

# The Ultimate Guide to Car Leasing

Discover the advantages of car leasing.

Whether you're looking for a new car for personal use or a fleet for your business, we have the perfect leasing solution for you.



# Contents

What is Car Leasing?

Types of Car Leasing

Benefits of Car Leasing

Before Leasing a Car

Electric Vehicle (EV) Leasing

The Car Leasing Process

End of Lease Options

Car Leasing Popular FAQs

Common Leasing Myths Debunked

Manufacturer Leasing Options

Pros and Cons of Car Leasing

Why Choose 123 Car Leasing?

Glossary and Checklist





# What is Car Leasing?

Car leasing is a popular alternative to purchasing a vehicle, where the costs of buying and maintaining a new car can be prohibitive for many individuals.

At its core, car leasing is essentially a long-term rental agreement that allows you to drive a new vehicle for a fixed period, typically ranging from 2 to 4 years. Instead of owning the vehicle outright, you pay a fixed monthly fee for the use of the car. This fee is determined by several factors including the car's value, the length of the lease, the agreed-upon mileage, and any additional services or features included in the lease agreement.

## Leasing vs Buying

When you lease a car, you're not paying for the full value of the vehicle. Instead, you're paying for the depreciation—the difference between the car's value at the start of the lease and its residual value at the end of the lease term—along with any interest, taxes, and fees. This generally results in lower monthly payments compared to financing the full purchase price of the car. Additionally, leasing allows you to drive a new car every few years without worrying about the hassle of selling or trading in your old vehicle.

Leasing is particularly attractive to those who enjoy driving the latest models with the most up-to-date features and technology. It's also an ideal option for those who want to avoid the long-term commitment and responsibilities associated with car ownership, such as dealing with depreciation, selling the car, or handling major repairs as the vehicle ages.

## How Leasing Works

The process of leasing a car involves choosing a vehicle, agreeing on the terms of the lease, and signing a lease contract. The contract will specify the monthly payment amount, the length of the lease term, the annual mileage limit, and any additional conditions such as maintenance packages or insurance. At the end of the lease term, you will have a few options: you can return the car to the leasing company, extend the lease, or, depending on the type of lease agreement, purchase the car at a pre-agreed price.

Leasing also offers a range of flexible options tailored to your specific needs. For example, you can choose a lease term that aligns with your financial situation and driving habits. The mileage allowance is another critical component of a lease agreement. It's important to estimate your annual mileage accurately, as exceeding the agreed limit can result in additional charges.



# Types of Car Leasing

Car leasing comes in various forms, each catering to different needs and preferences.

Whether you're an individual looking for a new vehicle or a business managing a fleet, there's a leasing option tailored to your requirements. Understanding the differences between these options is crucial in selecting the right lease for your situation.

## **Personal Contract Hire (PCH)**

Personal Contract Hire, or PCH, is the most common form of leasing for private individuals. With PCH, you essentially rent the car for a set period, usually between 2 to 4 years, and make fixed monthly payments. At the end of the lease term, you simply return the car to the leasing company. This option is ideal for those who want to drive a new car without the long-term commitment of ownership and without worrying about the vehicle's depreciation. PCH typically includes a mileage limit and may offer maintenance packages as part of the lease.

PCH is particularly attractive to individuals who prefer driving the latest models with the newest technology and safety features. Since the car is returned at the end of the lease, you're not tied to the long-term depreciation of the vehicle. Moreover, the fixed monthly payments help with budgeting, making it easier to manage your finances.

## **Business Contract Hire (BCH)**

Business Contract Hire, or BCH, operates similarly to PCH but is tailored for businesses. BCH is an effective way for companies to manage their fleet needs without the upfront costs and depreciation risks associated with purchasing vehicles. Companies can lease vehicles for their employees, making fixed monthly payments and returning the cars at the end of the lease term.

One of the significant advantages of BCH is the potential VAT reclaimability. Businesses can often reclaim up to 50% of the VAT on the lease payments and 100% of the VAT on maintenance costs, making BCH a cost-effective solution for managing company vehicles. Additionally, businesses can often negotiate better rates due to the volume of vehicles leased.



# Types of Car Leasing

## **Personal Contract Purchase (PCP)**

Personal Contract Purchase, or PCP, is another popular form of car leasing that offers an option to buy the vehicle at the end of the lease term. With PCP, you pay a deposit followed by fixed monthly payments, similar to PCH. However, at the end of the term, you have the option to purchase the car by making a final 'balloon' payment, return the car, or trade it in for a new lease.

PCP is a flexible option for those who may want to own the car eventually but aren't ready to commit immediately. The balloon payment at the end is often large, but it's offset by the lower monthly payments during the lease term. This option gives you the flexibility to decide based on your circumstances at the end of the lease period.

