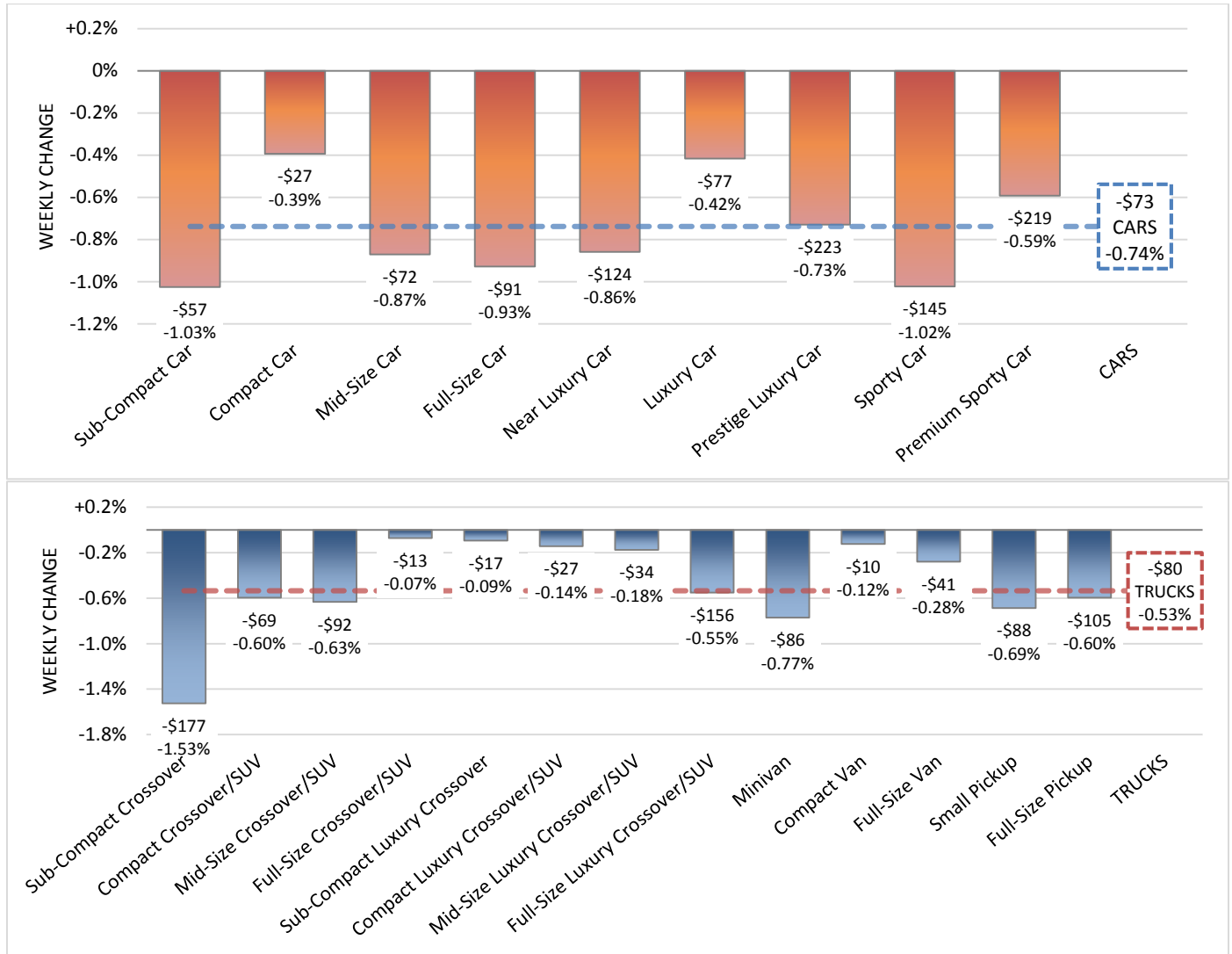




“Sales rates in auctions are reported as stable in most areas, but overall, values are still depreciating at a fairly normal pace.”

