



*“There were broader declines in the market last week across a variety of segments, including luxury cars, sub-compact cars, sub-compact crossovers and full-size pickups.”*

Anil Goyal, Senior Vice President of Automotive Valuation and Analytics



Model Years: 2008-2014, Volume Weighted Wholesale Average Values, Weekly Change from 9/9/16 to 9/16/16

### Broader Declines across Segments in Wholesale Values

- Volume weighted, overall car segment values decreased by 0.46% last week, better than the depreciation rate of 0.69% seen in the previous four weeks.
- Luxury Car, Near Luxury Car and Full-Size Car segments declined the most by 0.67%, 0.63% and 0.64%, respectively.
- Volume-weighted, overall truck segment (including pickup, SUVs and vans) values decreased by 0.53% last week, higher than the depreciation rate of 0.41% seen in the previous four weeks.
- Compact Van segment continued to decline higher than average, by 1.12% last week. In addition, Sub-Compact Crossover, Full-Size Pickup, and Compact Luxury Crossover/SUV also experienced higher declines.

## Sentiment from the Auction Lanes

Our editors and personnel attend about 60 auctions every week across the country to provide key insights:

*“Sales slightly down this week, even truck sales were slow.” David from TX*

*“Below normal rate of consignment and attendance this week.” Don from MN*

*“Fewer lanes running today than normal at this location.” Gene from PA*

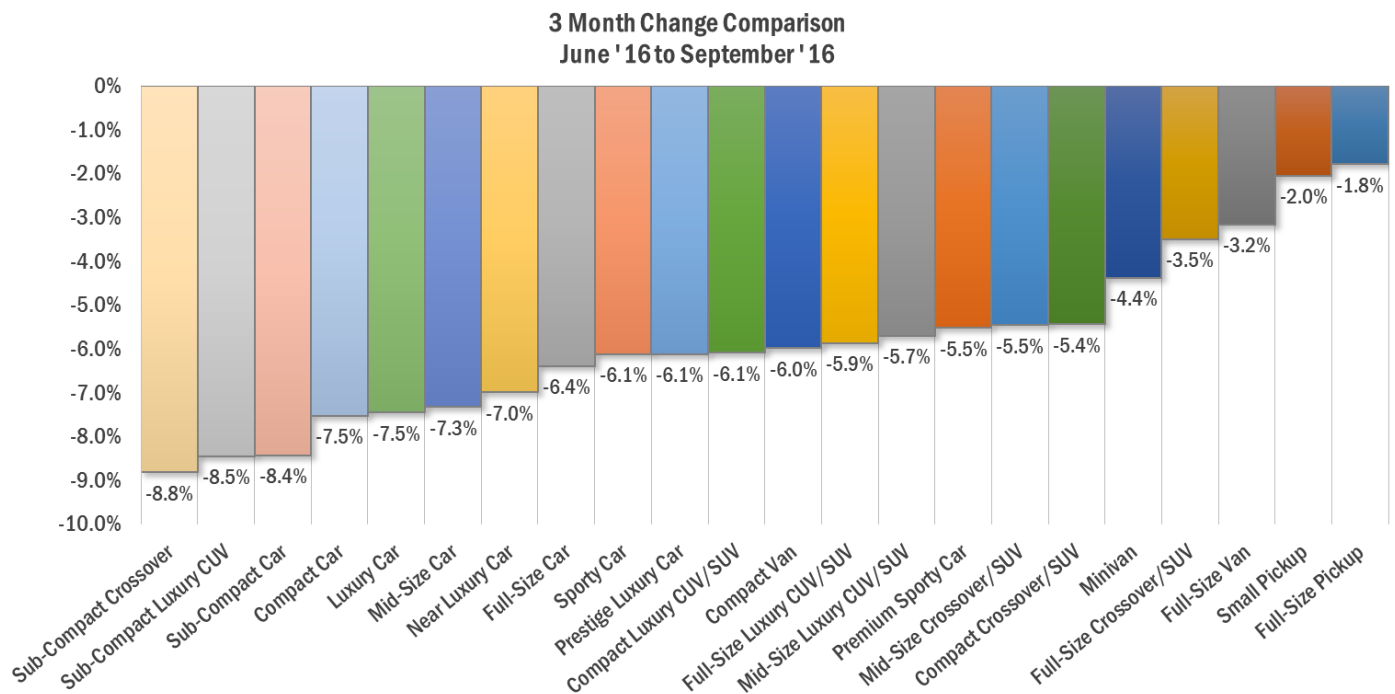
*“Bidding was active and prices were on the strong side today.” Mark from MI*

*“Trucks were in high demand at this location today.” Mark from CA*

*“The market was stable today with 4wd trucks and SUVs leading in demand.” Bob from WA*



## Recent Segment Trends



The chart above shows the depreciation rates in the last 3 months across all segments. Sub-compact segments showed the worst depreciation of over 8% while pickups depreciated the least at around 2%.

## Vehicle Highlight



**2017 Buick Regal** comes in 1SV, GS, Leather, Premium II and Sport Touring trim levels. The base MSRP starts at \$27,990 including factory destination charge. A 182-hp 2.4-liter and front-wheel drive are standard; a 259-hp 2.0-liter turbo and all-wheel drive are optional. Close competitors include Audi A4, BMW 3 Series, Mercedes Benz C-class, Jaguar XE, Infiniti Q50 and Cadillac CTS.

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