## **Lease Purchase**

Lease Purchase is less common but can be beneficial for those who are certain they want to own the vehicle at the end of the lease. Unlike PCP, Lease Purchase typically involves higher monthly payments because there is a commitment to buy the vehicle at the end. However, the final payment is usually smaller than a PCP balloon payment.

This option is ideal for individuals who prefer to spread the cost of the vehicle over a more extended period but still want the flexibility of a lease during the payment period. Since there's a commitment to purchase, Lease Purchase is more suitable for those who are certain about the vehicle they want.

## **Short-term Leasing**

Short-term leasing is a flexible option that allows you to lease a vehicle for a shorter period, often between 6 to 18 months. This option is ideal for individuals who may need a car for a temporary period, such as during a short-term job contract or while waiting for a new car to be delivered.

Short-term leases generally have higher monthly payments compared to long-term leases due to the shorter duration, but they offer unparalleled flexibility. This option is also an excellent choice for trying out an electric vehicle (EV) before committing to a longer lease or purchase.

In summary, the variety of leasing options available ensures that there is something to suit every need, whether you're an individual or a business. Understanding these options allows you to make the most informed decision, ensuring your leasing experience is both satisfying and cost-effective.



# Benefits of Car Leasing

Car leasing offers numerous benefits, making it an attractive option for both individuals and businesses. Understanding these advantages can help you decide if leasing is the right choice for your personal or professional needs.

## **Lower Monthly Payments**

One of the most significant benefits of car leasing is the lower monthly payments compared to purchasing a vehicle outright or through financing. Since you're only paying for the depreciation of the car during the lease term rather than its full value, monthly payments are generally much more affordable. This makes it easier to budget for a newer, more luxurious car than you might be able to afford if you were buying it.

Lower monthly payments can free up cash for other expenses or savings, allowing you to manage your finances more effectively. It also means you can drive a higher-end vehicle or a model with more features than you could otherwise afford, enhancing your driving experience.

## **No Depreciation Worries**

Car depreciation is one of the most significant concerns for vehicle owners. New cars lose a significant portion of their value as soon as they're driven off the lot, and the depreciation continues throughout the car's life. When you lease a car, depreciation is not your concern. The leasing company assumes the risk of depreciation, allowing you to enjoy the car without worrying about its resale value at the end of the term.

This is particularly beneficial for those who like to drive the latest models. You can enjoy a new car every few years without the financial hit associated with selling or trading in a depreciating asset.

## **Drive Newer Cars More Often**

Leasing allows you to drive a new car every few years, keeping you at the forefront of automotive technology and safety features. Whether it's advanced driver assistance systems, the latest infotainment technology, or enhanced fuel efficiency, leasing gives you the opportunity to upgrade regularly.

This is especially appealing for tech enthusiasts and those who value safety, as newer models typically come with the latest advancements. It also means that you're less likely to encounter significant maintenance issues, as the car will be under warranty for the duration of the lease.



# Benefits of Car Leasing

## **Inclusive Packages**

Many leasing agreements include packages that cover routine maintenance, road tax, and even insurance. These packages simplify the process of car ownership by bundling these essential services into your monthly payment. This means fewer out-of-pocket expenses and less hassle when it comes to managing your vehicle.

Inclusive packages can offer peace of mind, knowing that your car's servicing needs are covered. For businesses, this can be particularly beneficial as it reduces the administrative burden associated with managing a fleet.

## **Flexibility**

Leasing offers flexibility in terms of vehicle choice and contract length. Whether you need a compact city car for daily commuting or a spacious SUV for your growing family, leasing allows you to choose the vehicle that best suits your current needs. At the end of the lease, you have the option to upgrade to a different vehicle, keeping your options open.

Additionally, the flexibility in lease terms means you can choose a duration that aligns with your lifestyle and financial situation. Whether you prefer a shorter lease to keep up with the latest models or a longer lease for lower monthly payments, there's a lease term to suit your needs.

In conclusion, the benefits of car leasing extend beyond just financial savings. From driving newer cars with the latest technology to enjoying peace of mind with inclusive packages, leasing offers a convenient and cost-effective alternative to traditional car ownership.



# Before Leasing a Car

Leasing a car can be an excellent choice for many, but it's important to consider several factors before signing a lease agreement. Understanding these key considerations will help you avoid unexpected costs and ensure that leasing is the right decision for your situation.

## **Mileage Limits**

One of the most critical aspects of a car lease is the mileage limit. Leasing agreements typically include a specified number of miles that you can drive each year, usually ranging from 10,000 to 15,000 miles. If you exceed this limit, you may be subject to additional charges, often calculated on a per-mile basis.

