

# FROM LEASED TO OWNED

## ANNUAL LEASE BUYOUT REPORT



Statistics, trends, & insights for drivers, dealers, & the media

# SUMMARY

In a market shaped by elevated new vehicle prices and persistent affordability challenges, lease buyouts have emerged as a strategic financial decision for consumers nationwide.

But what does this mean for drivers approaching the end of their lease? And how are shifting economic conditions influencing their choices?

Lease End's annual Lease Buyout Report examines the latest trends shaping consumer behavior, including the following:

**Who is buying out their leases?**

**Which vehicles are in demand?**

**How are market conditions influencing lease buyouts (and vice versa)?**

This report provides data-backed claims on how drivers are adapting in an auto market that looks different every year.

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?

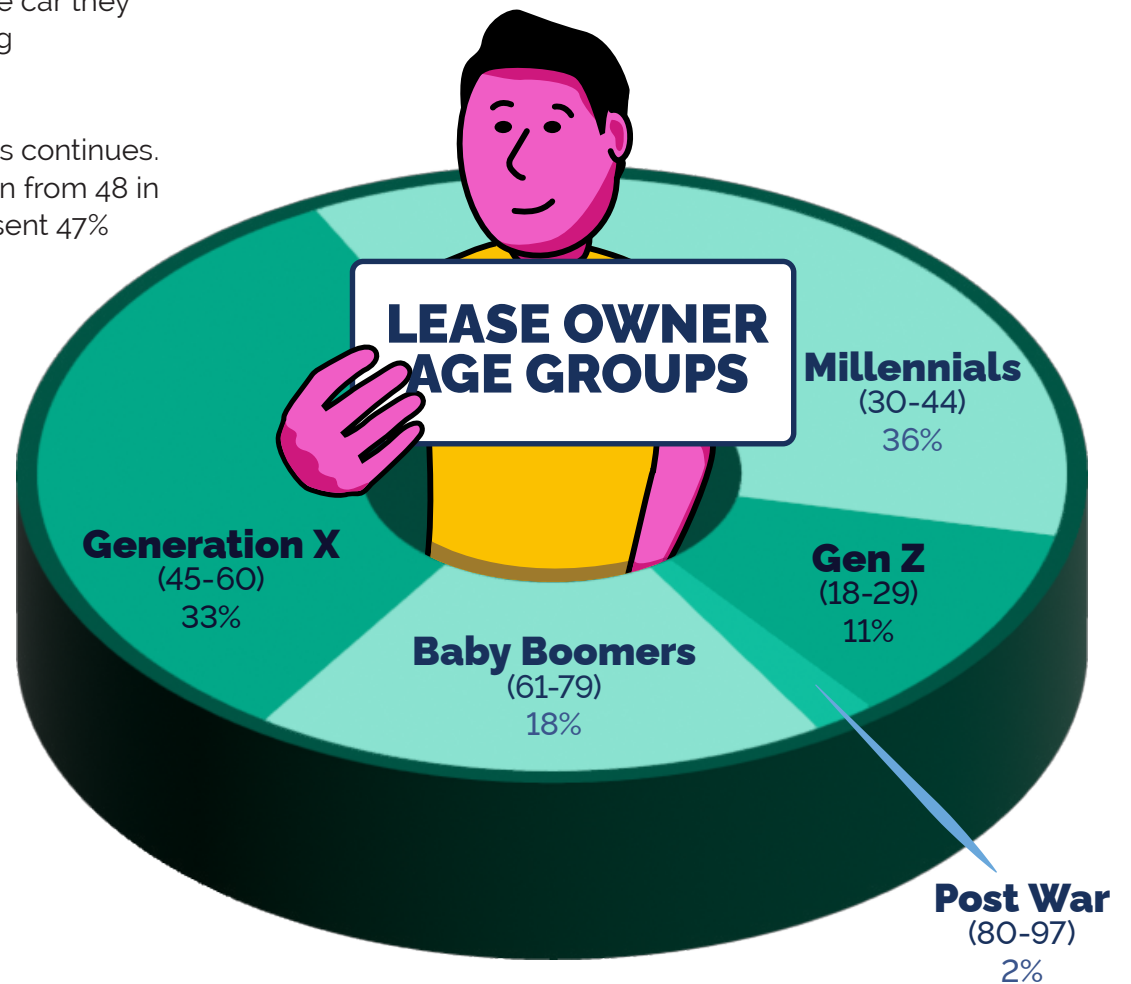
## Age and Generational Trends

Drivers aged 45 and older accounted for 53% of all lease buyouts in 2025. Older consumers tend to prefer familiarity; keeping the car they already know and love while avoiding the hassle of shopping for a new vehicle.

