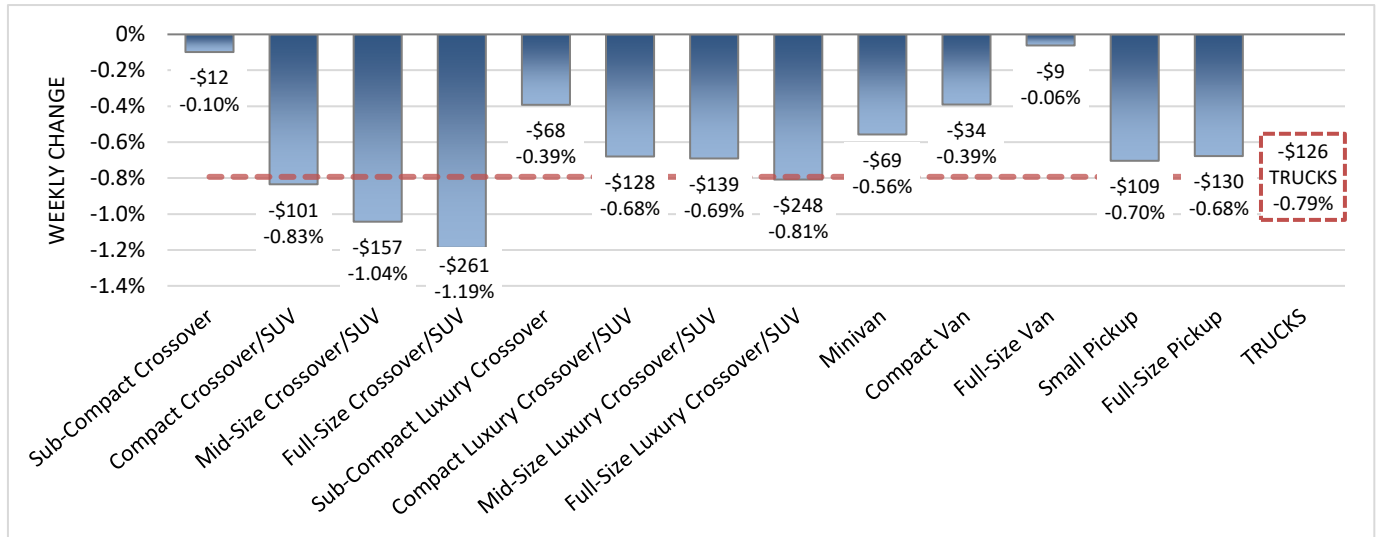
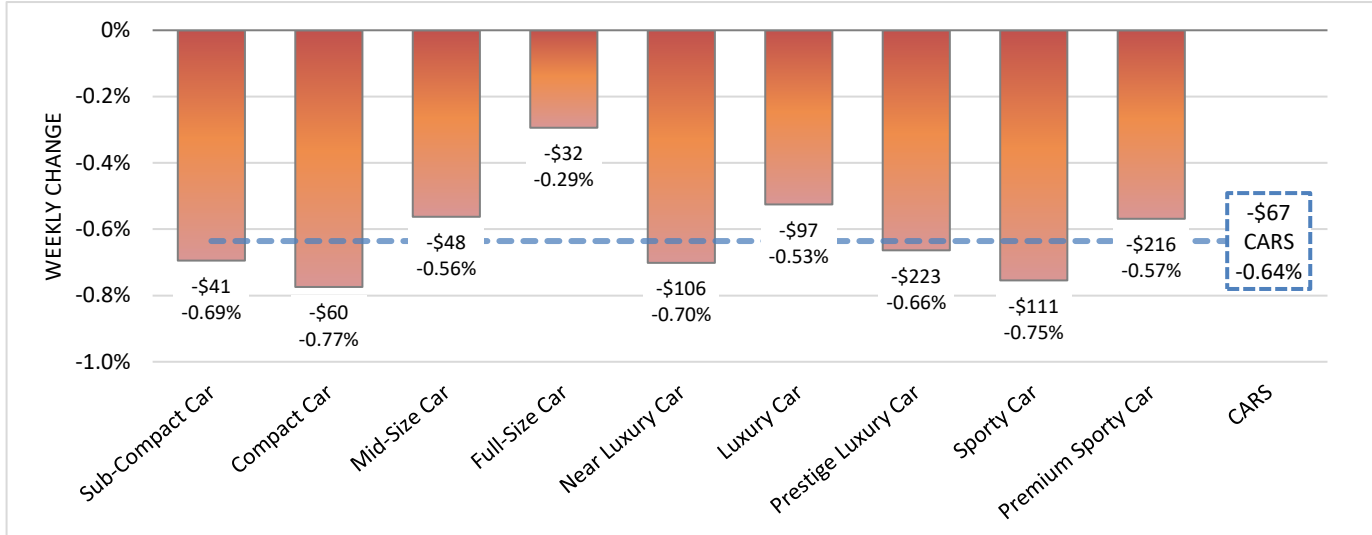




“Used vehicle value trends show typical seasonal patterns with higher depreciation. Last week, light truck values registered the highest weekly decline of the year.”