It's important to estimate your annual mileage accurately before entering a lease. Consider your daily commute, regular travel, and any anticipated long-distance trips. If you think you'll exceed the standard mileage allowance, it might be worth negotiating a higher mileage limit at the outset, which could increase your monthly payments but reduce the risk of costly overage fees.

## **Condition of the Vehicle**

At the end of your lease term, the car must be returned in good condition. While normal wear and tear is expected, excessive damage can lead to additional charges. Leasing companies will inspect the vehicle for any dents, scratches, interior stains, or other damages that exceed what they consider 'fair wear and tear.'

To avoid unexpected costs, it's essential to maintain the vehicle properly throughout the lease term. Regular servicing, careful driving, and taking steps to protect the interior and exterior will help keep the car in good condition. Some people opt for 'excess wear and tear' insurance, which can cover the cost of minor damages that might otherwise result in charges.





# Before Leasing a Car

## Early Termination Fees

While leasing offers flexibility, it's also a commitment. If you need to terminate the lease early, you may face significant early termination fees. These fees can be substantial because they compensate the leasing company for the remaining value of the lease agreement.

Before signing a lease, it's essential to understand the terms related to early termination. If there's a possibility that you might need to end the lease early—due to a job change, relocation, or other circumstances—consider whether leasing is the best option for you. Some lease agreements offer more flexibility than others, so it's worth exploring your options.

## Insurance Requirements

When leasing a car, you're required to have fully comprehensive insurance for the duration of the lease. This is because the leasing company owns the vehicle, and they want to ensure that it's adequately protected in case of an accident or theft.

Comprehensive insurance covers damage to the vehicle in a range of scenarios, including collisions, theft, fire, and vandalism. It's important to shop around for the best insurance deal, ensuring that it meets the requirements set out in your lease agreement. Be sure to factor in the cost of insurance when calculating the overall cost of leasing.

## Understanding Your Lease Agreement

Before signing a lease, it's crucial to understand all the terms and conditions outlined in the agreement. This includes the length of the lease, mileage limits, maintenance responsibilities, and any fees or charges that may apply.

Take the time to read through the lease contract carefully. If there's anything you don't understand, ask the leasing company for clarification. It's important to be fully informed so that you can avoid surprises down the line.

In summary, while leasing can offer many benefits, it's important to consider these key factors before making a decision. By understanding the mileage limits, maintaining the vehicle properly, being aware of early termination fees, ensuring adequate insurance, and thoroughly understanding the lease agreement, you can enjoy a hassle-free leasing experience.



# Electric Vehicle (EV) Leasing

Electric vehicles (EVs) are rapidly gaining popularity in the UK, thanks to their environmental benefits, lower running costs, and government incentives.

Leasing an EV is an excellent way to enjoy the benefits of electric driving without the long-term commitment of purchasing a vehicle outright. This section explores the key aspects of EV leasing, including the available models, charging infrastructure, and the advantages of leasing over buying.

## Why Lease an EV?

Leasing an electric vehicle offers several advantages, particularly as EV technology continues to evolve at a rapid pace. One of the main benefits is the ability to drive a new EV every few years, ensuring that you always have access to the latest advancements in battery technology, range, and features.

Leasing also allows you to experience electric driving without the concerns of long-term ownership, such as battery degradation or the resale value of the vehicle. Additionally, with lower running costs and government incentives, leasing an EV can be a financially attractive option.

## Available EV Models

The range of electric vehicles available for leasing has expanded significantly in recent years, with options to suit every budget and lifestyle. Some of the most popular EV models currently available for lease in the UK include:

- **Tesla Model 3:** Known for its impressive range, cutting-edge technology, and performance and one of the most popular EVs on the market.
- **Nissan Leaf:** A pioneer in the electric vehicle market, the Nissan Leaf offers a reliable and affordable option with a good range and practical features.
- **Hyundai Kona Electric:** Combining a compact SUV design with a long-range battery. It is a versatile and popular choice for those seeking both style and efficiency.
- **Jaguar I-PACE:** A luxury electric SUV that combines performance, comfort, and cutting-edge technology, making it a top choice for those looking for a premium EV experience.
- **Volkswagen ID.3:** Designed as a mainstream electric vehicle and offers a balance of affordability, range, and technology.

Whether you're looking for a compact city car, a family-friendly SUV, or a luxury vehicle, there's an EV to suit your needs. Leasing allows you to choose the latest models and upgrade to newer technology at the end of your lease term.



# Electric Vehicle (EV) Leasing

## Charging Infrastructure

One of the critical considerations when leasing an EV is the availability of charging infrastructure. The UK has made significant strides in expanding its network of charging stations, with thousands of public chargers available across the country, including fast chargers and ultra-fast chargers that can significantly reduce charging times.

