



# Wisconsin Fair Market Value Lease Rates for Tractors and Trailers

Part of operating a leasing company at arm's length means charging a fair market value rent. If you lease tractors and trailers, here are baseline data you can use as a guide in setting rent rates through December 2019.



## Tractor lease (four-year class life)

		Weekly rent rate (5-day week)		Monthly rent rate	
	Age	Day cab	Sleeper	Day cab	Sleeper
1 year	—	\$920	\$1,030	\$3,970	\$4,460
2 years	1	\$920	\$1,030	\$3,970	\$4,460
3 years	2	\$740	\$820	\$3,180	\$3,570
4 years	3	\$590	\$660	\$2,540	\$2,860
5 years	4	\$300	\$330	\$1,270	\$1,430
6 years+	5	\$150	\$170	\$640	\$720

## Trailer lease (six-year class life)

		Weekly rent rate (5-day week)			Monthly rent rate		
	Age	Dry van	Reefer	Flatbed	Dry van	Reefer	Flatbed
1 year	—	\$230	\$530	\$230	\$1,000	\$2,230	\$1,000
2 years	1	\$210	\$480	\$210	\$900	\$2,070	\$900
3 years	2	\$150	\$340	\$150	\$630	\$1,450	\$630
4 years	3	\$150	\$340	\$150	\$630	\$1,450	\$630
5 years	4	\$140	\$310	\$140	\$570	\$1,310	\$570
6 years	5	\$130	\$280	\$130	\$510	\$1,180	\$510
7 years+	6	\$70	\$140	\$70	\$260	\$590	\$260

### Tanker trailer lease (six-year class life)

		Weekly rent rate (5-day week)			Monthly rent rate		
		Sanitary	Petro	Dry bulk	Sanitary	Petro	Dry bulk
1 year	—	\$340	\$370	\$300	\$1,470	\$1,580	\$1,300
2 years	1	\$310	\$330	\$270	\$1,320	\$1,420	\$1,170
3 years	2	\$220	\$230	\$190	\$920	\$990	\$820
4 years	3	\$220	\$230	\$190	\$920	\$990	\$820
5 years	4	\$200	\$210	\$170	\$830	\$890	\$740
6 years	5	\$180	\$190	\$150	\$750	\$800	\$670
7 years+	6	\$90	\$100	\$80	\$380	\$400	\$340

The above rates for tractors and trailers were calculated based on a combination of information obtained by third-party equipment lessors dealing in tractor and trailer leasing throughout the state of Wisconsin. Due to a small market for tanker leasing, rates were determined based on a comparison of cost between new base-model sanitary, petro, and dry bulk tankers versus dry van trailers. Both estimates and assumptions regarding the life and decline in value of the equipment were used in the calculation of the rates; thus, rates may vary in comparison to rates obtained from other third-party lessors. These rates are intended to provide a baseline for calculating the FMV of weekly and monthly lease rates.

### How we can help

Every company's situation and equipment are a little different, so your rent may fluctuate from these rates based on your particular needs. CLA's transportation and logistics professionals can help you best apply these rates in your business.

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