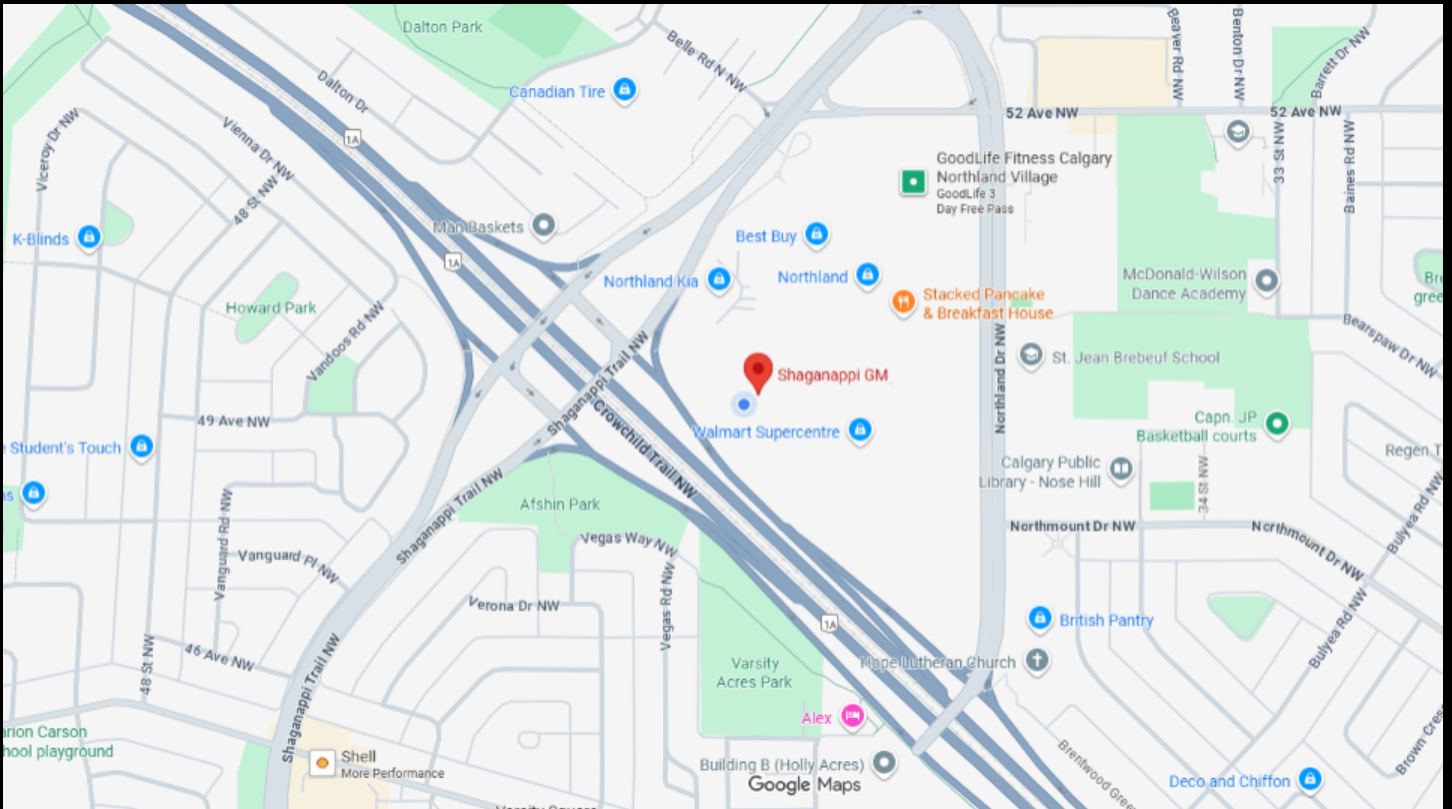
Theft



Job Loss
AUTO

Darian King 👑

Calgary Car King



Sales: 403.401.1870

• Hours

- • Monday 11:00 PM - 7:00 PM
- • Tuesday 11:00 PM - 7:00 PM
- • Wednesday 11:00 PM - 7:00 PM
- • Thursday 11:00 AM - 7:00 PM
- • Friday 11:00 AM - 6:00 PM
- • Saturday BY APPOINTMENT ONLY
- • Sunday CLOSED