For many EV drivers, home charging is the most convenient option. If you have a driveway or garage, installing a home charger allows you to charge your vehicle overnight, ensuring it's ready to go each morning. Government grants are available to help offset the cost of installing a home charger.

It's also worth considering your typical driving patterns and the availability of charging stations in your area. For those who regularly travel long distances, leasing an EV with a longer range or ensuring access to fast chargers along your routes may be essential.

## EV Leasing vs Purchasing

Leasing an electric vehicle offers several advantages over purchasing, particularly given the rapid advancements in EV technology. By leasing, you can avoid the potential depreciation risks associated with older EV models and ensure that you're always driving a vehicle with the latest features and improved battery technology.

Additionally, the lower running costs of EVs, combined with government incentives such as reduced company car tax rates and grants for home chargers, can make leasing an EV a cost-effective option. It also provides the flexibility to upgrade to a new model at the end of your lease, keeping you at the cutting edge of automotive innovation.

In conclusion, leasing an electric vehicle is an excellent way to experience the benefits of electric driving without the long-term commitment of ownership. With a wide range of models available, expanding charging infrastructure, and the ability to upgrade regularly, EV leasing offers a practical and forward-thinking solution for today's drivers.



# The Car Leasing Process

The car leasing process involves several steps, each designed to help you find the right vehicle and lease terms for your needs.

Understanding this process can help you navigate your lease with confidence, ensuring a smooth and enjoyable experience from start to finish.

## Choosing a Vehicle

The first step in the leasing process is selecting the right vehicle. Consider your needs and preferences, including the type of driving you do, the size of the vehicle you require, and any specific features you want. Whether you're looking for a fuel-efficient city car, a spacious family SUV, or a luxury sedan, there's a lease option to suit your needs.

Take the time to research different makes and models, considering factors such as fuel efficiency, safety ratings, technology features, and overall cost of ownership. Leasing websites often have tools to help you compare different vehicles and configurations, making it easier to find the perfect match.

## Comparing Lease Deals

Once you've chosen a vehicle, the next step is to compare lease deals. Leasing companies offer a wide range of deals, with variations in monthly payments, upfront costs, mileage allowances, and included services. It's important to look beyond the monthly payment and consider the total cost of the lease over its term.

Key factors to consider when comparing deals include:

- **Upfront Costs:** Some leases require a larger initial payment, which can reduce your monthly payments. Make sure to account for this when comparing deals.
- **Mileage Allowance:** Ensure the mileage allowance meets your needs. If you expect to drive more than the allowance, it might be worth negotiating a higher limit or being prepared for excess mileage charges.
- **Included Services:** Some leases include maintenance, road tax, or even insurance. These inclusions can add significant value to the deal.
- **Lease Length:** Consider the term of the lease. Shorter leases typically have higher monthly payments but give you the option to upgrade more frequently.



# The Car Leasing Process

## **Credit Check Process**

After selecting your vehicle and lease deal, the leasing company will typically perform a credit check. This check helps the leasing company assess your ability to meet the lease payments and is an important part of the approval process.

Your credit score plays a significant role in determining the terms of your lease. A higher credit score may qualify you for lower interest rates and better lease terms. If you have a lower credit score, you might still be approved, but you could face higher payments or be required to provide a larger upfront payment.

If you're concerned about your credit score, it may be worth checking it before applying for a lease and taking steps to improve it if necessary. This could include paying down existing debts, ensuring all your accounts are in good standing, and addressing any errors on your credit report.

## **Signing the Agreement**

Once your credit has been approved, you'll be ready to sign the lease agreement. This contract outlines all the terms of your lease, including the monthly payments, lease duration, mileage limits, and any included services or fees.

It's important to read the lease agreement carefully before signing. Make sure you understand all the terms and conditions, and don't hesitate to ask the leasing company for clarification if anything is unclear. Pay particular attention to any fees for exceeding mileage limits, early termination, or excessive wear and tear.

## **Vehicle Delivery and Initial Inspection**

After signing the agreement, the leasing company will arrange for the delivery of your vehicle. Depending on the company, you may be able to pick up the vehicle from a dealership or have it delivered directly to your home.

When the vehicle is delivered, it's essential to perform an initial inspection. Check the car for any damage, ensure all the features and options you selected are present, and confirm that the vehicle is in the condition expected. If you notice any issues, report them to the leasing company immediately to avoid being held responsible later.

Once the inspection is complete, you're ready to enjoy your new vehicle! Keep in mind the terms of your lease, such as the mileage limits and maintenance requirements, to ensure a smooth experience throughout your lease term.



# End of Lease Options

As your lease term comes to an end, it's important to understand the options available to you. The decisions you make at this stage can have significant financial and logistical implications, so it's worth considering each option carefully.

