

A QUICK GUIDE TO COMMERCIAL TRUCK DOWN PAYMENTS

One of the most common questions truck buyers ask is: “How much money do I need to put down on a semi truck?”

While every financing situation is different, most lenders typically require a **10% - 20% down payment** on a new commercial truck. The exact amount depends on factors such as your loan terms, credit profile, business history, and truck type.

BEFORE YOU SHOP: KNOW YOUR MONTHLY BUDGET

Before choosing your truck, it's important to calculate how much your business can comfortably afford in monthly payments. Your payment is based on:

- Truck purchase price
- Down payment amount
- Interest rate
- Loan term
- Taxes and fees
- Additional costs

Understanding your budget helps you manage those payments while covering other planned or even unexpected operating expenses.

WHAT AFFECTS YOUR DOWN PAYMENT?

CREDIT PROFILE: Stronger credit often helps buyers qualify for more favorable loan terms, which can require a lower down payment. If your credit score is average or you're rebuilding credit, lenders may ask for a higher down payment to reduce risk.

NEW VS. USED TRUCKS: New trucks generally qualify for better financing terms, while used trucks may require a larger down payment (potentially 15% - 25%).

FINANCING VS. LEASING: Financing typically requires more money down, but allows you to own the vehicle at the end of the loan term. Leasing may require less upfront cash but remember, you will not own the truck at the end of that lease.

BUSINESS EXPERIENCE: Established owner-operators and fleets with a longer operating history may qualify for a lower down payment compared to first-time buyers.

TRUCK TYPE: Truck type, usage, model year, and condition can affect your financing terms since every truck presents a different level of risk to lenders.

WHY YOUR DOWN PAYMENT MATTERS

- ✓ Lowers your monthly payment
- ✓ Reduces total interest paid over time
- ✓ Improves financing approval odds
- ✓ Builds equity in your truck

QUICK FINANCING CHECKLIST

Before applying, gather:

- ☐ Valid CDL or driver's license
- ☐ Insurance information
- ☐ Business information, including EIN
- ☐ Proof of bank statements and proof of income
- ☐ Business and/or personal tax returns
- ☐ Truck quote and trade-in information (if applicable)

READY TO FINANCE YOUR NEXT TRUCK?

At Coopersburg & Liberty Kenworth, our financing specialists can help you calculate your down payment options, compare loan terms, estimate monthly payments, and find a financing solution that fits your business goals.

Contact us today or complete our online financing application to get started.



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