



Dealers Agree: Leasing is the way to go.

So, you're thinking about buying a car and don't know whether leasing is such a good idea?

If you ask several dealers, their answer might surprise you. Leasing a car is better than buying one, they say.

It makes more sense to lease, you're better off leasing something that depreciates in value. Leasing, allows a qualified customer to pay for only that portion of a car's life that **you** customer use. At the end of the lease **you** have several options.

- **You can give the car back.**
- **You can buy the car for a price established when you enter into the lease agreement.**
- **Or you can lease another new car.**

These options combined with a host of other benefits, such as little or no down payment, a lower monthly payment and the possibility of a new car every two years is what makes leasing such a popular option, according to dealers.

It's less out of pocket and less per month. For a lot of people, the flexibility of not putting down such a big down payment, getting a lower monthly car payment and getting into a new car every couple of years makes leasing better than buying.

Each year cars are getting more expensive, and the worst thing about it is that they're depreciating faster than they ever have. People are getting in tune with that now and realizing that with a conventional buy, where people would just finance the car through the bank, by the time they have it paid off and they own it, it's usually not worth 15 percent of what they paid for it.