

Leasing in a New Economy

Much like the stock market and the dot-com dynasty, the used car market has seen its share of rough seas, in turn making waves in the corporate leasing industry.



By Dennis Cavagnaro

It's no secret that after 9/11 the economy — in the United States and the world — dipped and some industries were affected more than others — the “three T’s” to be exact: travel, tourism, and transportation.

To boost the sales of new cars and trucks, manufacturers began to offer zero percent

down and zero percent financing. Consequently, many consumers turned in their used cars for new cars which, in turn, caused a glut on the used-car market.

With so many used cars on the market, lessors were hard-pressed to sell their lease-end cars at auction, to dealers or other used-car buyers, and the depreciation rate