However, the trend toward younger buyers for lease buyouts continues. **The average age of a Lease End driver in 2025 was 47**, down from 48 in 2024 and 50 in 2023. Millennials and Gen Z combined represent 47% of all lease buyouts, up from 35% in 2023.

Why? Younger buyers are leveraging their lease equity to avoid rising new car prices and the higher monthly payments that come with financing a brand-new vehicle.

Average Age  
**47**



# WHO'S BUYING OUT THEIR LEASES?

## Age and Generational Trends

The youngest buyers gravitate toward affordable, fuel-efficient sedans with strong reliability ratings and lower insurance costs.

Millennials show a clear preference for versatile vehicles that accommodate growing families and active lifestyles. Gen X buyers mirror Millennial preferences, favoring trucks and SUVs with strong utility and resale value. Boomers balance practicality with comfort, choosing reliable trucks and midsize SUVs. The oldest cohort prefers compact SUVs with easy entry/exit and strong safety features.

### Gen Z (18-29)

- #1 Honda Civic
- #2 Honda Accord
- #3 Kia Forte

### Millennials (30-44)

- #1 Ram 1500
- #2 Jeep Wrangler
- #3 Jeep Grand Cherokee



### Generation X (45-60)

- #1 Ram 1500
- #2 Jeep Wrangler
- #3 Honda Pilot

### Baby Boomers (61-79)

- #1 Ram 1500
- #2 Honda C-RV
- #3 Chevrolet Equinox

### Post War (80-97)

- #1 Honda C-RV
- #2 Chevrolet Equinox
- #3 Hyundai Tuscon

# WHERE ARE DRIVERS BUYING OUT THEIR LEASES?

State Specific Statistics



Lease buyout activity varies significantly by region, influenced by factors including population density, urban vs. suburban driving patterns, lease popularity, and state-specific regulations.

When adjusted for population, a different picture emerges; smaller Northeastern states lead in per-capita buyout activity.



# WHICH LEASES ARE DRIVERS BUYING OUT?

## Most Popular Vehicle Types

SUVs and crossovers continue to dominate the lease buyout market, reflecting broader American consumer preferences.

In 2025, vehicle type breakdown was:

