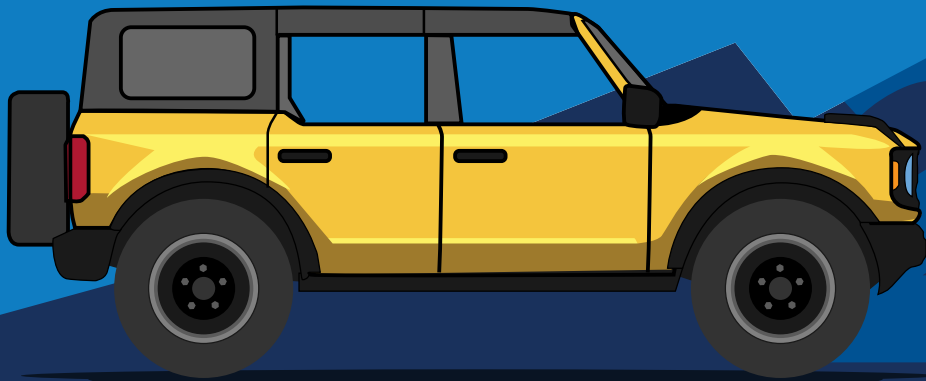


# FROM LEASED TO *LOVED*

## ANNUAL LEASE BUYOUT REPORT



# 2025

Key lease buyout loan statistics, trends, and insights for drivers, dealers, lenders, and the media

# SUMMARY

With **rising new car prices and ongoing inventory shortages**, lease buyouts have become an increasingly important financial decision for consumers. But how is this shift impacting the broader market? And what does it mean for drivers navigating the end of their lease?

Lease End's second annual Lease Buyout Report examines the latest trends shaping consumer behavior, including **who is buying out their leases, what vehicles are in demand, and how market conditions are influencing these decisions**. This report provides data-backed insights into how drivers are adapting in an auto market that looks very different from just a few years ago.

As a company working directly with drivers at the end of their leases, **Lease End sees firsthand how market conditions influence consumer decisions**. This report reflects those real-world insights, offering a data-driven look at where the lease buyout market is headed and what it means for consumers moving forward.



