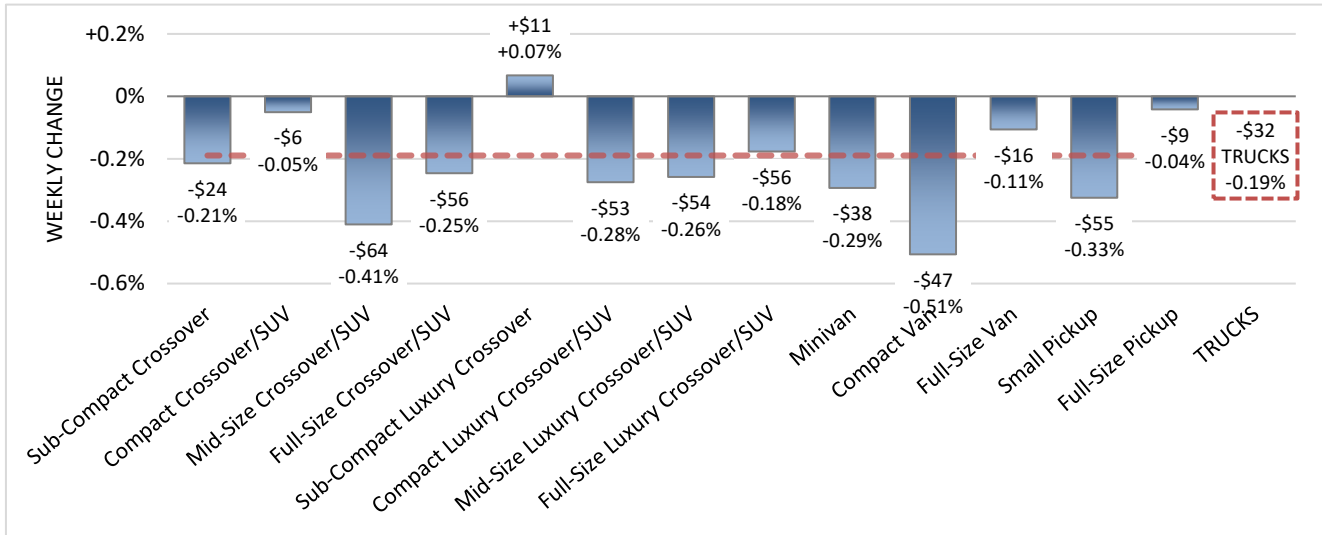
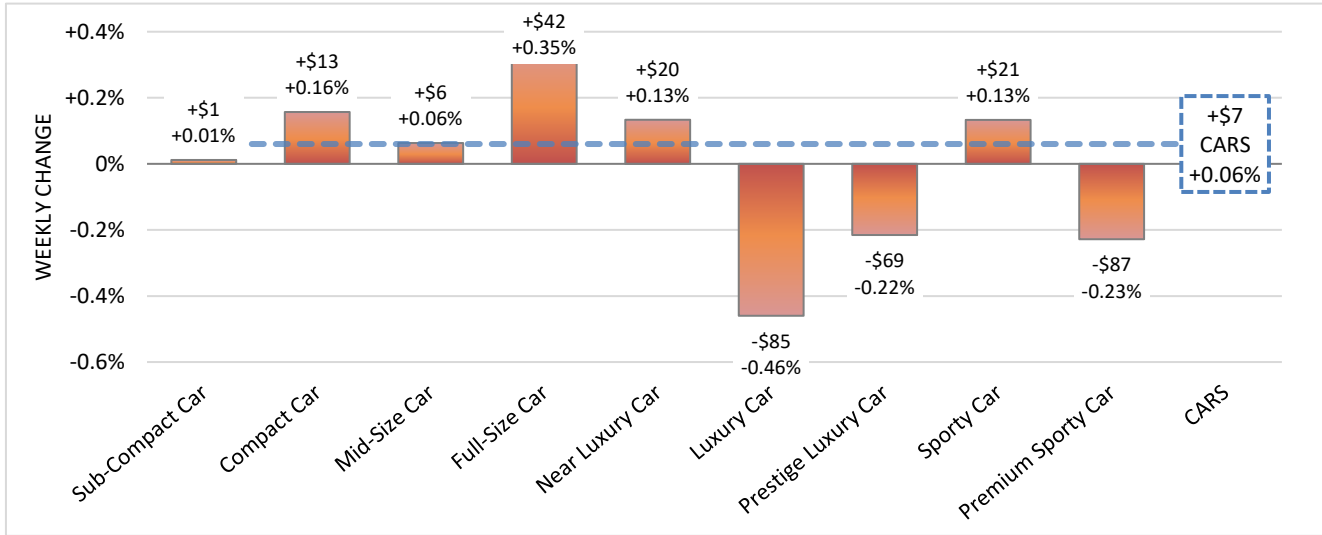


“As opposed to the typical weakness seen in the summer, the market is experiencing sustained strength. Mainstream sedans were particularly strong last week.”

