

Just like our car shopping process, our financing process is designed to be very easy and stress free.

Affordable solutions

Delux Motors offers some of the most competitive terms in the industry with solutions for a wide range of credit profiles. Delux motors offers low interest rate auto financing in the Los Angeles , Ca area.

Fast and Easy Process

Fill out our quick secure credit application for the lowest down payments in Los Angeles, Ca.

Honest business practices

We use only the most reliable and reputable finance sources in California and we always secure our customers information. Car Financing in California has never been easier.

Understanding Car Financing in Los Angeles ,Ca and How Finance decisions are made

We pride ourselves on transparency throughout our sales process. We have close to 20 banks,lenders and credit union in the Los angeles, Ca area to Finance your new vehicle. The bank's decisions are considered by these main factors:

1. Vehicle selection: cost, age, and mileage
2. Application information: employment, residence, and income information
3. Credit history: Your credit scores
4. Down payment: total of cash and trade value

To get the best car financing in Los angeles visit Delux Motors . Start by selecting a vehicle that fits your budget and provide yourself as much down payment as possible. These two factors alone may increase your likelihood of approval, could improve your offer, and will reduce your monthly payment.

Factors affecting your monthly payment

Your monthly payment is determined by three major factors listed below in order of impact:

1. Amount financed
2. Term or length of contract
3. Annual Percentage Rate (APR)

What your credit score means?

Credit scores are created by credit reporting agencies. Each credit reporting agency has their own proprietary scoring models, but they all work in a similar fashion. Credit scores are

generated from statistical models designed to help financial institutions predict the risk associated with financed purchases such as cars, homes, and credit cards.

The score is a number usually ranging from about 350 850. In general, the higher the number, the lower the risk. The scoring systems take into account several factors from your credit report, and each has a varying degree of importance. Some examples include:

- The timeliness of your payments, including late payments.
- The amount and type of debt you have.
- The number and age of your credit accounts.
- Inquiries created by applying for credit.
- Public records such as liens and judgments.

Credit reporting agencies

To get more specific information regarding your credit score, contact any of the three major credit reporting agencies. Each can provide you with a copy of your credit report including your credit score and is required to provide you with one free report annually. There may be a fee for additional requests.

Equifax:

Web: www.equifax.com

Toll-free number: (800) 685-1111

TransUnion:

Web: www.transunion.com

Toll-free number: (877) 322-8228

Experian:

Web: www.experian.com

Toll-free number: (888) 397-3742

Smart financing tips:

- 1. Choose a car at a price that fits your budget.**
Your Sales Consultant can help you determine what price range of cars will work for the monthly payment you are looking for.
- 2. Maximize your down payment.**
Increasing your down payment lowers your monthly payment and may improve your offer and chance of approval.
- 3. Be accurate.**

Provide accurate and thorough information on your application.

4. Estimate your trade.

Know how much equity you have in your current vehicle, if you're planning on trading it in, to get a better understanding of your total purchase. You can easily do so by getting your current payoff amount for your current vehicle.

What documents should I bring?

All buyers should bring a valid state-issued driver's license or matricula ,proof of current auto insurance ,proof of residence (utility bill) and proof of income(bank statement) Let us know what you don't have any of the above we will do our best to get an exemption from the bank.

What finance rate can I get?

Your finance rate depends on your past credit history, the type of car you're buying, your down payment. Delux Motors works with several local financial institutions to create programs designed specifically for our customers. These offers are very competitive and available to a broad range of customers with varying credit profiles. This allows us to get you the lowest interest rates on cars in Los Angeles, Ca.

Can I qualify for financing if this is my first vehicle purchase?

Many customers qualify for financing without a prior vehicle purchase. Make sure to bring a couple paycheck stubs, and proof of residence if this is your first vehicle. (i.e. phone bill, electric bill, etc..)

I have excellent credit, what can Delux Motors do for me?

We offer you the most highly competitive auto financing terms available in the Los Angeles area.

What does your credit score mean?

Credit scores are created by credit reporting agencies to help financial institutions predict risk. They are expressed as a score generally ranging from 350 850. In most cases, the higher your score, the greater chance you have of receiving a better financing offer.

1. Timeliness of previous and current payments
2. The length of your credit history
3. The type and amount of your debts
4. Your public records

How are auto finance decisions made?

Financial institutions typically take four major factors into account:

Vehicle selection (age, mileage, and cost) Application information (this may include, but is not limited to: income, time at current job, and time at residence) Credit history Down payment How do I find out more about financing?

To begin the financing process online, first find the vehicle you are interested in purchasing. Then request financing information by clicking the link found on the vehicle's Car Page. Or you can get started by calling Delux motors at 424-257-0489.

Why finance a vehicle at Delux Motors?

Delux Motors finance process is fast, competitive, and features offers tailored specifically to Delux Motors customers.

Like our pricing, financing at Delux Motors means no games, tricks, or loopholes, just an honest and open process designed to put you in the driver's seat of the vehicle you deserve.

Car financing terminology

Amount financed: The amount of credit provided to you.

APR: Annual Percentage Rate, or APR, is the cost of credit expressed as a percentage.

Down payment: the amount of cash or trade equity you apply to your purchase.

Equity: the difference between your trade payoff balance and its value. It may be positive or negative.

Finance charge: the total dollar amount you pay to use credit.

Retail installment contract: the finance agreement allowing for payment over time at a fixed monthly payment amount and rate.

Simple Interest: finance charge calculation based on the unpaid principal balance, number of days between payments and the APR.

Stipulation: additional documentation/action required to complete the transaction, like proof of income.

Term: the number of monthly payments provided for in the retail installment contract.

Total of payments: the amount you will have paid after you have made all payments as scheduled in the retail installment contract.

Total sales price: the total cost of your purchase on credit including finance charge, down payment and amount financed.

Apply online or by phone for fast financing decisions.

Call 424-257-0489 or visit www.deluxmotor.com and look for "Get Pre-Approved" and fill out the application and submit and call 424-257-0489 for instant information.