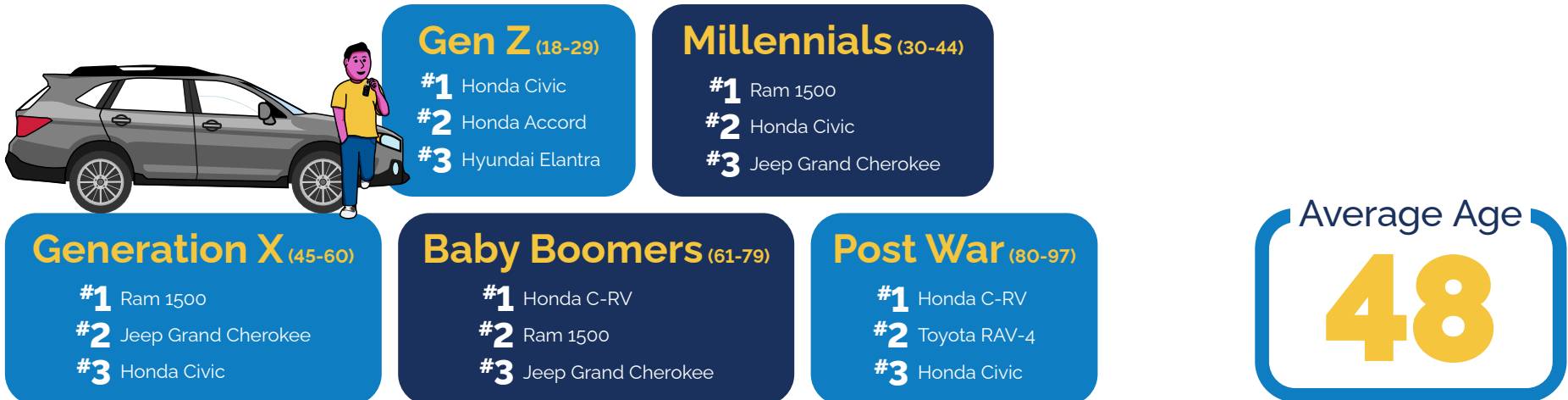
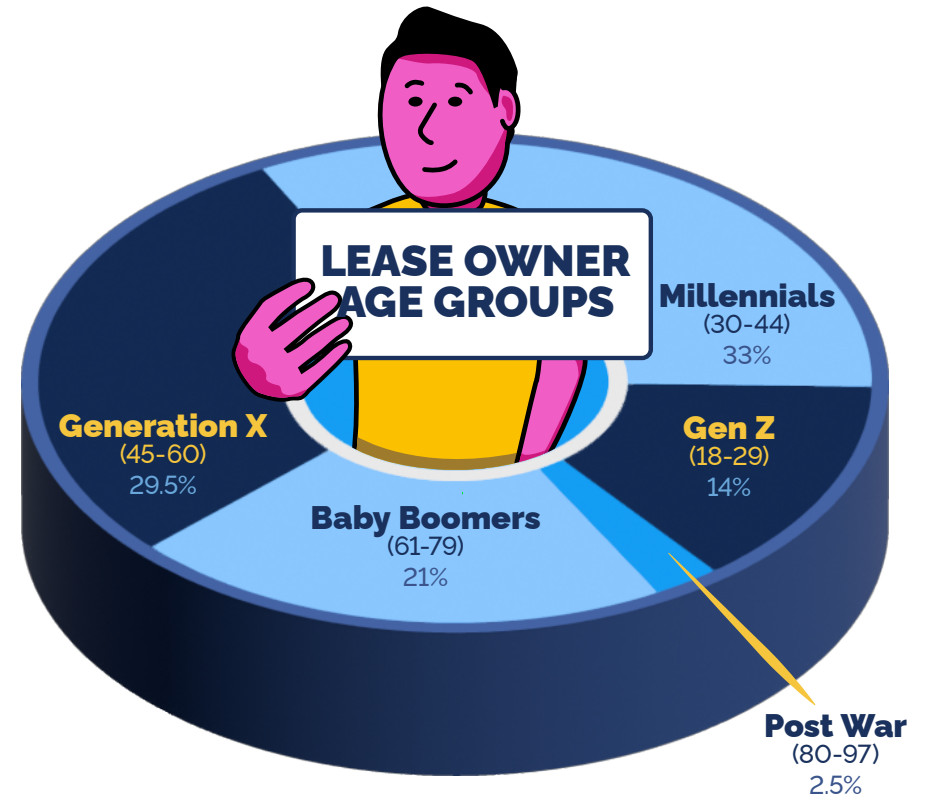
# WHO'S BUYING OUT THEIR LEASES?

## Age and Generational Trends and Insights

53% of lease buyouts were completed by drivers aged 45+ with a smaller share of younger drivers. Older consumers are more likely to prefer familiarity, keeping the car they already love, as well as avoiding the hassle of switching vehicles.

Compared to our age breakdown in 2023, Millennials and Gen Z are increasing their buyout activity, particularly for vehicles with strong resale values. While their share of lease buyouts was 35.3% in 2023, that number has jumped to 47% in 2024. We're seeing younger buyers leveraging their lease equity in a leased car to avoid rising new car prices and the higher monthly payments that would come with a brand-new car.

Following the same trend, the average age of a driver buying out their lease in 2024 was 48, down from an average age of 50 in 2023.