Anil Goyal, SVP, Automotive Valuation and Analytics



Model Years: 2008-2014, Volume Weighted Wholesale Average Values, Weekly Change from 12/9/16 to 12/16/16

Sub-Compact Car and Sub-Compact Crossover Values Decline the Most

- Volume weighted, overall car segment values decreased by 0.74% last week, higher than the depreciation rate of 0.61% seen in the previous four weeks.
- Sub-Compact Car, Sporty Car and Full-Size Car segments declined the most by 1.03%, 1.02% and 0.93%, respectively.
- Volume-weighted, overall truck segment (including pickups, SUVs and vans) values decreased by 0.53% last week, similar to the depreciation rate of 0.57% seen in the previous four weeks.
- Sub-Compact Crossover, Minivan and Small Pickup segments declined the most by 1.53%, 0.77% and 0.69%, respectively.

Sentiment from the Auction Lanes

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

“Good market here today with luxury vehicles leading in demand.” Ben from CA

“Normal volume of vehicles and attendance here today with a strong internet presence.” Don from MN

“Sales were brisk today with clean mid-size cars bringing the most demand.” Doug from TN

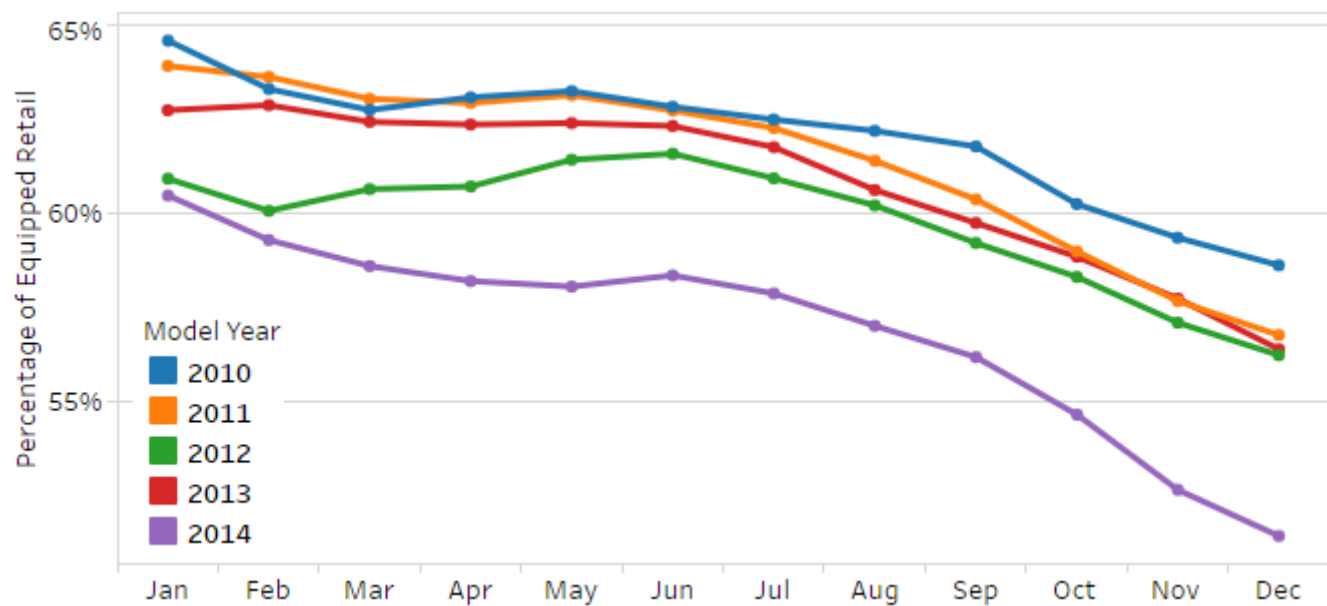
“High demand today for clean, good history, low mileage units but still a higher than normal amount of no-sales.” Gerry from FL

“Better action than the last couple of weeks even with consignment being a bit lower than normal.” Herb from PA

“Good action in this market with trucks and SUV’s leading demand.” James from TN



Retention Trends of 2-Year Old Sporty Cars



Retention trends for 2-year old Sporty Cars have been on a lower trajectory this year with sharper declines in Q4. The retention values are 5-percentage points lower this year for 2014 Model Year vehicles in this segment in comparison to values last year for 2013 Model Year vehicles.

Vehicle Highlight



2017 Chrysler 200 has a base MSRP of \$22,990. Available trim levels include: LX, S Limited and C. A 184-hp 2.4-liter four-cylinder, and front-wheel drive are standard; a 295-hp 3.6-liter V-6 and all-wheel drive are optional. Close competitors include Honda Accord, Mazda 6, Chevrolet Malibu, Toyota Camry, Kia Optima, Hyundai Sonata, and Ford Fusion.

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