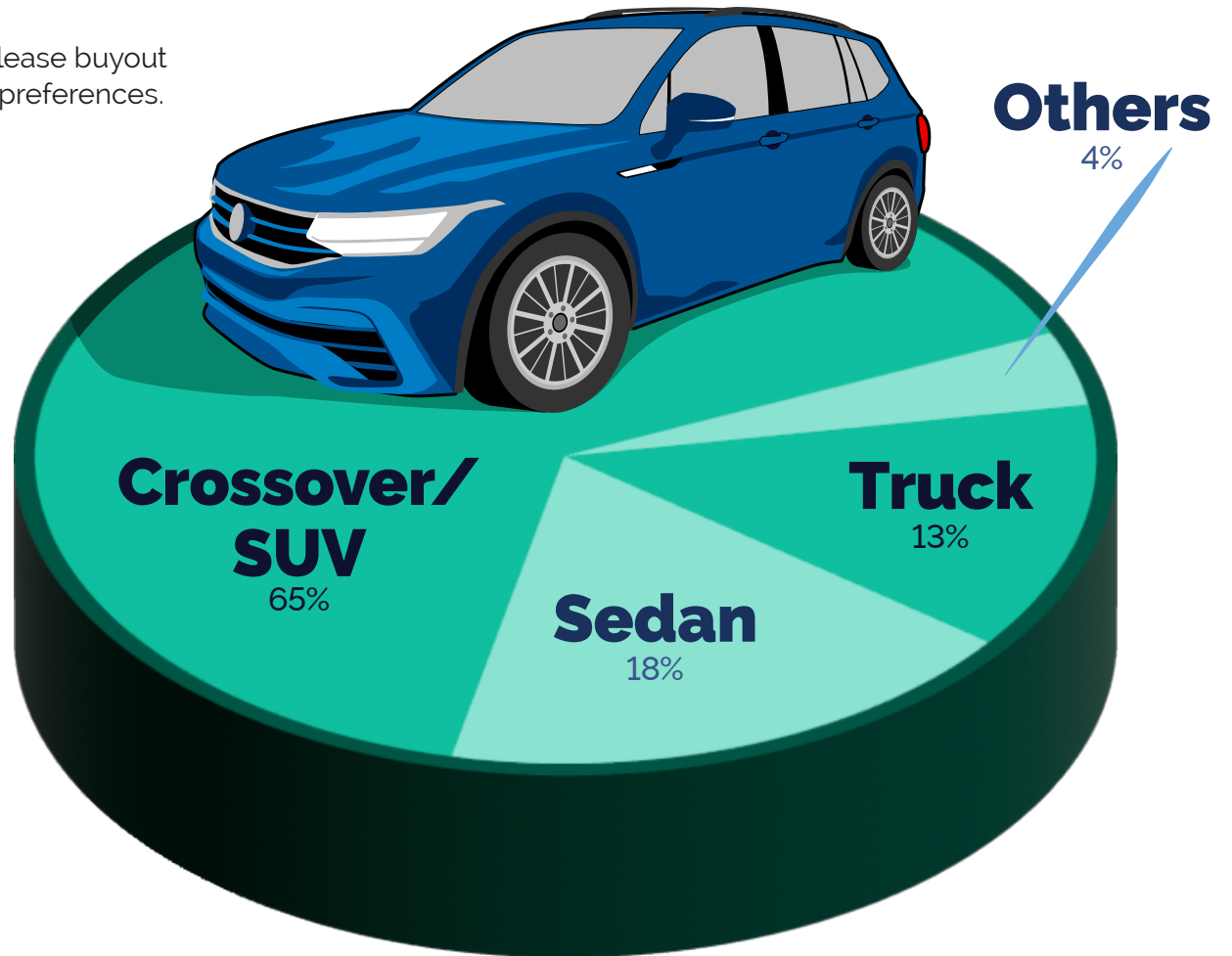
**SUV/Crossover: 65%**

**Sedan: 18%**

**Truck: 13%**

**Other (Minivan, Coupe, Hatchback, Wagon, Convertible): 4%.**

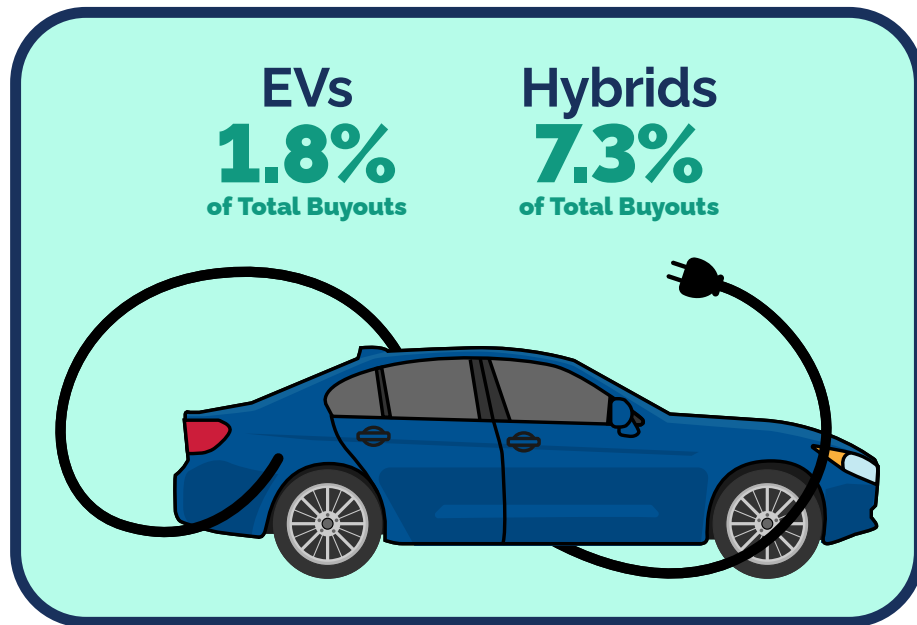
This distribution closely mirrors the vehicles Americans were leasing three years ago when these buyouts originated.



# WHICH LEASES ARE DRIVERS BUYING OUT?

Most Popular EVs and Hybrids

Despite the relatively small share of lease buyouts overall, this share represents significant growth from 2024, when hybrids and EVs combined accounted for just 6% of buyouts. The increase in hybrid buyouts is particularly notable, jumping from 5% to 7.3% year-over-year.



Tesla's dominance in EV buyouts reflects both its market share and, predictably, the company's reversal of its lease buyout moratorium in late 2024.