## **Return the Car**

The most straightforward option at the end of a lease is to return the car to the leasing company. This process typically involves scheduling a return appointment, where the car will be inspected for any damage beyond normal wear and tear. The leasing company will also check if the car has been driven within the agreed-upon mileage limits.

If the car is in good condition and within the mileage limits, you can return it without any additional charges. However, if the car has excessive damage or has exceeded the mileage limit, you may be required to pay additional fees. It's important to review the lease agreement to understand what constitutes normal wear and tear and to budget for any potential costs.

After returning the car, you're free to lease a new vehicle, purchase a car, or explore other transportation options. Many people choose to lease a new car, enjoying the benefits of driving a new vehicle with the latest technology and safety features.

## **Renew Your Lease**

In some cases, you may have the option to renew your lease. This can be an attractive option if you're happy with the vehicle and prefer to continue driving it without the commitment of purchasing it. Renewing your lease can sometimes result in lower monthly payments, especially if the car's value has depreciated significantly during the initial lease term.

When considering lease renewal, it's important to evaluate the car's current condition, mileage, and how long you expect to keep driving it. Renewing your lease can provide short-term flexibility, but it's essential to weigh the costs and benefits against other options, such as leasing a new vehicle or purchasing the current one.



# End of Lease Options

## **Buy the Car (PCP only)**

If you have a Personal Contract Purchase (PCP) agreement, one of your end-of-lease options is to buy the car outright. This involves paying the final 'balloon' payment, which is the car's estimated value at the end of the lease term. Once this payment is made, the car is yours to keep.

Buying the car can be a good option if you've grown attached to it, if it's in good condition, or if it has held its value better than expected. Before making the final payment, consider the car's market value, its condition, and how much longer you expect to drive it. If the balloon payment is higher than the car's current market value, it may be more cost-effective to return the car and lease a new one.

## **Upgrade to a New Lease**

For many people, one of the most attractive aspects of leasing is the ability to upgrade to a new car every few years. If you enjoy driving the latest models with up-to-date technology, safety features, and improved fuel efficiency, upgrading to a new lease can be an exciting option.

At the end of your current lease, you can return the car and choose a new vehicle to lease. The leasing company may offer loyalty incentives or discounts if you decide to lease another vehicle through them. This option allows you to continue enjoying the benefits of a new car without the long-term commitment of ownership.

## **Selling or Trading in Your Lease**

In some cases, you may have the option to sell or trade in your lease before it ends. This option can be particularly beneficial if the car's market value is higher than the remaining payments on your lease. By selling the lease, you could potentially make a profit or use the value of the car as a trade-in towards a new vehicle.

This option typically requires approval from the leasing company, and the process can be more complex than simply returning the car. However, it can be a financially advantageous option if the market conditions are favourable.

In conclusion, the end of your lease offers several options, each with its own set of benefits and considerations. Whether you choose to return the car, renew your lease, buy the car, upgrade to a new lease, or explore selling or trading in the lease, it's important to weigh your options carefully to make the best decision for your situation.

A red sports car is parked in a lot during sunset. The car is the main focus, with its headlights and sleek design visible. The background shows other cars and a building, all bathed in the warm, golden light of the setting sun.

# Car Leasing Popular FAQs

Car leasing can seem complex, especially if it's your first time considering this option. To help you make an informed decision, we've compiled answers to some of the most frequently asked questions about car leasing.

## **What happens if I go over my mileage limit?**

One of the most common concerns for those new to leasing is exceeding the mileage limit set out in the lease agreement. If you go over the agreed mileage, you will typically be charged an excess mileage fee. This fee is usually calculated on a per-mile basis and can range from a few pence to a higher rate, depending on the vehicle and the terms of your lease.

To avoid these charges, it's essential to estimate your annual mileage as accurately as possible before you sign the lease. If you expect to drive more than the standard allowance, it might be worth negotiating a higher mileage limit at the outset, which could increase your monthly payments but prevent excess mileage fees.





### **Can I end my lease early?**

Yes, it is possible to end your lease early, but it often involves a cost. Early termination fees can be significant, as they are designed to compensate the leasing company for the remaining payments on the lease. The exact cost will depend on the terms of your lease agreement.

If you anticipate needing to end your lease early, it's worth discussing your options with the leasing company before signing the agreement. Some companies offer more flexible terms or early termination policies that could be more favourable.

### **Is maintenance included in my lease?**

Whether maintenance is included in your lease depends on the terms of your lease agreement. Some leases come with a maintenance package that covers routine servicing, tyres, and even minor repairs. This can provide peace of mind and help you avoid unexpected expenses during the lease term.