Anil Goyal, Executive Vice President, Operations



Model Years: 2011-2017, Volume Weighted Wholesale Average Values, Weekly Change from 8/16/19 to 8/23/19

Summer Strength Continues

- Volume-weighted, overall car segment values increased by 0.06% last week. In comparison, the market values had decreased by 0.14% on average during the prior 4-week period.
- In cars, the values of Luxury Cars decreased the most.
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by 0.19% last week. In comparison, the market values were down by 0.10% on average during the prior 4-week period.
- In trucks, the values of Compact Vans decreased the most.

Sentiment from the Industry

Key comments from auction lanes and industry observers:

“Trucks and SUVs were in high demand today. Dealers here remain upbeat even with the dreadfully hot weather.” Greg in NV

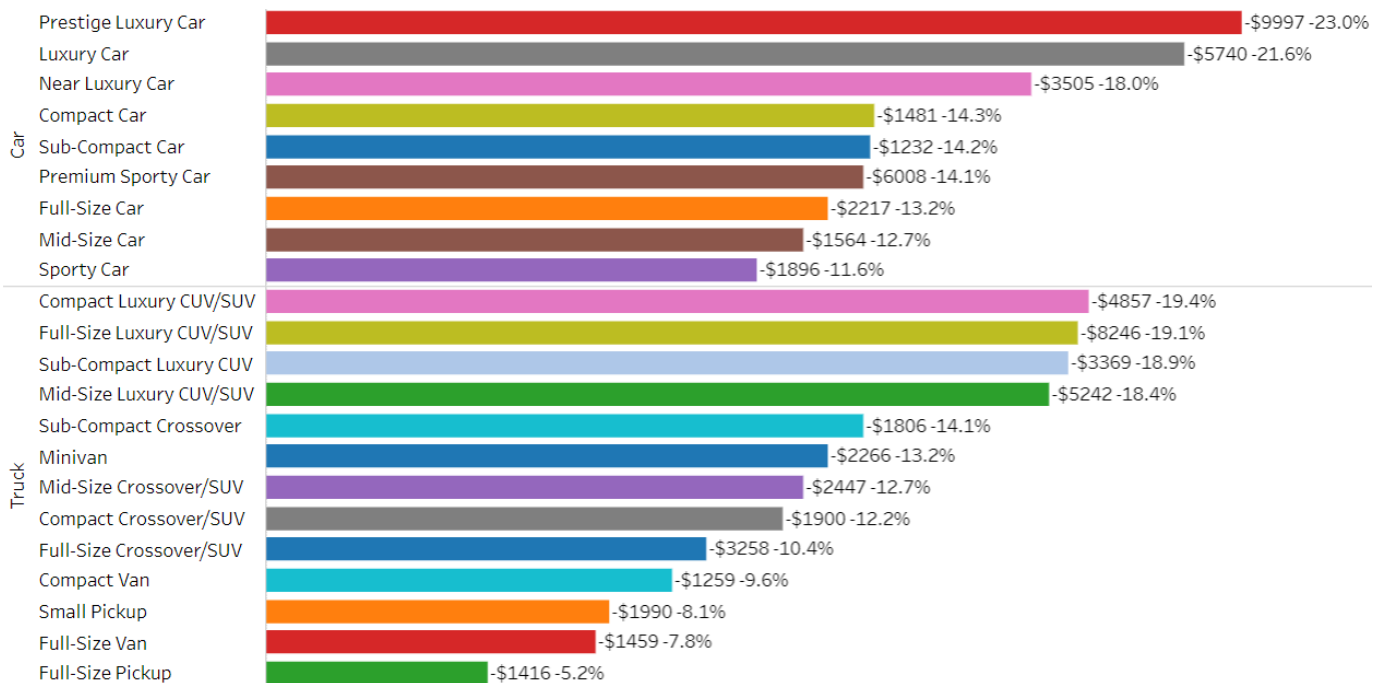
“They sold almost everything in many lanes here. Passenger cars, trucks and SUVs under 12k sold the best in any lane.” Mark in GA

“Consignment was down quite a bit today. One segment that stood out today was the 3 or 4-year-old full size SUVs.” Mark in MI

“The auction results remain steady. The units with good history sold. However, some dealers are starting to complain about a lack of retail traffic at their store.” Gerry in FL



12-Month Depreciation on 2- to 6-Year Old Vehicles Aug 2018 - Aug 2019



source: [Black Book Visual Analytics](#)

For all the talk about crossovers and SUVs, it is interesting that Mid-Size Cars have depreciated about the same as Compact to Mid-Size Crossovers/SUVs in the past 12 months. With more consumers looking for affordable options in the used market, typical 3-year old Mid-Size Cars are about \$1,800 lower than Compact Crossovers.

Vehicle Highlight



2020 Acura RDX is equipped with a 2.0L I4 Turbocharged engine, driven by a 10-speed automatic transmission, producing 272 hp and 282 lb-ft of torque. It has an available technology package, advanced package and A-Spec package that provides a range of technology, convenience and sporty features. MSRP with destination starts at \$38,595 (additional \$2,000 for the SH-AWD system) and the key competitors include the INFINITI QX50, Audi Q5, BMW X3 and Volvo XC60.

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