## Most Popular Hybrid Models Bought Out in 2025

- 1 **Wrangler 4XE**  
JEEP
- 2 **RAV-4 Hybrid**  
TOYOTA
- 3 **XC60**  
VOLVO
- 4 **CR-V Hybrid**  
HONDA
- 5 **Accord Hybrid**  
HONDA

## Most Popular EV Models

Bought Out in 2025

- 1 **Model Y**  
TESLA
- 2 **Model 3**  
TESLA
- 3 **ID.4**  
VOLKSWAGEN
- 4 **Taycan**  
PORSCHE
- 5 **Mach-E**  
MUSTANG
- 5 **R1S**  
RIVIAN

# WHICH MANUFACTURERS ARE THE MOST POPULAR FOR LEASE BUYOUTS?

Certain manufacturers have earned reputations for building vehicles that go the distance. When vehicles last and hold their value well, it makes financial sense to buy out rather than return and lease a different vehicle.

Honda, for example, builds vehicles with an average lifespan of around 12 years with proper maintenance. Toyota shares a similar reputation for durability.

But reliability isn't the only factor; brand loyalty plays a significant role. Whether or not a brand is particularly reliable, we've observed that if drivers love their car, they'll opt to keep it rather than turn it in regardless of other factors.

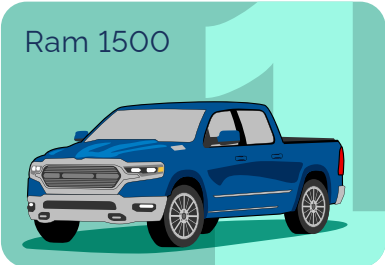
Honda and Toyota continue to lead, consistent with previous years. Notable shifts include Subaru entering the top 10 and beating out Nissan, reflecting the brand's loyal customer base and strengthened resale values.

## Top 10 Manufacturers By Buyout Quantity



# TOP 10 MOST POPULAR MODELS FOR LEASE BUYOUTS

The Ram 1500 claimed the top spot in 2025, overtaking the Honda Civic which led in 2024. The Jeep Wrangler moved up to second place, reflecting the model's exceptional value retention and cult-like owner loyalty. New to the top 10 in 2025 is the Mazda CX-5, replacing the Toyota Highlander.

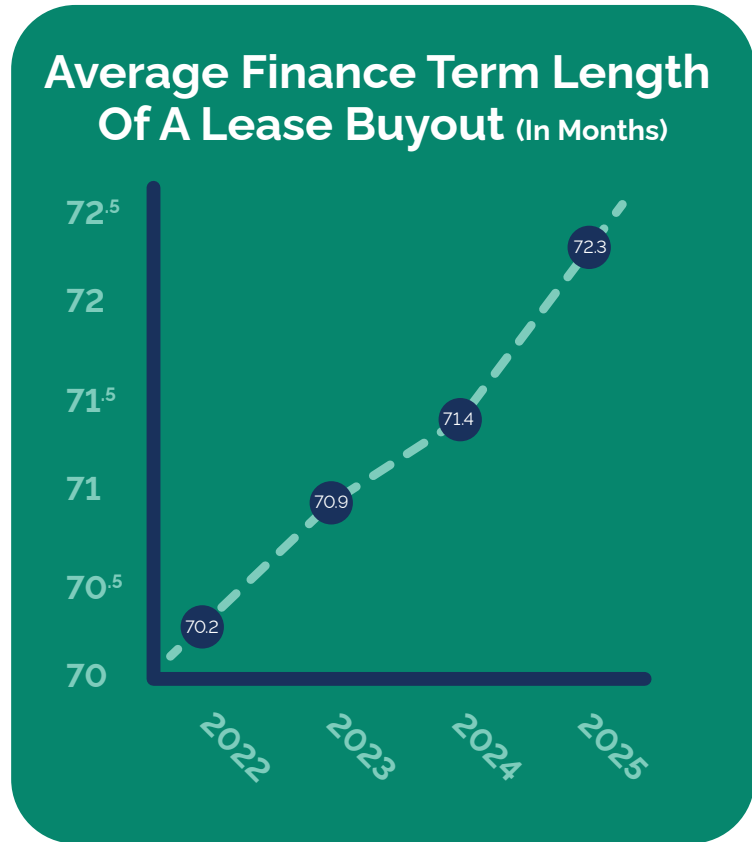


# WHAT ARE DRIVERS PAYING FOR LEASE BUYOUTS?

## 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 2025 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.

CREDIT RATING	AVG. RATE
<b>Exceptional</b> 800+	<b>6.23%</b>
<b>Very Good</b> 740 - 800	<b>6.60%</b>
<b>Good</b> 670 - 739	<b>8.15%</b>
<b>Fair</b> 580 - 669	<b>11.34%</b>
<b>Poor</b> <580	<b>15.60%</b>

