

Ciocca Dealerships Express Lease Comparison Example

Conventional Financing		Ciocca Express Lease
<u>\$40,000</u>	Vehicle Price	<u>\$40,000</u>
<u>\$4,000</u>	Down Payment	<u>\$4,000</u>
<u>\$36,000</u>	Balance	<u>\$36,000</u>
<u>\$2,400</u>	Tax	<u>\$360</u>
<u>\$38,400</u>	Balance	<u>\$36,360</u>
36 mo. _____		36 mo. <u>\$417</u>
48 mo. _____		Tax <u>\$38</u>
60 mo. _____		Total <u>\$455</u>
72mo. <u>\$568</u>		

36 mo. x payment
\$ 20,448

3-year cash position

36 mo. x payment
\$ 16,380

THREE YEARS LATER
(CONVENTIONAL)
Sill owe 36 Payments

\$ 20,448

OBLIGATION

0 – 45,000 miles, best part of a car’s life – oil changes and light maintenance

Years 4 – 6

Tires	Brakes	Hoses
Belts	Shocks	Filters
Flushes	Exhaust	Alignments
	Tune-ups	

\$4,000 - \$6,000 spent in years four and five on maintenance and repairs.

\$160 - \$250 per month

[Source - www.Edmunds.com](http://www.Edmunds.com) True cost to own

THREE YEARS LATER
(PLANNED TRADE CYCLE)
Owe Nothing, 3 great options

\$ 23,905

OPTION

1. Trade or Sell
(keep the profit)
2. What if
(avoid a loss)
3. Keep it
(Love)

THE BEST OF BOTH

WHICH MAKES MORE SENSE?

“This comparison example is designed solely to illustrate the concept of leasing, with a down payment, as compared to conventional financing. Theses are not the actual terms of your transaction. Actual comparison terms are available upon request.”