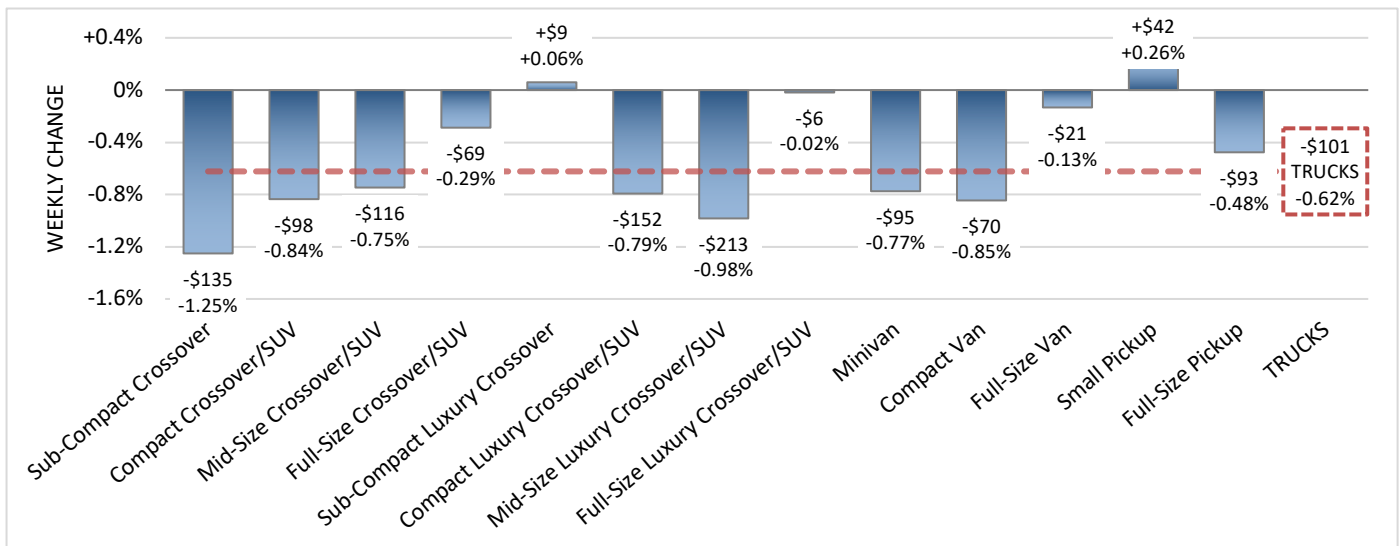
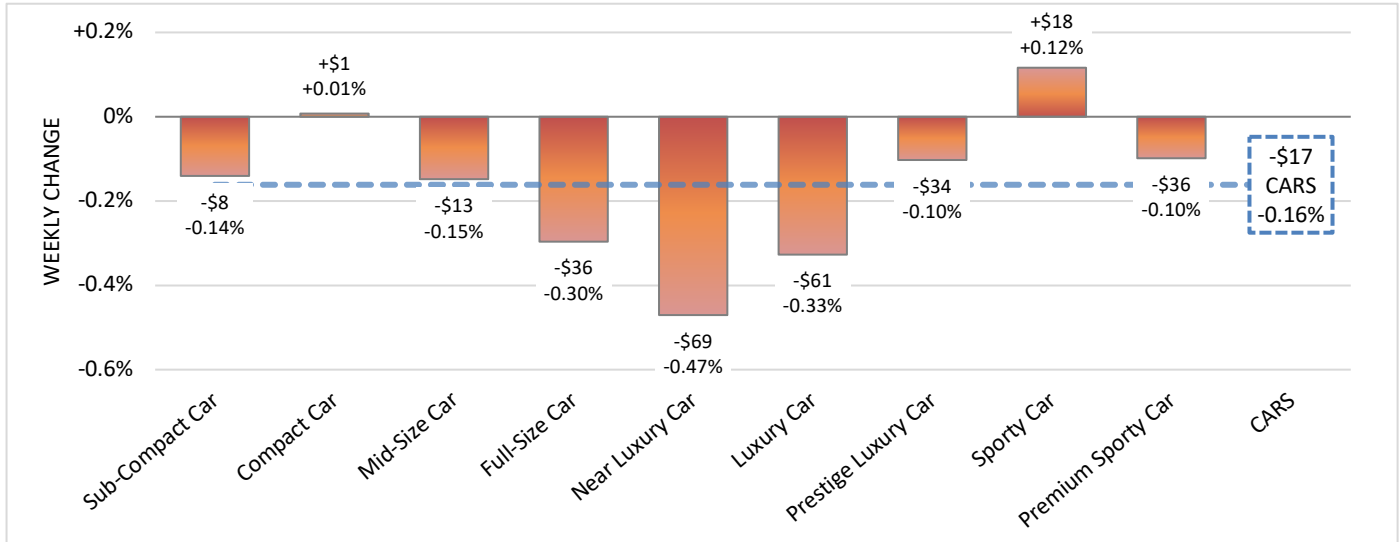


“After a blast of cold air hit much of the East Coast last week, the auctions were heating up. Compact Cars were hit hard at the onset of COVID-19, but they’ve found the bottom and are now a great value buy.”

