



More car for less money fuels popularity of leasing.

In the Wyoming Valley, leasing has become a popular alternative to financing the entire life of a car. There are several reasons for this recent increase. A few of the more popular ones are listed here.

- **Little or no Down Payment**

A typical lease doesn't require a large down payment. In fact, with a lease, the only up front money you'll need is the first month's lease payment and a refundable security deposit or reconditioning reserve (usually equal to the first month's payment).

- **Low Monthly Payments**

Remember, you're not paying for the whole life of the vehicle, just the portion of the vehicle's life you'll use. As a result, you'll be able to enjoy the low monthly payments afforded through this arrangement.

- **Tax Law Changes**

Years ago, you could deduct the interest you paid on a car loan. Not anymore. With this write-off gone, the real cost of buying is up even more... and the real value of leasing looks even better.

- **A New Car More Often**

These days, to get affordable payments, some people finance their cars for four years or more. For about the same payment, you can lease a newer car every two or three years...and get the best years of a car's life before maintenance and repair bills start to add up.

- **More Car For the Money**

Let's say you only have a fixed amount of money you can spend on your car every month. If you shop makes and models, you'll find your lease dollars will go further than purchase dollars. Again, that's because you're only paying for the best portion of your car's life. Leasing gives you the opportunity to upgrade from a "no options" car to a more fully loaded model. Or, from a smaller car to a larger one. Or, luxury.

