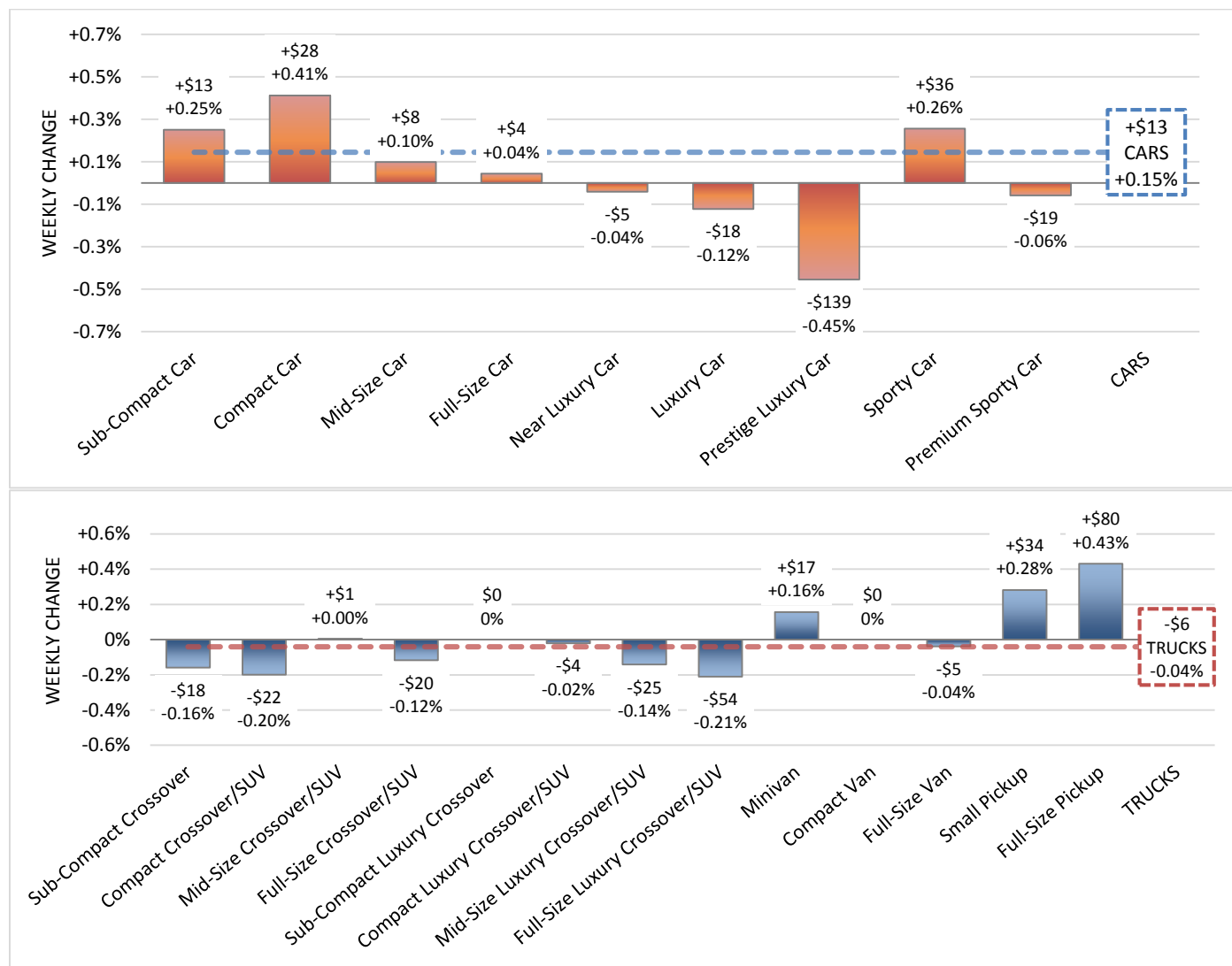




“Entry level cars show seasonal strength in value, driven by demand from tax season buyers, while the luxury segments show some weakness. Pickups are also seeing renewed improvement in values.”