If maintenance is not included, you'll be responsible for servicing the vehicle according to the manufacturer's guidelines. Failing to maintain the car properly could result in charges at the end of the lease for excessive wear and tear.

### **What happens at the end of the lease?**

At the end of your lease, you generally have a few options: you can return the vehicle, renew your lease, purchase the vehicle (if applicable), or lease a new vehicle. The process will involve an inspection of the car to assess its condition and mileage. If the car is in good condition and within the mileage limits, you can return it without additional charges.

If you've exceeded the mileage limit or the car has excessive wear and tear, you may be required to pay additional fees. After the lease ends, you can choose to lease a new vehicle, providing the opportunity to drive a new model with the latest features and technology.



### **Can I lease a car with bad credit?**

Leasing a car with bad credit can be more challenging, but it's not impossible. Leasing companies will typically perform a credit check to assess your ability to make the monthly payments.

If your credit score is lower, you might face higher monthly payments, be required to provide a larger deposit, or have fewer options available.

If you're concerned about your credit, it's a good idea to check your credit report before applying for a lease. You can take steps to improve your credit score, such as paying down existing debts and ensuring all accounts are in good standing, which can help you qualify for better terms.

### **Is leasing a good option for businesses?**

Yes, leasing is a popular option for businesses, particularly for managing company fleets. Business Contract Hire (BCH) offers several benefits, including lower upfront costs, the ability to reclaim VAT on lease payments and maintenance, and avoiding the risks associated with vehicle depreciation.

Leasing allows businesses to keep their fleet up-to-date with the latest models, which can be important for both company image and operational efficiency. It also simplifies budgeting, as the fixed monthly payments make it easier to manage cash flow.

In conclusion, leasing offers a flexible and often cost-effective alternative to purchasing a car, whether you're an individual or a business.

Understanding the details of your lease agreement and considering your specific needs can help you make the best decision.



# Manufacturer Leasing Options

When it comes to car leasing, the range of manufacturers available is vast, offering a variety of models that cater to different tastes, budgets, and needs.

Whether you're looking for a premium luxury vehicle, a practical family car, or an eco-friendly electric model, there's a leasing option available for you.

## **Premium Brands (e.g., BMW, Mercedes-Benz)**

Leasing a premium vehicle from a manufacturer like BMW or Mercedes-Benz allows you to enjoy the latest in automotive luxury and technology without the hefty upfront costs associated with purchasing. These brands are renowned for their high-performance vehicles, cutting-edge technology, and luxurious interiors.

Leasing a car from a premium brand gives you access to the latest models with advanced features such as driver assistance systems, top-tier infotainment, and high-end materials. Whether you're looking for a sporty sedan, a powerful SUV, or a sleek coupe, leasing offers a way to drive a luxury car at a fraction of the purchase price.

## **Mainstream Brands (e.g., Ford, Volkswagen)**

Mainstream brands like Ford and Volkswagen offer a broad range of vehicles that are practical, reliable, and cost-effective. These manufacturers provide everything from compact city cars to spacious family SUVs, making them a popular choice for a wide range of drivers.

Leasing a vehicle from a mainstream brand allows you to enjoy the latest models with modern features, all while benefiting from lower monthly payments compared to premium brands. These vehicles often come with a balance of performance, comfort, and technology, making them a great all-round choice for everyday driving.



# Manufacturer Leasing Options

## **Electric Brands (e.g., Tesla, Nissan)**

As the automotive industry shifts towards sustainability, electric vehicles (EVs) have become increasingly popular. Brands like Tesla and Nissan are at the forefront of this movement, offering a range of electric vehicles that combine innovation with environmental consciousness.

Leasing an EV allows you to experience the benefits of electric driving, including lower running costs, zero emissions, and access to government incentives. With the rapid pace of technological advancements in the EV sector, leasing ensures you can upgrade to newer, more efficient models as they become available.

## **Budget Brands (e.g., Kia, Hyundai)**

For those looking for value for money, budget brands like Kia and Hyundai offer reliable vehicles with impressive warranties and a range of modern features. These brands have gained a reputation for providing excellent value without compromising on quality.

Leasing a vehicle from a budget brand is an excellent option for those who want a new car without the high monthly payments. These cars often come with extensive warranties, which can provide added peace of mind during your lease term.

## **Customising Your Lease**

One of the advantages of leasing is the ability to customise your agreement to suit your specific needs. Whether you want a higher mileage allowance, a shorter lease term, or a particular model with specific features, leasing companies offer a range of options to tailor the lease to your preferences.

Discuss your requirements with the leasing company to ensure you get a deal that works for you. From choosing the right manufacturer and model to selecting the terms of your lease, customising your lease ensures you get the best possible driving experience.

