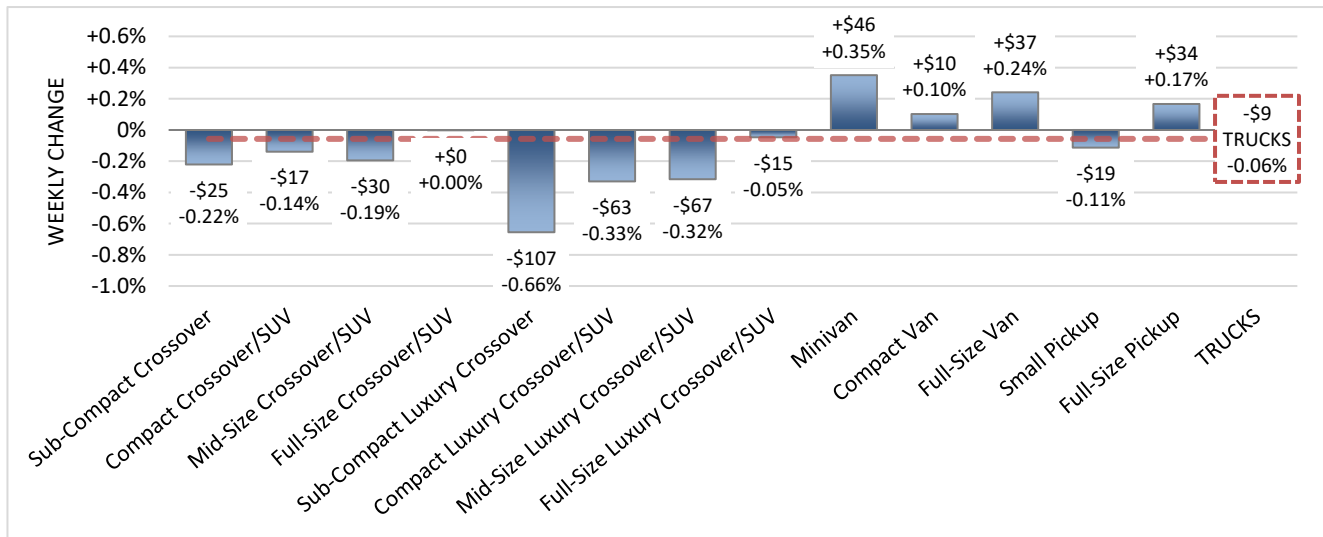
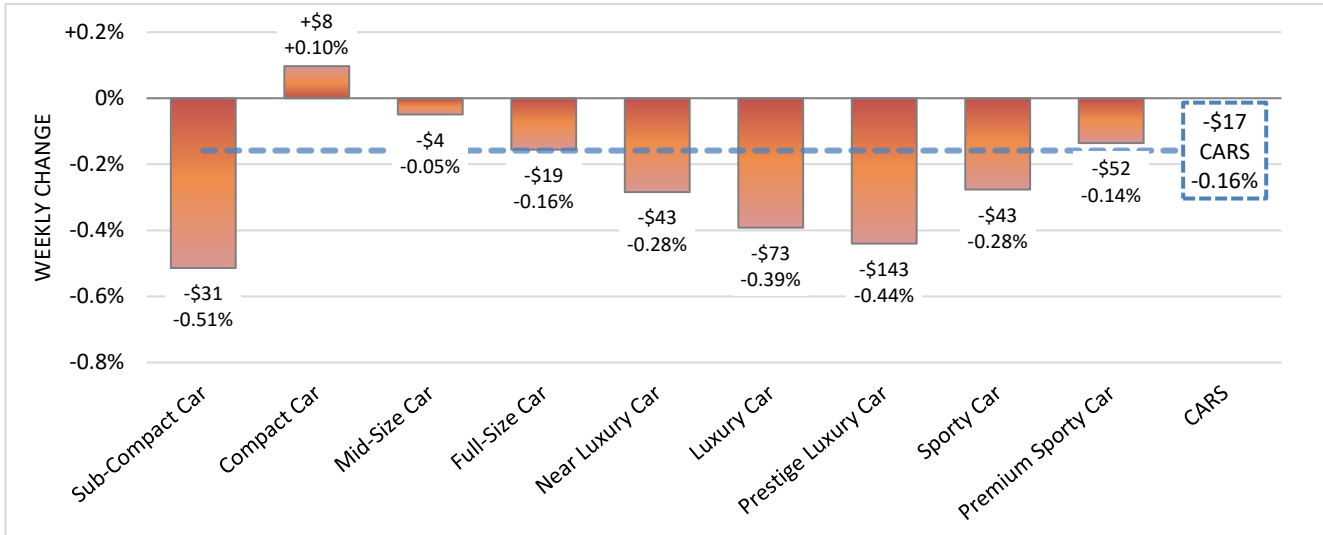




“Strong valuation trends were seen across the majority of vehicle segments last week. Good bidding combined with reduced inventory in the auctions resulted in strong sales percentages.”