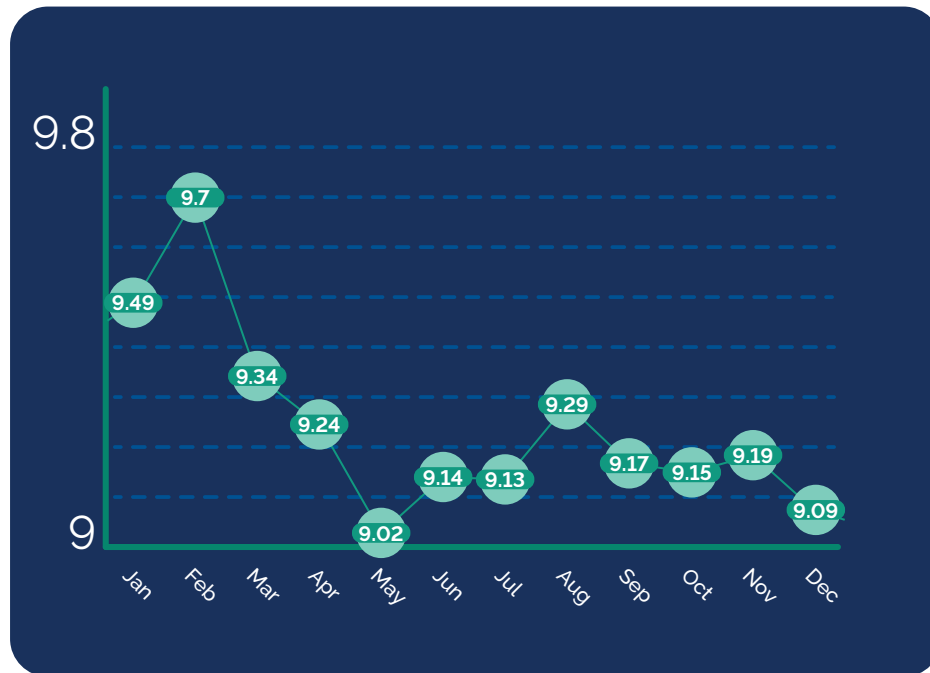


Year over year, drivers have opted to spread out their payments over longer loan terms.

The 2025 average of 72.3 months continues the upward trend from 71.4 months in 2024 and 70.9 months in 2023.

# MONTHLY APR AVERAGES

For All Transactions



**Note:** These are averages across the full credit spectrum, including Lease End's minimum credit score of 520. Drivers with good or excellent credit are typically qualifying for rates well below these averages (see previous page).

The average lease buyout APR across all credit profiles started 2025 at 9.49% in January and ended the year at 9.09% in December — a 40-basis-point decline over 12 months.

The year broke into three distinct phases:

**Q1 2025:** Volatile. February spiked to the year's high of 9.70% before dropping sharply to 9.34% in March. This was the most movement in any single quarter.

**Q2–Q3 2025:** The real decline. Rates fell from 9.24% in April to a then-low of 9.02% in May, then hovered in a tight 9.02%–9.29% band through September. This was the period where the trend line clearly established itself.

**Q4 2025:** Stabilization at a lower floor. Rates settled into a narrow 9.09%–9.19% range, suggesting the market found a new baseline.

Early 2026 data suggests the downward trend is holding. The year-to-date 2026 average of 9.03% continues a trajectory that saw rates fall steadily through the second half of 2025. For drivers considering a lease buyout, financing conditions are among the most favorable they've been in the past year.

# AVERAGE APR AND CREDIT SCORE

Based on Individual States

## 1. Credit score and APR are strongly correlated — but not perfectly.

The correlation between average credit score and average APR across states is  $-0.689$  (strong negative), meaning higher credit scores generally predict lower rates. But it's not a 1:1 relationship.

## 2. The national averages: 9.34% APR, 688 credit score.

The median APR is a bit lower at 9.19%, which means a handful of high-APR states (Oklahoma, Wyoming, Louisiana) are pulling the mean up. Most states cluster in the 8.9%–9.5% range.