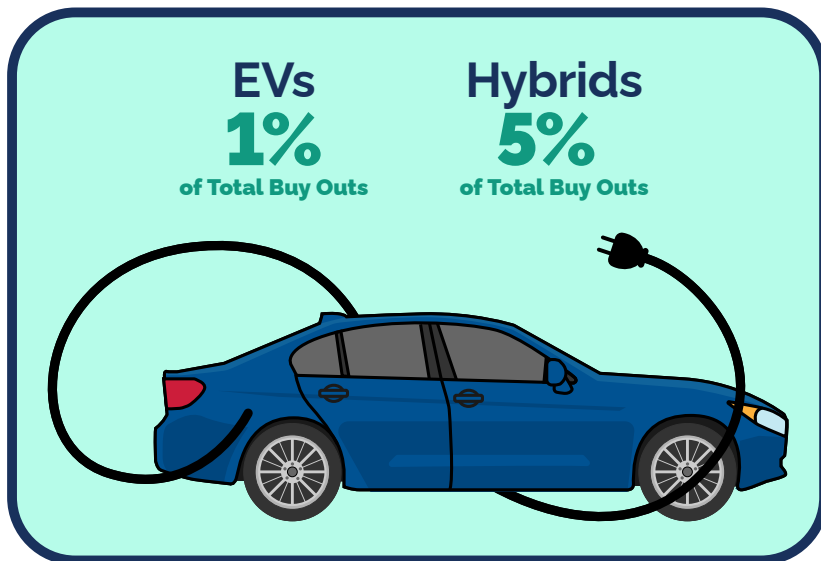
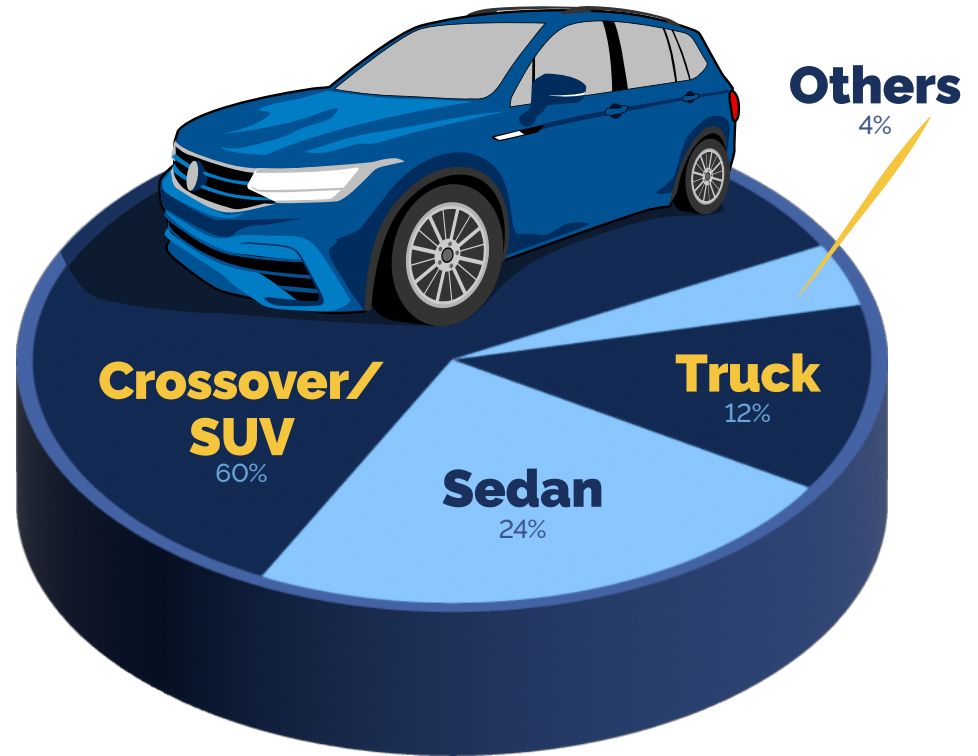
Lease End 2025 Buyout Report sourced from Jan. 1 2024 – Dec. 31, 2024 vehicle lease buyout transactions and 2025 YTD insights.

# WHICH LEASES ARE DRIVERS BUYING OUT?

## The Most Popular Vehicle Types, Brands, and Models

It's clear that crossovers and SUVs are Americans' favorite type of passenger vehicle to buy out—and to purchase in the first place.

Lease End's data mirrors general trends from Statista's report on vehicle sales when the bulk of the 2024 lease buyouts were initially being leased—in 2021. According to that report, 54.7% of vehicle sales were crossovers and SUVs, followed by 17.6% pickups.



As for fuel type, 94% of lease buyouts are for conventional fuel vehicles and 6% hybrid or EV. Hybrids account for 5% of total buyouts and EVs account for only 1% of total buyouts. Despite continued EV talk, it's clear that adoption is still low.

That said, this is an increase from the EV/hybrid share in 2023, which was at 2.5% total. The number EV buyouts is expected to tick up in the coming months, now that Tesla reversed its buyout moratorium in November 2024.