Anil Goyal, Executive Vice President, Operations



Model Years: 2011-2017, Volume Weighted Wholesale Average Values, Weekly Change from 8/2/19 to 8/9/19

Spring-Season Strength in Summer

- Volume-weighted, overall car segment values decreased by 0.16% last week. In comparison, the market values had decreased by 0.45% on average during the prior 4-week period.
- In cars, the values of Sub-Compact Cars decreased the most.
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by 0.06% last week. In comparison, the market values were down by 0.20% on average during the prior 4-week period.
- In trucks, the values of Sub-Compact Luxury Crossover/SUVs decreased the most.

Sentiment from the Industry

Key comments from auction lanes and industry observers:

“Retail has picked up here and that includes both new and used. Every seller at the auction today was pleased with the money received for their vehicles.” Bob in MA

“Volume was down but a really strong sales percentage more than made up for the reduced inventory. It had the feel of a spring-like sale.” Derik in GA

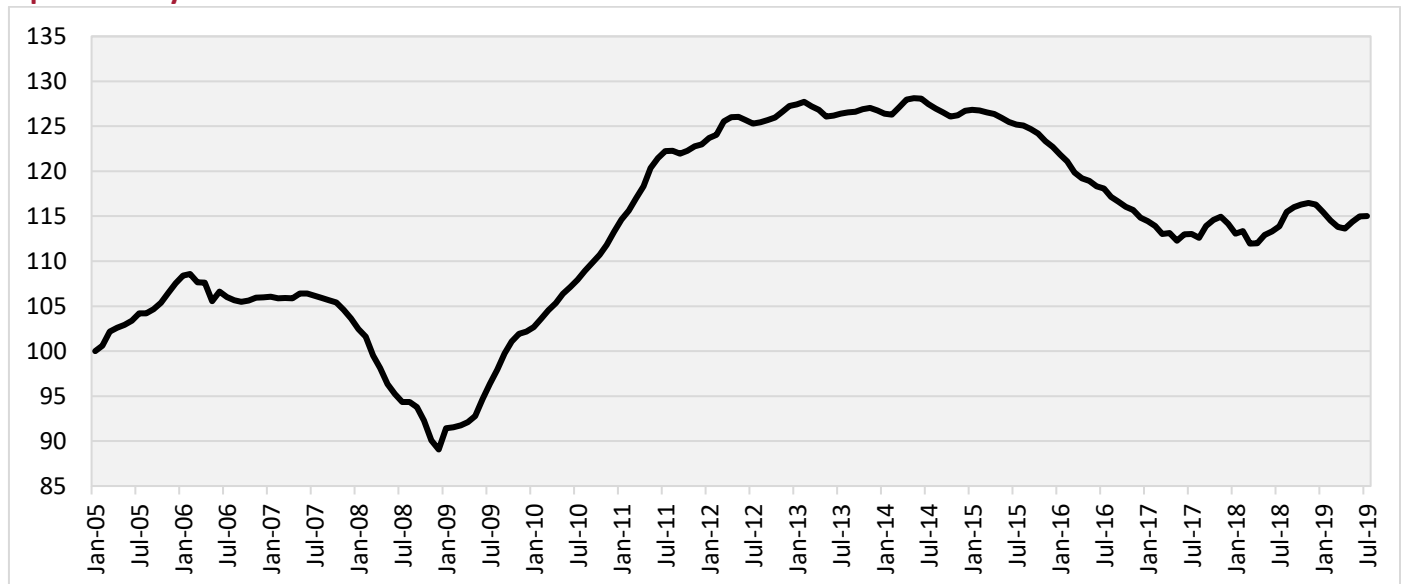
“Bidding was good today as retail activity remains fairly good in our market. One very positive sign is that dealers are no longer talking about credit availability as an issue.” Mark in MI

“The dealers were more positive and reported that the dealership phones are ringing.” Gerry in FL



Black Book Retention Index

Updated July 2019



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	113.1	113.3	112.0	112.0	112.9	113.3	113.9	115.5	116.0	116.3	116.5	116.3
2019	115.4	114.5	113.8	113.6	114.4	115.0	115.0					
YOY%	2.1%	1.0%	1.7%	1.4%	1.3%	1.5%	1.0%					
MOM%	-0.7%	-0.8%	-0.6%	-0.2%	0.7%	0.5%	0.0%					

source: [Black Book Index](#)

The Index was flat in July at 115.0 after dropping slightly in the first four months of the year and then rising in May and June. Compact Crossover/SUV segment registered the highest increase.

Vehicle Highlight



2019 Jaguar F-Pace 30t Portfolio is equipped with an Ingenium 2.0-liter 4-cylinder turbocharged engine producing 296 hp driving all 4 wheels through an 8-speed automatic transmission. This five-passenger SUV offers lane-keep assist, emergency braking and new parking sensors as well as a minor exterior facelift. MSRP with destination starts at \$64,625 and the key competitors include the Audi Q5 Prestige, BMW X3 XDrive30i, and Volvo XC60 T6 – Inscription.

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