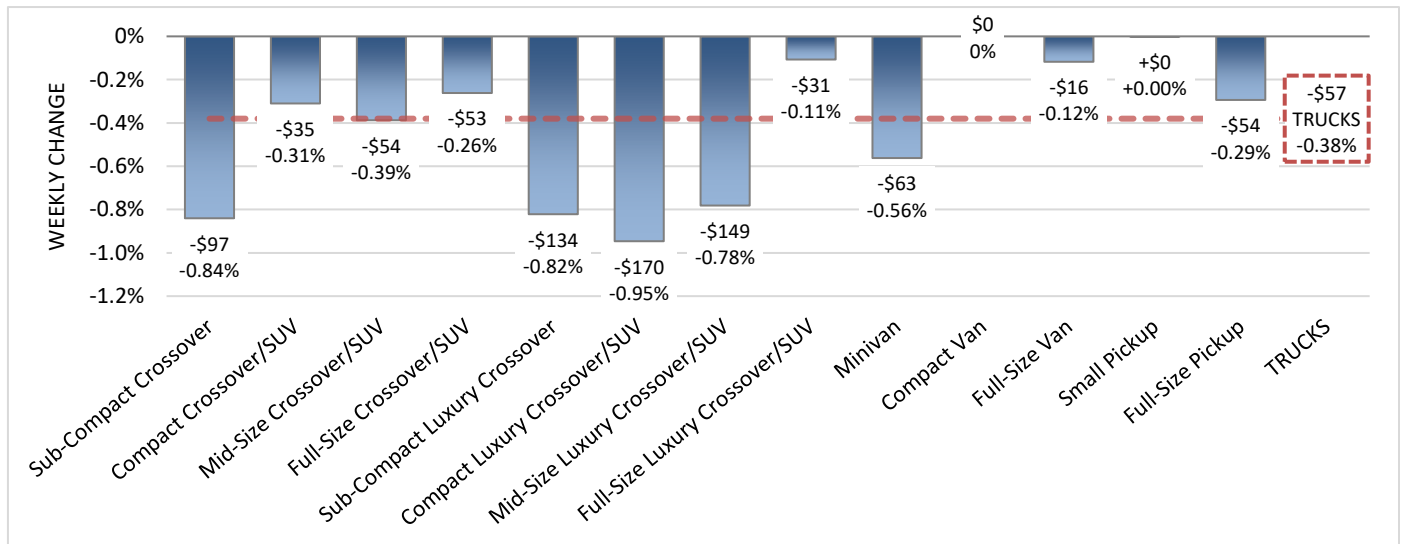
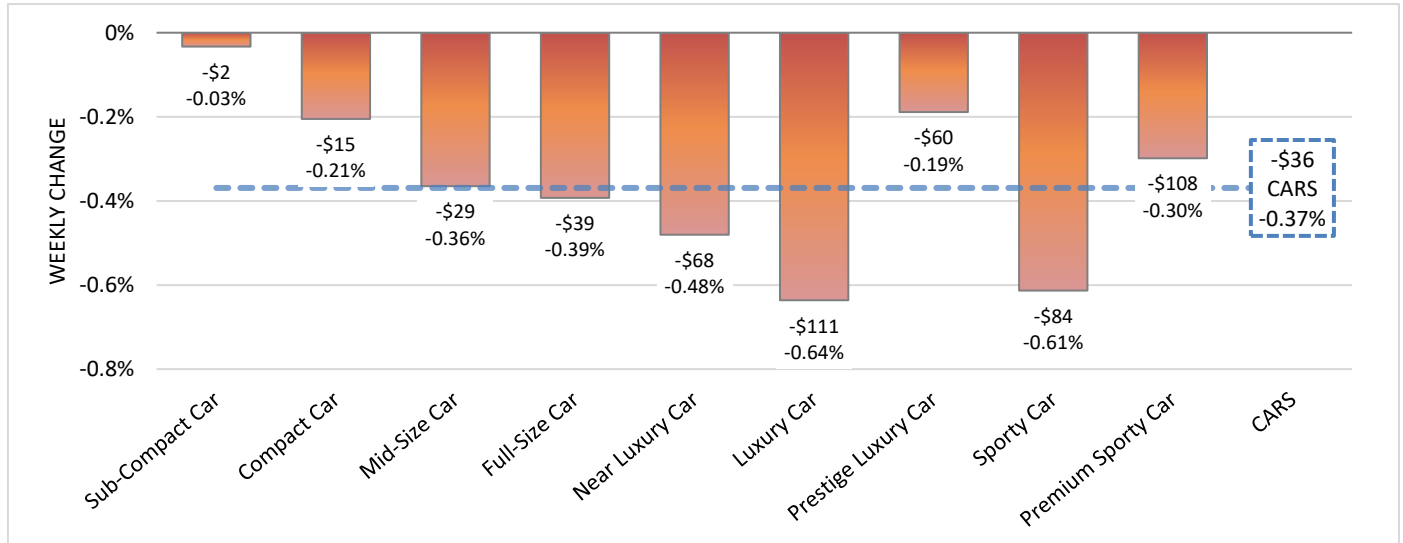




“The depreciation rates on used vehicles improved a little last week. Bidding in auction lanes was strong ahead of President’s Day.”