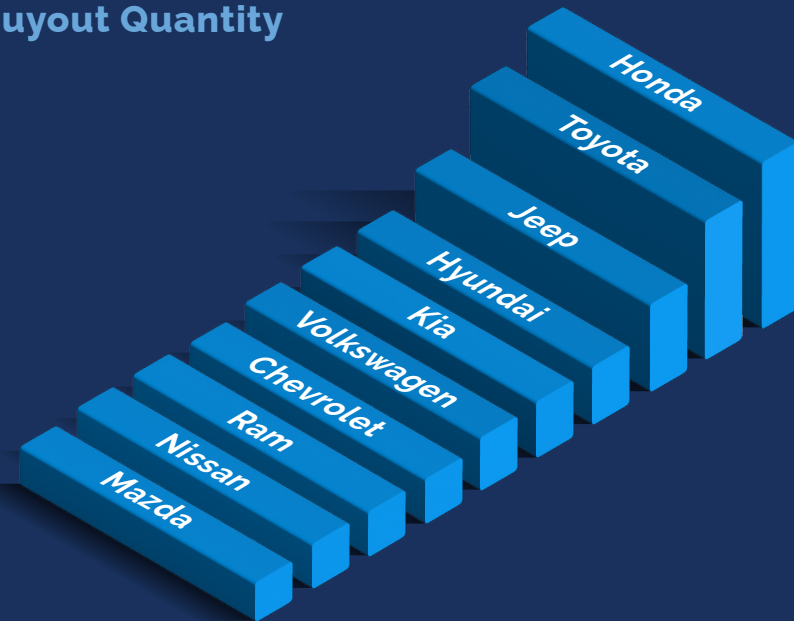
# WHICH MANUFACTURERS ARE THE MOST POPULAR FOR LEASE BUYOUTS?

Certain manufacturers have a reputation for going the long haul; and when vehicles last and hold their value well, it makes financial sense to buy out rather than return and lease a different vehicle.

For example, the average age of a Honda car is around 12 years. Honda builds durable vehicles that can last a long time with proper maintenance.

Another factor? Brand loyalty and buyout popularity simply because drivers love their car. Whether or not a brand is particularly reliable, if drivers love it, they'll opt to keep the car they love rather than turn it in for a different one.

## Top 10 Manufacturers By Buyout Quantity



# TOP 10 MOST POPULAR MODELS FOR LEASE BUYOUTS

Honda Civic



Ram 1500



Jeep Grand Cherokee



Honda CR-V



Honda Accord



Toyota RAV-4



Toyota Tacoma



Jeep Wrangler



Toyota Highlander



Honda HR-V



Compared to our top 10 list for 2023, the top 8 were the same (in a different order). New top-10-ers in 2024 were the Toyota Highlander and the Honda HR-V, replacing the Toyota Corolla and Volkswagen Jetta.

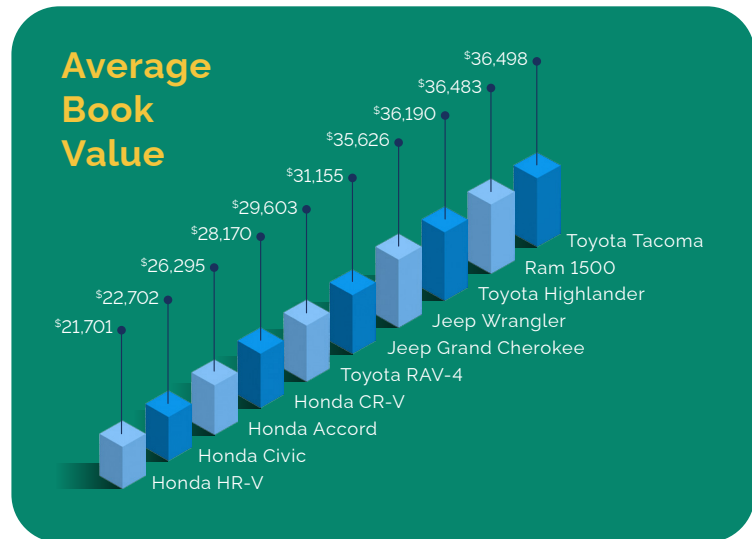
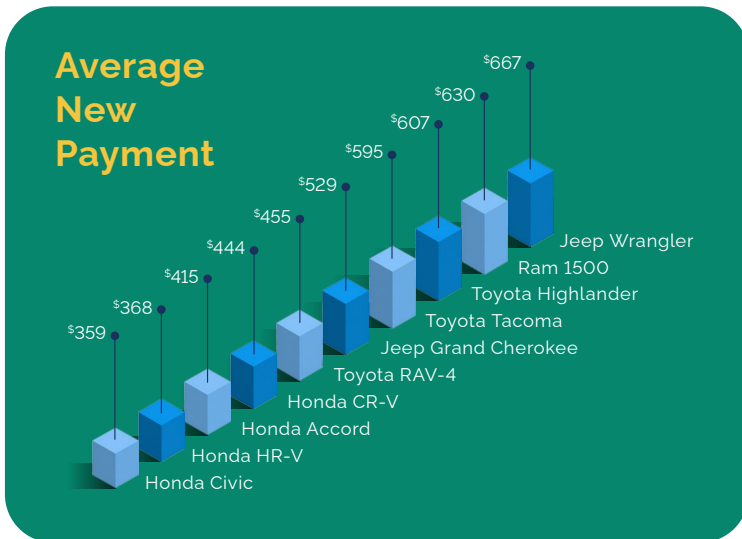
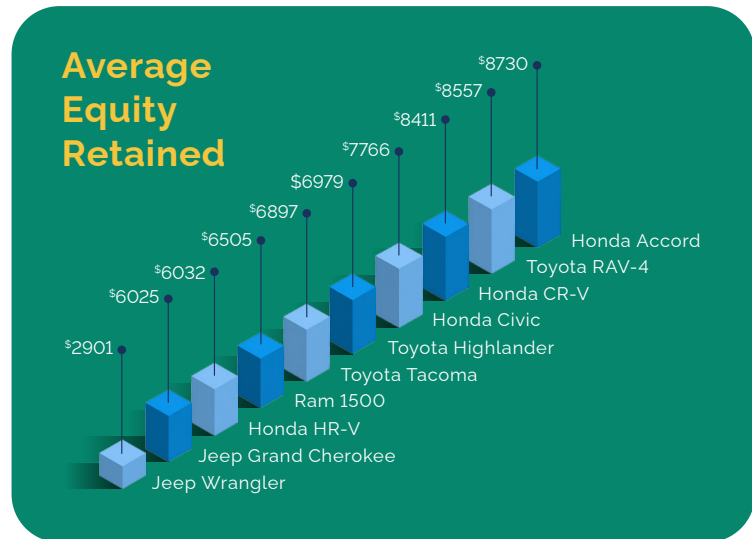
# EQUITY, PAYMENTS, AND MARKET VALUE