In conclusion, the wide range of leasing options by manufacturer means there's something to suit every driver. Whether you prioritise luxury, practicality, sustainability, or value, leasing allows you to enjoy a new vehicle with the latest features at a price that fits your budget.



# Pros and Cons of Car Leasing

Car leasing is an appealing option for many drivers, offering numerous benefits, but it also comes with some potential drawbacks. Understanding both the pros and cons can help you make an informed decision about whether leasing is the right choice for your situation.

## Pros

Leasing offers a range of advantages that make it an attractive option for many drivers. Here are some of the key benefits:

**Lower Initial Costs:** Leasing typically requires a smaller down payment compared to purchasing a vehicle outright. This means you can drive a new car without the substantial upfront cost associated with buying.

**Lower Monthly Payments:** Since you're only paying for the car's depreciation during the lease term, your monthly payments are often lower than they would be with a car loan. This can free up your finances for other expenses.

**Access to Newer Models:** Leasing allows you to drive a new car every few years, giving you access to the latest models with the newest technology, safety features, and improved fuel efficiency.

**No Depreciation Worries:** When you lease a car, you don't have to worry about its resale value at the end of the term. The leasing company assumes the risk of depreciation, allowing you to simply return the car and move on to a new one.

**Inclusive Maintenance Packages:** Many leases come with maintenance packages that cover routine servicing and repairs, reducing the hassle and cost of maintaining the vehicle during the lease term.

**Flexibility:** Leasing offers flexibility in terms of vehicle choice and lease length. Whether you need a compact car for city driving or a spacious SUV for family trips, leasing allows you to choose the vehicle that best suits your needs.



# Pros and Cons of Car Leasing

## Cons

While leasing has many benefits, it's important to consider the potential downsides as well:

**Mileage Restrictions:** Leases come with mileage limits, and exceeding these limits can result in additional charges. If you drive a lot, these restrictions could be a significant drawback.

**No Ownership:** At the end of a lease, you don't own the car. If you prefer the idea of owning a vehicle and building equity in it, leasing might not be the best option for you.

**Potential Extra Costs:** You may face additional charges at the end of your lease for excess wear and tear, exceeding mileage limits, or early termination of the lease agreement.

**Ongoing Payments:** Leasing means you'll always have a car payment. While the payments might be lower than with a loan, they don't stop as they would once a loan is paid off.

**Customisation Limitations:** Leased cars need to be returned in good condition, which means you can't make significant modifications or customisations to the vehicle.

In summary, car leasing offers a flexible and often cost-effective alternative to buying a vehicle, particularly for those who enjoy driving the latest models and prefer lower monthly payments. However, it's important to weigh the potential downsides, such as mileage limits and the lack of ownership, to determine if leasing aligns with your needs and lifestyle.

# Why Choose 123 Car Leasing

When it comes to car leasing, choosing the right provider can make all the difference in your overall experience.

At 123 Car Leasing, we pride ourselves on offering competitive deals, a wide selection of vehicles, and exceptional customer service. Here's why 123 Car Leasing is the right choice for your next vehicle lease.

## Competitive Deals

At 123 Car Leasing, we understand that cost is a significant factor when choosing a lease. That's why we work hard to offer some of the most competitive rates in the market. Whether you're looking for a compact city car, a luxurious sedan, or an eco-friendly electric vehicle, we have a deal to suit your budget.

Our partnership with LeaseLoco allows us to access exclusive offers and promotions, ensuring that our customers receive the best possible value. We also provide flexible financing options and a variety of lease terms, so you can tailor your lease agreement to meet your specific needs.

## Why Choose 123 Car Leasing



**Competitive Deals**



**Wide Selection**



**Customer Support**



**Partnership with LeaseLoco**



**Transparent Process**



# Why Choose 123 Car Leasing

## Wide Selection

We offer a vast range of vehicles from leading manufacturers, ensuring that you have plenty of options when choosing your next car. Whether you're interested in the latest models from premium brands like BMW and Mercedes-Benz, reliable vehicles from mainstream manufacturers like Ford and Volkswagen, or cutting-edge electric cars from Tesla and Nissan, we have something for everyone. Our website makes it easy to browse our selection, compare different models, and find the perfect vehicle to match your lifestyle and budget. Plus, with our extensive network of dealerships and suppliers, we can often source specific models or configurations if you have something particular in mind.

## Customer Support

At 123 Car Leasing, we believe that excellent customer service is at the heart of a great leasing experience. From your initial enquiry to the end of your lease term, our dedicated team is here to support you every step of the way. We're committed to making the leasing process as straightforward and hassle-free as possible. Our knowledgeable leasing consultants are on hand to answer any questions you might have, provide guidance on choosing the right vehicle, and explain the details of your lease agreement. We also offer ongoing support throughout your lease, helping with everything from routine maintenance to lease renewals and upgrades.