Anil Goyal, Executive Vice President, Operations



Model Years: 2010-2016, Volume Weighted Wholesale Average Values, Weekly Change from 11/23/18 to 11/30/18

### Broad Market Decline in Values

- Volume-weighted, overall car segment values decreased by 0.64% last week. In comparison, the market values had decreased by 0.56% on average during the prior 4-week period.
- In cars, the Compact Car segment experienced the biggest drop.
- Volume-weighted, overall truck segment (including pickups, SUVs and vans) values decreased by 0.79% last week. In comparison, the market values had decreased by 0.42% on average during the prior 4-week period.
- In trucks, the Full-Size Crossover/SUV segment experienced the biggest drop.

## Sentiment from the Auction Lanes

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

*"We are having more no-sales, but the overall market remains fairly steady for late fall." Gerry in FL*

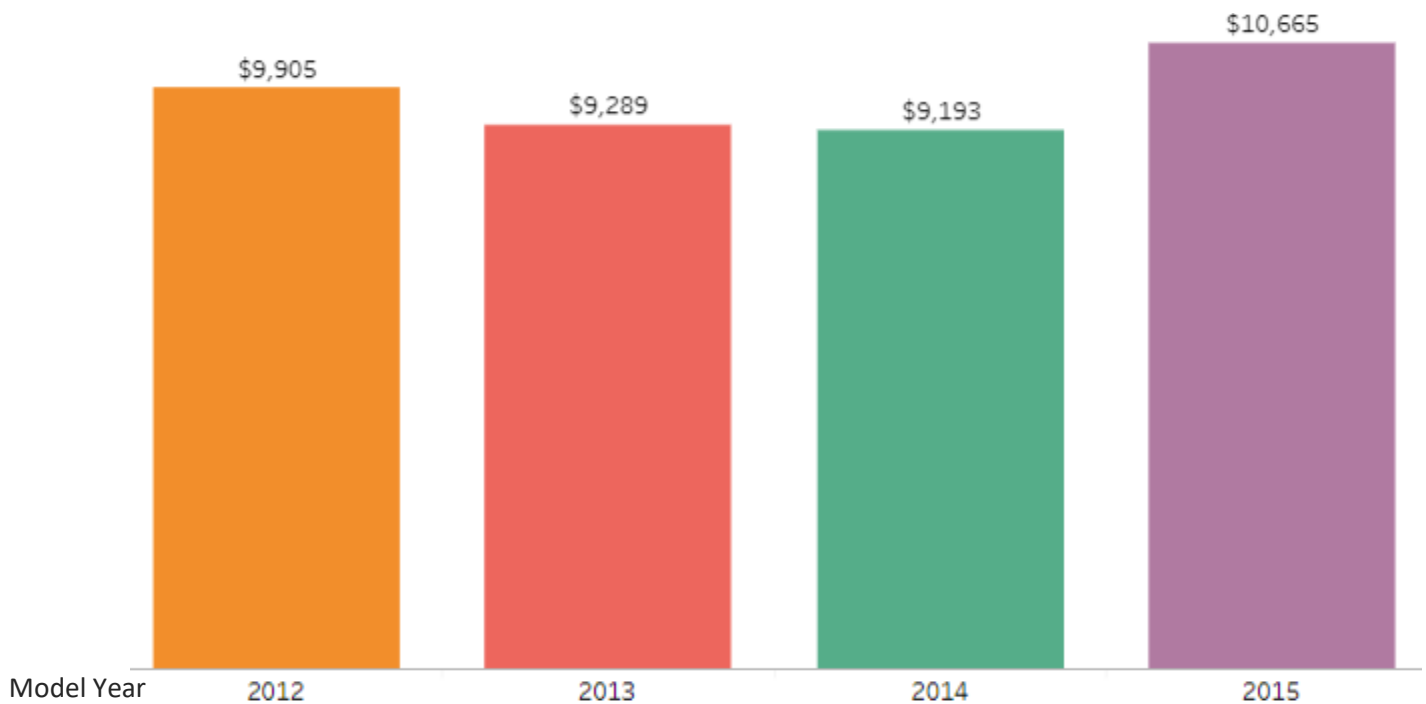
*"Dealer attendance was good, as was the bidding and selling." Dick in WI*

*"The market is a little sluggish, but anything in clean condition continues to sell." Tim in IN*

*"The most common complaint from the dealers was the continued high prices paid to secure inventory." Mark in CA*



## Three-Year Old Compact Car Values In November of Model Year + 3



source: [Black Book Visual Analytics](#)

The Wholesale Average value of a three-year old typically-equipped Compact Car jumped up by \$1,694 to \$10,665 (comparing 2015 MY vehicles in Nov 2018 to 2014 MY vehicles in Nov 2017). This reverses the trend seen in the past couple of years of dropping values on compact cars.

## Vehicle Highlight



**2019 Hyundai Veloster Turbo** is offered in a 1.6L Turbo GDI 4-cylinder engine producing 201 hp and 195 lb-ft of torque mated to either a 6-speed manual transmission or 7-speed DCT. It is offered in either an R-Spec, Turbo Base or Turbo Ultimate trims, ranging from a sportier suspension set-up to upgraded interior/exterior features. MSRP with destination starts at \$23,785 and the key competitors include the Honda Civic Si, VW Golf GTI and Ford Fiesta ST.

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