When a leased car's market value is higher than the payoff amount, there is significant equity potential for lease buyout candidates.

If a car ends up being worth less than its payoff, drivers can turn it in at the end of the lease (subject to any excess wear-and-tear or mileage fees) and walk away.

Notably, all 10 of the most popular vehicles to buy out had, on average, at least \$2,000 in equity.

In 2024, the average monthly payment for lease buyouts was \$512.44. It's not surprising that Honda has several vehicles in the *most popular for lease buyouts* ranking with all four (Accord, Civic, CR-V, HR-V) coming in below the average monthly payment.

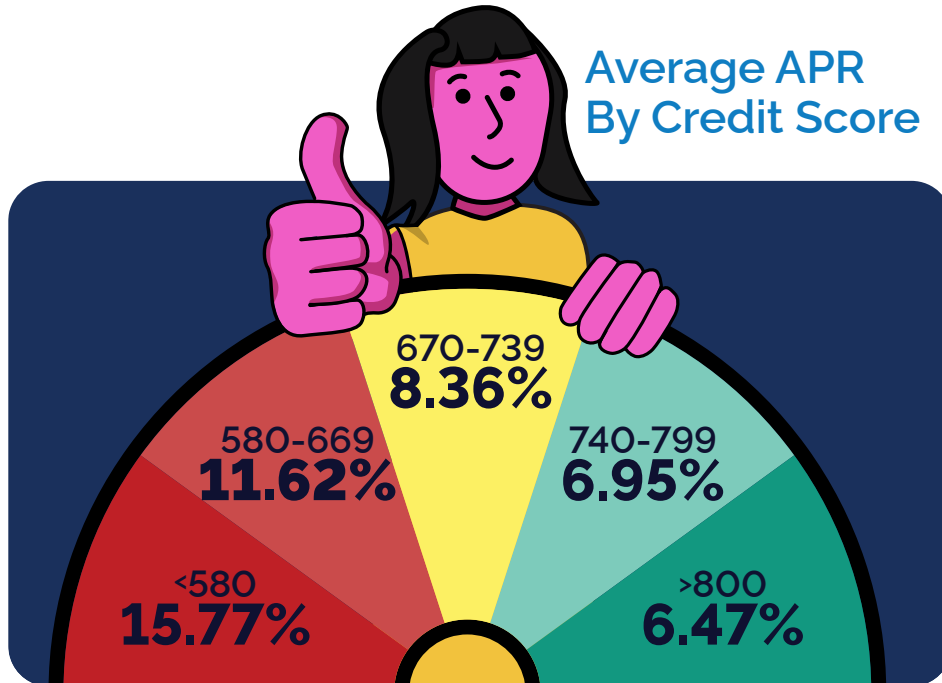


Drivers can often qualify for lower monthly payments with a lease buyout than they would with a brand new car lease.