## 3. The spread is large: 333 basis points from best to worst.

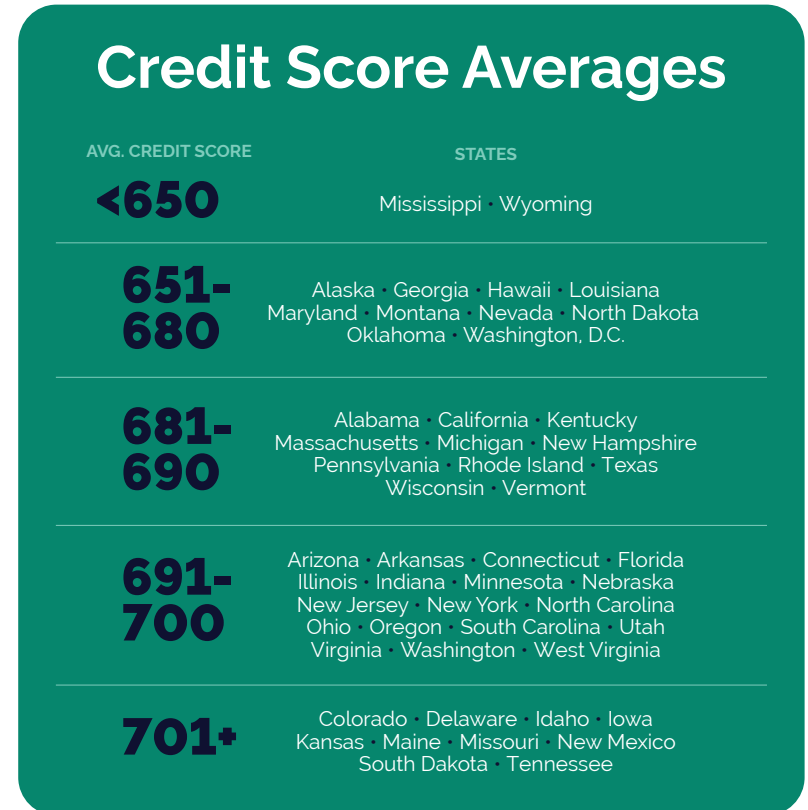
Idaho's 7.96% and Oklahoma's 11.29% represent the extremes. On a \$30,000 buyout over 72 months, that difference translates to roughly \$3,000+ in additional interest over the life of the loan. These are averages reflecting the best rates drivers qualified for in each state — lender availability and competitiveness vary significantly by region, which plays a meaningful role alongside credit score.

Regional Breakdown:

The **Midwest** has the most favorable combination of low APR and high credit scores.

The **Southeast** runs about 37 basis points higher than the Midwest, with a 10-point credit score gap. Factors beyond credit — vehicle types, loan amounts, lender availability, and income — all contribute to regional differences.

*Rates reflect the best average APR secured for drivers in each state. Individual rates vary based on credit profile, loan amount, and lender availability.*



HIGHEST AVG.  
CREDIT SCORE  
714



LOWEST AVG. APR  
7.96%













# NEW MONTHLY PAYMENTS

## Overall Financing Averages

According to Experian<sup>1</sup>, the average new auto lease payment in 2025 was \$659. By choose a lease buyout rather than opting for a new lease payment, drivers saved, on average, about \$100 monthly and more than \$1,000 yearly.

Average Monthly Payment

Lease Buyout	<b>\$563</b>
New Lease	<b>\$659</b>

<b>1</b>	<b>Ram 1500</b> Avg. new payment: \$668		<b>6</b>	<b>Toyota Tacoma</b> Avg. new payment: \$594	
<b>2</b>	<b>Jeep Wrangler</b> Avg. new payment: \$665		<b>7</b>	<b>Honda Accord</b> Avg. new payment: \$462	
<b>3</b>	<b>Honda CR-V</b> Avg. new payment: \$470		<b>8</b>	<b>Mazda CX-5</b> Avg. new payment: \$442	
<b>4</b>	<b>Honda Civic</b> Avg. new payment: \$418		<b>9</b>	<b>Honda Pilot</b> Avg. new payment: \$584	
<b>5</b>	<b>Jeep Grand Cherokee</b> Avg. new payment: \$595		<b>10</b>	<b>Honda HR-V</b> Avg. new payment: \$406	

All four Honda models in the top 10 (Civic, Accord, CR-V, HR-V) come with an average monthly payment below \$600/month, making them particularly attractive options for budget-conscious buyers.

<sup>1</sup> [experian.com/blogs/ask-experian/average-auto-lease-payment/](https://experian.com/blogs/ask-experian/average-auto-lease-payment/)

# MARKET VALUE AND EQUITY

When a leased car's market value exceeds the payoff amount, drivers have significant equity potential. This equity represents real money that drivers can retain by buying out their lease rather than returning the vehicle.