Laura Wehunt, Vice President, Automotive Valuations



Model Years: 2012-2018, Volume Weighted Wholesale Average Values, Weekly Change from 5/8/20 to 5/15/20

Compact Cars and Small Pickups Rebound

- Volume-weighted, overall car segment values decreased by -0.16% this past week. This is closer to a typical depreciation for the car segments this time of year. During this same week last year, overall car segments depreciated -0.05%.
- Not only did Compact Cars increase, but the improving picture for the Sporty Cars segment continued with an overall increase of 0.12%. During this same week last year, this segment increased 0.36%.
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by -0.62% last week.
- Like Compact Cars, after 7 weeks of falling prices, Small Pickups changed direction this past week and increased 0.26%. During this same week last year, this segment increased 0.44%.

Sentiment from the Industry

Key comments from auction lanes and industry observers:

“Bidders have become more comfortable bidding online, as long as they have the opportunity to preview the inventory in person. Our average sales price is creeping back to normal as well.” Brandon in TX

“Our sale rate went up to 74% today. This was also our first week that we stopped waiving the buyer and seller fees.” Kline in SC

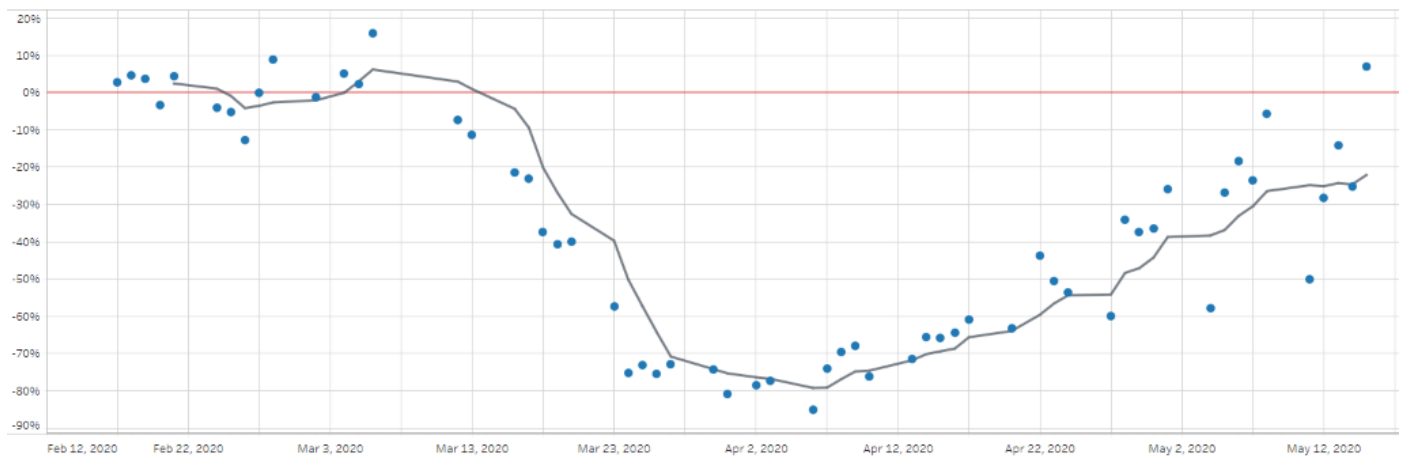
“In the absence of a physical sale, we are missing the sales that we previously would have gotten through post-sale chatter with dealers.” Mike in GA

“Our first week with buyers and sellers on the lanes resulted in a 60% sale rate, but our second week was 70%.” Anna Kate in GA

“Floor traffic has picked up in the last 2 weeks, and we sold more vehicles in the last week than we did the previous 2 weeks.” Jon in NC



Auction Sales Volume



source: [Black Book Visual Analytics](#)

We continue to see a rebound in volume from the wholesale market. The number of sales bottomed out around 80% year-over-year decline when most auctions initially closed their physical sales (and some closed entirely) at the end of March. For more details, check out our weekly COVID-19 Market Update.

Vehicle Highlight

2020 Chevrolet Spark is equipped with a 4-cylinder engine that drives the front wheels through a CVT or a 5-speed manual transmission. Apple CarPlay and Android Auto are standard on the 7-inch central touchscreen display. Available safety and driver assistance features include forward-collision warning, lane-departure warning and rear parking sensors. MSRP with destination starts at \$14,395 and the key competitors include the Toyota Yaris, Nissan Versa, and Mitsubishi Mirage.



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