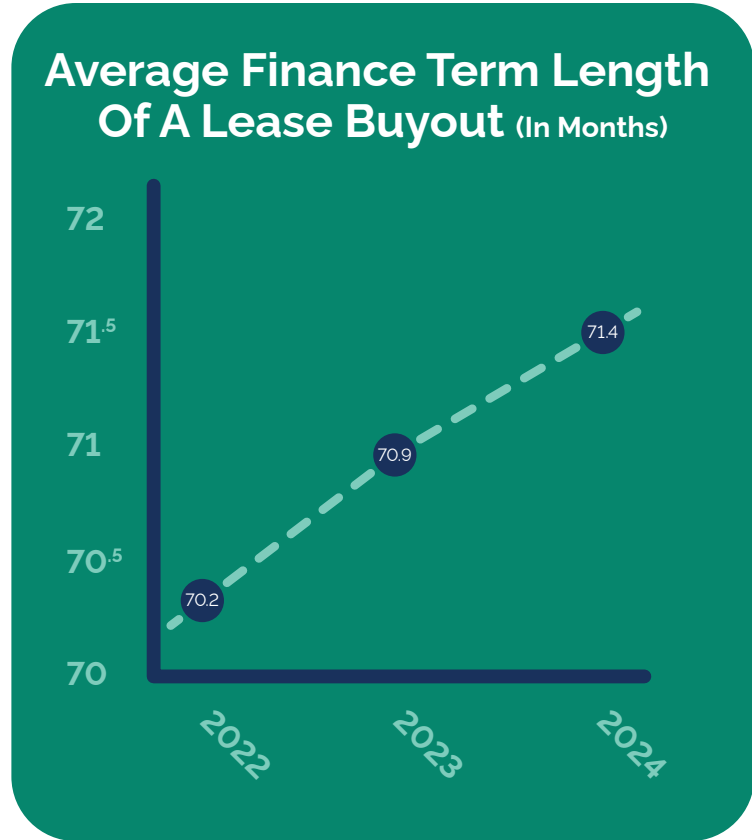
The most popular vehicles to buy out all have an average market value below \$40,000, indicating driver preferences for affordability.

# WHAT ARE DRIVERS PAYING FOR LEASE BUYOUTS?

Lease Buyout Loan Rates and Terms



While monthly payment, term length, and rate vary from driver to driver according to a number of factors, our 2024 data shows consistently favorable loan rates and monthly payments for drivers with a higher credit score. That said, all drivers with credit scores 520 and above may be candidates for a lease buyout loan.



Year over year, drivers have opted to spread out their payments over a longer loan term, even after already leasing for 36 months.

This trend has continued into 2025, with a YTD average loan term of 72.2 months.

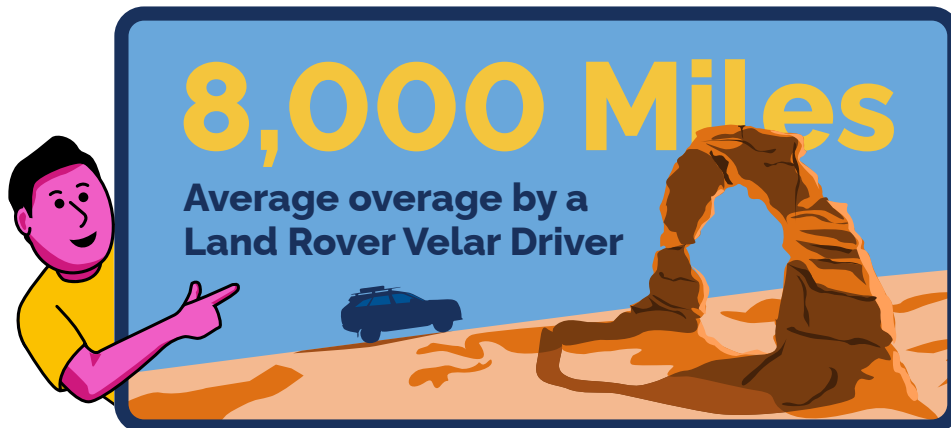
# MILEAGE MATTERS

## Overages and Their Impact

The average mileage at the end of leases in 2024 was 37,150. That's almost a 3K increase from 2023, when the average end-of-lease mileage was 34,354, and a 5K increase from 2022, when the average was 32,516 miles.

