

Remarketing: A Fleet Service

Remarketing affects your bottom line as much as the lease rate that's negotiated at the front end. So Union Leasing's remarketing process is all about getting you the best return on your investment. We have the expertise and take the effort to sell each vehicle individually, instead of resorting to block sales. Union Leasing also reviews market conditions nationally, and sells through the outlet that will net the most dollars. Our efficiency pays.

Upstream Remarketing Options

Upstream remarketing is the process of working through a series of channels, beginning months before the vehicle comes off lease. By offering the car to the driver first, then to other company employees, and next to other employees in the Union Leasing client pool, we help you avoid the incremental expenses of transport and consignment to a physical auction.

Employee Sales

When an employee buys a company car, it's a win-win situation. The driver gets a familiar, comfortable vehicle. You achieve faster turnaround and sizeable cost savings for your fleet operations. Union Leasing customizes employee sale programs to each lessee's guidelines. We handle the entire administrative process. We'll promote the sale as a vehicle comes off lease, email a quote, obtain funds, and provide the legal documentation to complete the sale. We also offer your employees both financing and extended warranty programs.

Auction Sales

Live auctions provide an excellent venue for you to earn more than the vehicle's floor price. Union Leasing takes a selective approach, concentrating on the auctions that feature competitive bidding in an open marketplace among hundreds of buyers. Our network consists of a mix of national, independent, and specialty auctions. We make the right choice for your vehicle.

Internet Sales

The remarketing channel a lessee should utilize is contingent upon year, make, model, and mileage of the vehicle. Union Leasing has had tremendous success selling certain units online. Higher-priced, executive-level vehicles or very low-mileage vehicles often result in greater returns when sold online.

Dealer Sales

At Union Leasing, we employ a vast national network of dealers that specialize in fleet vehicles, including those with high mileage. Our understanding of these opportunities translates into a consistently positive return price for our clients' vehicles. At different times of the year, we know that dealers can deliver better returns than auctions, and that's when we emphasize dealer sales. We also look at geography, and target dealers in regions where specific types of vehicles tend to sell well.

Online Access When You Need It

Union Leasing realizes that quick access to information allows fleet managers to operate more efficiently. Union Leasing's online client portal is designed to assist you not only with active leases, but also with terminated or sold vehicles. A variety of reports are available regarding sale summaries.

About Union Leasing

At Union Leasing, we provide flexible solutions for every stage of your Fleet Management Lifecycle: Planning, Leasing, Fleet Operations, and Remarketing. It's a holistic approach that ensures your business goals are achieved. But what really sets us apart is how we deliver. We treat every customer as if they were our first. We avoid off-the-shelf solutions, and instead work with you to tailor an approach that meets the needs of your clients and your business.

Find out how Union Leasing can go the extra mile for you. [Contact us today](#)