Anil Goyal, Executive Vice President, Operations



Model Years: 2010-2016, Volume Weighted Wholesale Average Values, Weekly Change from 2/8/19 to 2/15/19

Depreciation Rates Improve

- Volume-weighted, overall car segment values decreased by 0.37% last week. In comparison, the market values had decreased by 0.56% on average during the prior 4-week period.
- In cars, the Luxury Car and Sporty Car segments experienced the biggest drop.
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by 0.38% last week. In comparison, the market values had decreased by 0.48% on average during the prior 4-week period.
- In trucks, Compact Luxury Crossover/SUVs experienced the biggest drop.

Sentiment from the Industry

Key comments from auction lanes and industry observers:

“The auction was packed with dealers and prices were stable. Bidding was active and most of the no-sales were due to unrealistic floors.” Derik in SC

“Consignment was low and nice vehicles are scarce, which made for a typical February sale which involves sporadic sales in the lanes.” Tim in IN

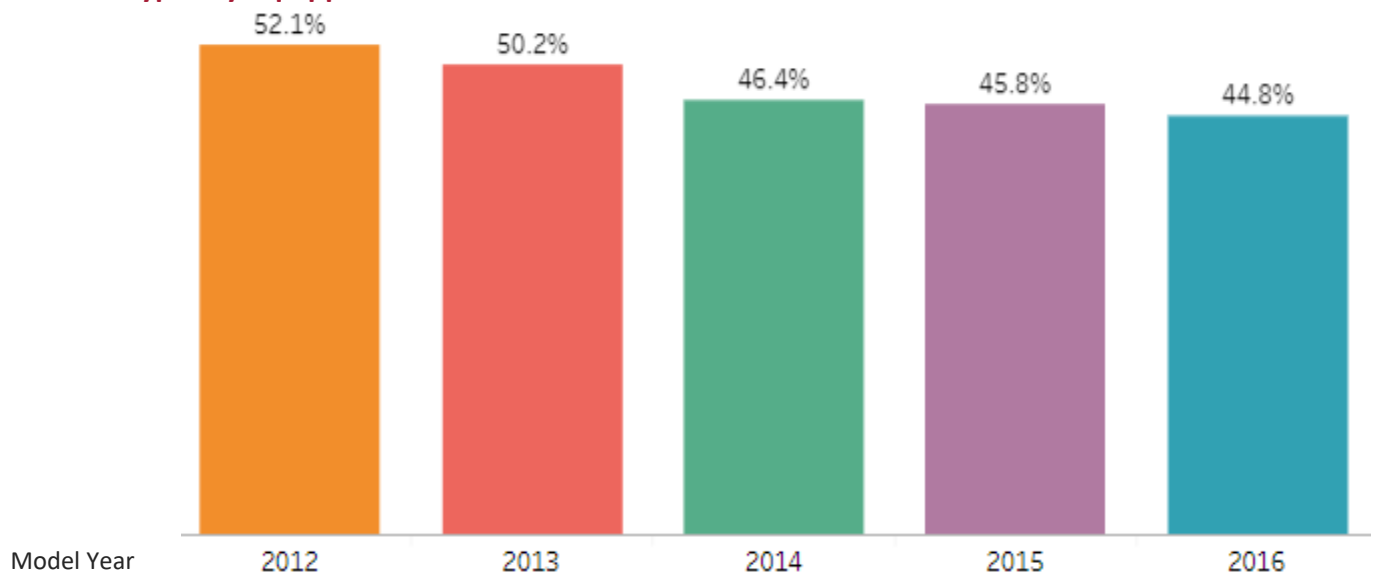
“Dealers are looking for vehicles with low miles and a clean history report. They say that retail is slow but improving.” Gerry in FL

“SUVs in the \$10,000 - \$20,000 range attracted the most attention and bids. The consignors said that the market improved slightly from last week which is positive news.” Bob in MA



Three-Year Retention on Near-Luxury Cars

Percent of Typically-Equipped MSRP



source: [Black Book Visual Analytics](#)

Near-luxury cars have seen a gradual decline in retained value over the last several years. Currently, the Model Year 2016 vehicles in this segment are valued at 44.8% of original typically-equipped MSRP.

Vehicle Highlight



The 2019 Porsche Panamera comes standard with a 3.0L Turbocharged V6 engine capable of 330hp and 331 lb-ft of torque (base models). This four-door Premium Sporty Car has a top track speed of 164 mph and can go from 0-60 in 5.4 seconds. MSRP for the Panamera starts at \$87,550, including destination fees, and its main competition includes the BMW 5 series, Audi A7/S7, and Mercedes Benz E Class.

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