What's going on here?

Drivers are doing more driving than they were immediately post-pandemic, and this number is expected to increase with more and more return-to-office mandates.



Lease End customers went over their mileage limits by 98,042,936 miles.



You could drive around the equator more than **3900** times!

Often, drivers who go over the limit, go WAY over.

Land Rover drivers buying out the Range Rover Velar had an average of 8,000+ mileage overage. If not for their lease buyout, they each would have paid their dealers \$800-\$2,400 in overage fees.

# LEASE BUYOUT REPORT ANALYSIS

## What Consumers Need to Know in 2025

**Lease buyouts appeal to drivers of all ages, with a trend toward younger drivers.** Based on what we've seen from the data—with the average age in a lease buyout transaction going from 50 (2022) to 48 (2024) to 47 (2025 YTD)—lease buyouts are becoming increasingly attractive to younger drivers.

**EV lease buyout popularity will yo-yo.** Tesla's return to lease buyouts after a two-year hiatus signals adaptability in the market. And the EV and hybrid lease buyout share (compared to traditional fuel vehicles) increased from 2023 to 2024. However, that share was still small, at 5.5% of all lease buyouts, and with the new administration set to roll back EV incentives, we anticipate reduced consumer demand for electric and hybrid vehicles.

**Drivers' preferences are consistent over time.** Make and model popularity for the top 8 lease buyouts year-to-year is consistent, reflecting a consumer base with strong brand and model loyalty not likely to change drastically in coming years.

**Equity matters.** Many vehicles—including the top 10 most popular vehicles for lease buyouts—are worth thousands more than their payoff price, giving consumers financial leverage when making an end-of-lease decision. While lessees with positive equity can capitalize by buying out their leases, drivers upside down (with negative equity) can either buy out the car they love anyway, or return their vehicles, leaving dealers to absorb the negative equity.

**Lessees are driving more post-pandemic, driving up significant over-mileage fees.** Lease buyout transactions showed a nearly 3K increase in average miles driven on a leased car from 2023 to 2024. In 2024 alone, Lease End saved drivers \$24M in estimated over-mileage fees through lease buyouts, showcasing the growing appeal of this option as annual miles driven return to post-pandemic numbers.

**Leasing isn't always the cheapest option, and lease buyouts will move closer to center stage in 2025.** With tight consumer budgets and high lease equity retention potential, buying out a lease is often the smarter financial move than leasing a brand-new car or shopping for a different used car.

# LEASE END METHODOLOGY

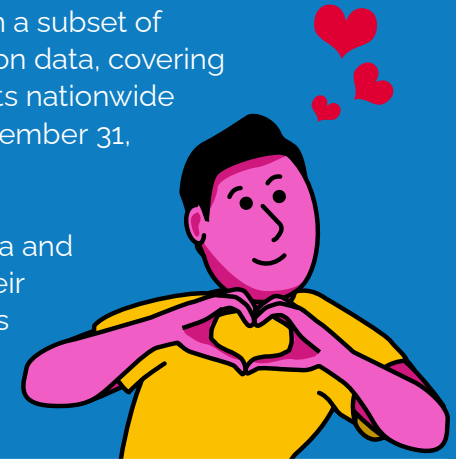
Lease End drivers saved  
**\$75,721,936**  
by retaining vehicle equity  
and avoiding lease buyout fees.



Data for this report is sourced from a subset of proprietary lease buyout transaction data, covering the 14,235 Lease End lease buyouts nationwide between January 1, 2024, and December 31, 2024.

The report encompasses 2024 data and breaks down who is buying out their leases, why and for whom it makes financial sense, and what's next for the lease buyout industry in 2025. It breaks down the details behind the savings lease buyouts can offer, which comes out to over \$75.7 million for drivers in 2024 (based on the average equity per buyout, \$6,864).

Additional insights are drawn from market trends, vehicle valuation data, and consumer finance behavior to analyze why consumers are making specific buyout decisions.



Insight From  
**14,235**  
Lease Buyouts Transacted in 2024