

# LEASING VS BUYING

## WHAT IS THE BEST CAR OPTION FOR YOU

LEASING

VS

BUYING

### OWNERSHIP

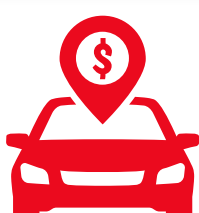
BANK OWNS VEHICLE DURING THE LEASE TERM



BANK OWNS VEHICLE UNTIL COMPLETELY PAID OFF

### TAXES

PAY TAXES ON MONTHLY PAYMENT ONLY



PAY TAXES ON ENTIRE PURCHASE PRICE

### MONTHLY PAYMENTS

LOWER BECAUSE ONLY PAYING FOR DEPRECIATION DURING TERM



HIGHER BECAUSE PAYING FOR THE ENTIRE PURCHASE PRICE

### REPAIRS/MAINTENANCE

MAY BE COVERED UNDER THE LEASE



YOUR RESPONSIBILITY

### PAYMENT TERM

TYPICALLY 3 YEARS



TYPICALLY 4-6 YEARS

### MILEAGE

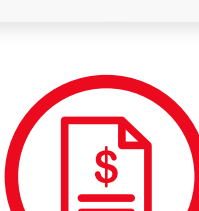
TYPICALLY 12,000/ YEAR WITH MILEAGE PENALTY IF OVER AT TERM END



UNLIMITED

### EQUITY

TAKE ADVANTAGE OF ANY POSITIVE EQUITY AT TERM END OR TURN IN WITHOUT PENALTY IF NEGATIVE EQUITY



BUILDS AS VEHICLE IS PAID DOWN

### DAMAGE/EXCESSIVE WEAR & TEAR

PENALTIES IF NOT REPAIRED PRIOR TO TERM END



AFFECTS VEHICLE VALUE BUT NOT REQUIRED TO REPAIR

### WARRANTY COVERAGE

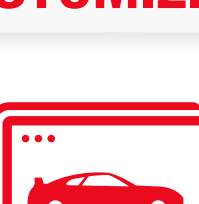
COVERED DURING MOST LEASE TERMS



COVERED INITIALLY, THEN OWNER'S RESPONSIBILITY UPON EXPIRATION

### CUSTOMIZING

YOU MAY NOT CUSTOMIZE THE CAR



FREE TO CUSTOMIZE

### EARLY TERMINATION

YOU TYPICALLY PAY A PENALTY



YOU CAN SELL OR TRADE AT ANY TIME

