

Falling Used Car Prices? Don't Blame Leasing



There's been a lot of discussion recently on the [role leasing has been playing on used car prices](#), with particular emphasis on the rising number of lease returns expected this year and in years to come. Scot Hall from Swapalease.com believes leasing is playing less of a role on the reasons why prices are headed down. Consider the following points:

- Roughly 2.1 million lease returns are expected in 2014 (per Manheim)
- However, between 8-9 million trade-ins overall are expected in 2014 (per industry average)
- Leasing will account for just 22.5% of vehicles coming back into dealerships in 2014
- Lease return vehicles (3 yr old) are actually helping to fuel the CPO recovery

"It's easy to point a finger at leasing when it comes to falling car prices simply because there has been a great resurgence in lease deals since the recession," said Scot Hall, Executive Vice President of Swapalease.com. "However, when you go from 10 million SAAR to 16 million SAAR, there's a great resurgence all around, not just leasing. It's difficult to congratulate leasing in helping you get to 16 million SAAR and then also say it's hurting the industry by forcing falling auto prices."

About Swapalease.com

Headquartered in Cincinnati, Ohio, Swapalease.com is the world's largest automotive lease marketplace and the pioneer in facilitating lease transfers online. More specifically Swapalease.com matches individuals who want to get out of their lease with people who are looking for short-term lease agreements. Prospective buyers can search the listings for the exact vehicle they want, and then register for a nominal fee, allowing them to use Swapalease.com's safe online system to contact the prospective seller and close the deal. For more information about Swapalease.com or how to exit your lease early, call 866-SWAPNOW or visit www.swapalease.com.