And 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, leaving the dealer to absorb the negative equity.

Notably, all top 10 vehicles have positive average equity, ranging from \$2,397 (Jeep Wrangler) to \$7,886 (Honda CR-V). Honda vehicles consistently show the highest equity retention, with the CR-V, Civic, and Accord all exceeding \$6,700 in average equity.

The most popular vehicles to buy out all have average market values below \$40,000, indicating driver preferences for affordability even among lease buyout candidates.

## Value & Equity Breakdown (Top 10 Models)

	AVG. VALUE	AVG. EQUITY
<b>1</b> Ram 1500	<b>\$37,961</b>	<b>\$5,476</b>
<b>2</b> Jeep Wrangler	<b>\$35,271</b>	<b>\$2,397</b>
<b>3</b> Honda CR-V	<b>\$30,211</b>	<b>\$7,886</b>
<b>4</b> Honda Civic	<b>\$25,194</b>	<b>\$6,735</b>
<b>5</b> Jeep Grand Cherokee	<b>\$30,943</b>	<b>\$2,883</b>
<b>6</b> Toyota Tacoma	<b>\$36,583</b>	<b>\$6,601</b>
<b>7</b> Honda Accord	<b>\$27,235</b>	<b>\$7,270</b>
<b>8</b> Mazda CX-5	<b>\$27,260</b>	<b>\$6,214</b>
<b>9</b> Honda Pilot	<b>\$33,908</b>	<b>\$5,543</b>
<b>10</b> Honda HR-V	<b>\$23,271</b>	<b>\$5,358</b>

# MILEAGE MATTERS

## Overages and Their Impact

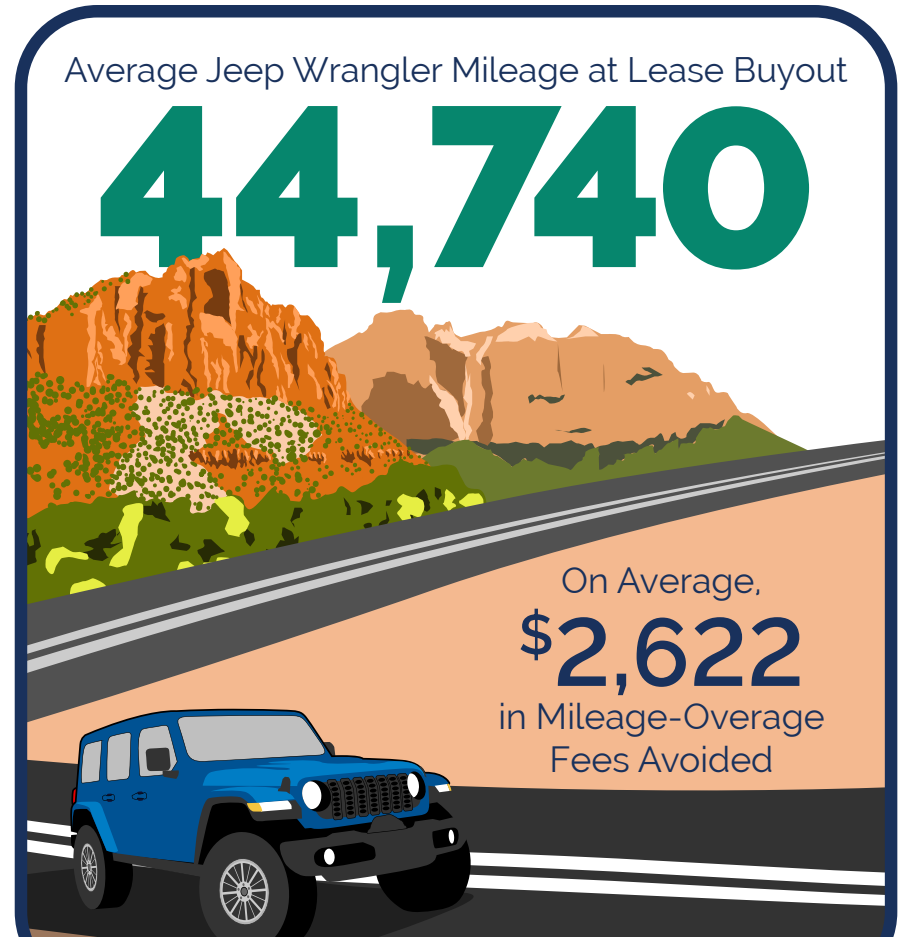
The average mileage at the end of leases in 2025 was 36,954 miles. With standard lease allowances of 36,000 miles (based on 12,000 miles per year over 36 months), many drivers find themselves facing potential overage fees. At 10-30¢ per mile over the limit, those 954 average overage miles translate to \$100-\$300 in potential fees for the typical driver. But many drivers who exceed their limits go well beyond the average.