Anil Goyal, Senior Vice President of Automotive Valuation and Analytics



Model Years: 2008-2014, Volume-Weighted Wholesale Average Values, Weekly Change from 3/31/17 to 4/7/17

Compact Cars and Full-Size Pickups: Two Distinctly Different Segments but Showing Same Level of Strength Last Week

- Volume-weighted, overall car segment values increased by 0.15% last week. In comparison, the market showed similar performance increasing on average by 0.15% in the previous two weeks.
- Compact Car, Sub-Compact Car and Sporty Car segments gained the most by 0.41%, 0.25% and 0.26%, respectively.
- Volume-weighted, overall truck segment (including pickups, SUVs and vans) values decreased by just 0.04% last week, lower than the depreciation rate of 0.07% seen in the previous two weeks.
- Full-Size Pickup, Small Pickup and Minivan segments gained the most by 0.43%, 0.28% and 0.16%, respectively.

Sentiment from the Auction Lanes

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

“Lots of action; almost everything seemed to be selling well with trucks and SUVs leading the way.” Mark in CA

“Sellers were holding out for higher bids today creating more no-sales.” Rick in FL

“Dealers are saying that late models are under pressure in the retail world but the market seemed to stabilize at the auction today.” Mark in MI

“Good sale but short on vehicles this week. The vehicles that were there sold well however.” Matt in CO

“Dealers are trying to keep their lots full with a lean toward older, lower price vehicles.” Greg in NV

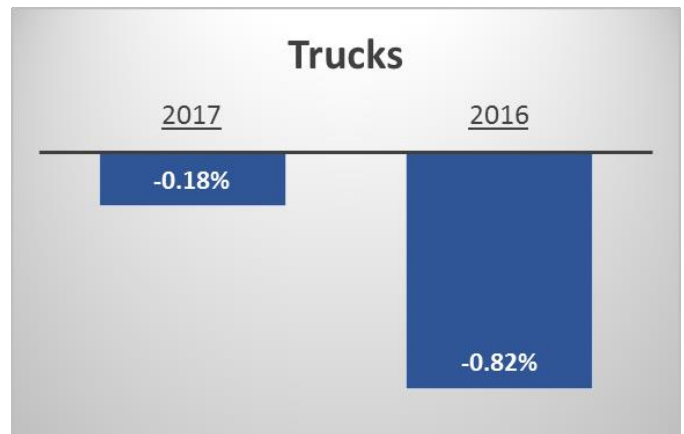
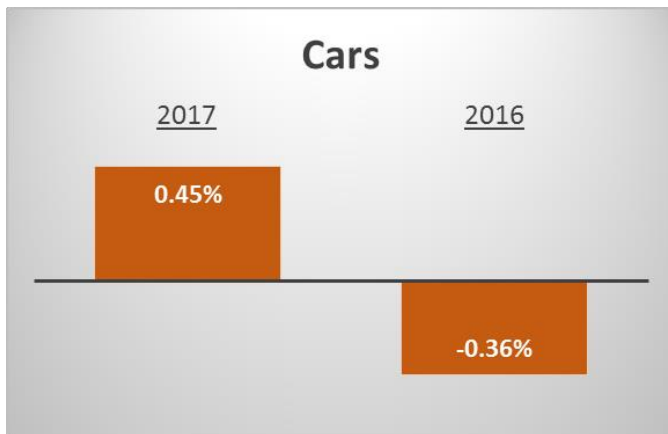
“Inventory and attendance was way down, but prices were stable overall.” Bret in GA

“Most of the buying at the high-line sale was done online, while the regular sale was a stark contrast with crowded lanes. Sales percentages were good for both sales.” Gene in PA



First Three Weeks of Spring

2017 vs 2016: Change in Values Over 3 Weeks Post Spring



Spring season values are stronger this year than during the same time period last year, when the market was muted. It is looking like we will have a normal spring market bounce this year.

Vehicle Highlight



2017 Mitsubishi Lancer is available in ES, LE, SE, and SEL trims. Base MSRP starts at \$18,630 including factory destination charge. A 148-hp 2.0 liter 4-cylinder engine is standard for the ES trim. The LE, SE, and SEL trims are standard with a 168-hp 2.4 liter 4-cylinder engine. Close competitors include the Chevrolet Cruze, Ford Focus, Hyundai Elantra, and Volkswagen Jetta.

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