

★ LEASE-END PURCHASE ASSISTANCE — SAMPLE REPORT

Customer: *Sample Client*

Vehicle: *2021 Honda CR-V EX*

Lease Ends: *July 2026*

Mileage: *34,200 (Allowed: 36,000)*

1. Lease Buyout Price

- Residual Value: \$18,950
- Purchase Option Fee: \$350
- Estimated Taxes: \$1,330 → Estimated Buyout Total: \$20,630

2. Current Market Value

- Private Party Value: ~\$23,200
- Dealer Retail Value: ~\$24,000
- Trade-In Value: ~\$21,500

→ Market Value Range: \$21,500 – \$24,000

3. Equity Position

Market Value (\$23,200) – Buyout (\$20,630) → Estimated Positive Equity: +\$2,570

You have **positive equity**, meaning the car is worth more than the buyout price.

4. Buyout vs Return Comparison

BUYOUT

Pros:

- Keep positive equity
- Avoid wear-and-tear inspection
- No mileage penalties
- Strong reliability + resale value

Cons:

- Must pay buyout amount
- Need financing or cash

RETURN

Pros:

- Walk away clean
- No long-term commitment

Cons:

- Lose positive equity
- Possible wear-and-tear charges
- Must shop for another vehicle

5. Mileage & Wear-and-Tear Review

- Mileage is **within limits**
- No expected mileage penalties
- Typical wear appears **normal** for age

6. Final Recommendation

→ BUY OUT THE VEHICLE

You have **positive equity**, strong market demand, and a buyout price below current value. Buying out the vehicle is the **financially smarter** option.

If you don't want to keep it long-term, you can **buy it out and resell** to capture the equity.

CarMatch Concierge