### Case Study: Jeep Wrangler

The Jeep Wrangler, the second most popular vehicle for lease buyouts, had an average mileage at buyout of 44,740 miles: a full 8,740 miles over a standard 36,000-mile allowance.

**At 30¢ per mile, Jeep Wrangler drivers who bought out their leases avoided an average of \$2,622 in overage fees.**

This highlights a key motivation for many lease buyouts: drivers who know they've exceeded their mileage limits can avoid substantial penalties by purchasing their vehicle rather than returning it.



# LEASE BUYOUT REPORT ANALYSIS

What Consumers Need to Know in 2026

## **Lease buyouts appeal to drivers of all ages, with a trend toward younger drivers.**

The average age in a lease buyout transaction has declined from 50 in 2022 to 48 in 2024 to 47 in 2025. This shift reflects younger drivers' growing awareness of lease equity as a financial tool and their desire to avoid the higher costs of new vehicle purchases.

## **EV and hybrid buyout share continues to grow, but remains a small segment.**

Hybrid and EV buyouts increased from 6% in 2024 to 9.1% in 2025, with hybrids driving most of that growth. The Jeep Wrangler 4XE leading hybrid buyouts demonstrates that electrification is reaching beyond traditional EV buyers.

However, with uncertainty around federal EV incentives, the pace of growth may fluctuate in coming years.

## **Drivers are back on the road...and facing overage fees.**

Average mileage at lease-end has stabilized around 37,000 miles, reflecting post-pandemic driving patterns and return-to-office trends.

For drivers who've exceeded their mileage limits, buying out their leases often makes more financial sense than paying substantial overage fees.

## **Equity matters, and many drivers are sitting on thousands in value.**

All top 10 most popular buyout vehicles showed positive average equity, with the Honda CR-V leading at nearly \$7,900. Drivers with positive equity have financial leverage at lease-end, while those with negative equity can simply return their vehicles and walk away (or pursue a buyout regardless, if they really want to keep their car).

## **Lease buyouts continue to be a smart financial move for many drivers.**

With average equity of over \$5,500 and an average savings of just under \$4,000 per driver from avoided overage fees, lease buyouts offer a compelling alternative to leasing a new vehicle or shopping for a different used car.

In an environment of elevated new car prices and interest rates, keeping the car you know makes increasing financial sense.

# EXECUTIVE COMMENTARY

“ The numbers tell a clear story: drivers who bought out their leases in 2025 saved an average of \$100 every single month compared to starting a new lease. At Lease End, we exist to make sure drivers know that option is on the table. The end of a lease doesn't have to mean a new payment, a new negotiation, or a new set of unknowns.

Sometimes the best financial decision is the simplest one: keep the car you already love.”

– **Brandon Williams**  
Co-Founder and CEO, Lease End

# LEASE END METHODOLOGY

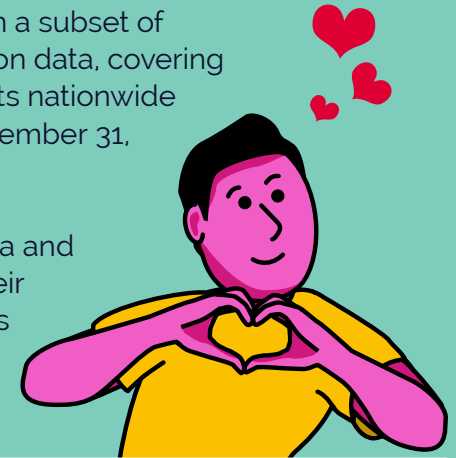
Lease End drivers saved  
**\$73,155,589**  
by avoiding lease buyout fees



Data for this report is sourced from a subset of proprietary lease buyout transaction data, covering the 19,287 Lease End lease buyouts nationwide between January 1, 2025, and December 31, 2025.

The report encompasses 2025 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 2026. It breaks down the details behind the savings lease buyouts can offer, which comes out to over \$73 million for drivers in 2025.

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  
**19,287**  
Lease Buyouts Transacted in 2025