## Partnership with LeaseLoco

As an affiliate partner of LeaseLoco, 123 Car Leasing has access to a wide range of exclusive deals and offers. LeaseLoco is one of the UK's leading car leasing comparison platforms, and our partnership allows us to provide our customers with the best possible leasing options on the market. Through this partnership, we're able to offer competitive pricing, a broad selection of vehicles, and a seamless online experience. Whether you're a first-time leaser or an experienced customer, our partnership with LeaseLoco ensures you get the best possible value and service.

## Transparent Process

Transparency is a key value at 123 Car Leasing. We believe in clear communication and ensuring that our customers fully understand their lease agreements. There are no hidden fees or unexpected charges—just straightforward, honest leasing deals.

Our team will take the time to walk you through every aspect of your lease, from the initial quote to the final paperwork. We're here to answer your questions and make sure you feel confident and informed throughout the entire leasing process.



# Glossary and Checklist

The world of car leasing comes with its own set of jargon and terminology. Understanding these terms is crucial to making informed decisions and fully grasping the details of your lease agreement.

Here's a glossary of some of the most common leasing terms:

**Capitalised Cost (Cap Cost):** The total value of the leased vehicle at the start of the lease agreement, including the vehicle price, taxes, and any additional fees.

**Depreciation:** The reduction in the vehicle's value over time, which is a key factor in determining your monthly lease payments.

**Residual Value:** The estimated value of the vehicle at the end of the lease term. A higher residual value generally means lower monthly payments.

**Money Factor:** The finance charge or interest rate applied to your lease. It's often expressed as a small decimal number.

**Mileage Allowance:** The maximum number of miles you're allowed to drive the vehicle each year without incurring additional charges.

**Wear and Tear:** The expected level of deterioration in the vehicle's condition over the lease term. Excessive wear and tear may result in additional charges at the end of the lease.

**Balloon Payment:** In some lease agreements, this is the final lump sum payment due at the end of the lease if you choose to purchase the vehicle.

## Checklist for Leasing a Car

Leasing a car involves several important steps. To help you stay organised and ensure that you cover all the bases, we've created a checklist that you can use throughout the leasing process:

- 1. Determine Your Budget:** Assess how much you can afford to spend on monthly lease payments, including insurance and potential maintenance costs.
- 2. Choose the Right Vehicle:** Consider your driving needs, preferences, and any specific features you require in a vehicle.
- 3. Compare Lease Offers:** Look at different lease deals, considering factors such as monthly payments, upfront costs, mileage limits, and included services.
- 4. Understand the Lease Terms:** Read the lease agreement carefully, making sure you understand all the terms and conditions, including mileage limits, wear and tear guidelines, and early termination fees.
- 5. Check Your Credit Score:** Review your credit report to ensure you're in a good position to qualify for a lease. Consider taking steps to improve your score if necessary.
- 6. Inspect the Vehicle:** Before taking delivery of your leased vehicle, inspect it thoroughly for any damage or discrepancies. Report any issues to the leasing company immediately.
- 7. Plan for End of Lease:** Consider your options at the end of the lease, such as returning the vehicle, renewing the lease, or purchasing the car. Understand any potential charges you may face.

# Car leasing offers a flexible, cost-effective way to drive new cars.

Car leasing offers a flexible, cost-effective way to drive the vehicle you want without the long-term commitment of ownership. Whether you're drawn to the lower monthly payments, the opportunity to drive a new car every few years, or the convenience of inclusive maintenance packages, leasing provides a practical solution for many drivers.

Throughout this guide, we've explored the various aspects of car leasing, from understanding the different types of leases and the benefits they offer to considering the key factors before signing a lease agreement. We've also debunked common leasing myths, answered frequently asked questions, and highlighted why 123 Car Leasing is the right choice for your next vehicle lease.

Leasing is not only for businesses but also a viable option for individuals who want to enjoy the latest models and technology without the financial burden of buying. With options to suit every need—from premium brands to budget vehicles, and from electric cars to mainstream models—there's a leasing solution for everyone.

As you consider your next steps, remember that the team at 123 Car Leasing is here to help. Whether you're new to leasing or an experienced customer, we're committed to providing the support and guidance you need to make the best decision for your circumstances. Our goal is to make the leasing process as smooth and enjoyable as possible, from the moment you choose your vehicle to the day you return it at the end of your lease.

If you're ready to explore your leasing options or have any questions, don't hesitate to reach out to us. We're here to provide personalised advice, answer your questions, and help you find the perfect vehicle to lease.

**Thank you for considering 123 Car Leasing**

**Visit [www.123carleasing.co.uk](http://www.123carleasing.co.uk) to secure the best car leasing deals.**