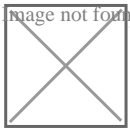




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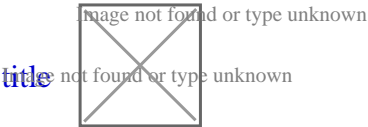
## Motor Vehicle Markets: Q3 2017

November 26, 2017

2 MIN READ

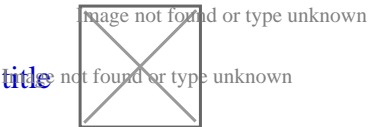
### New Vehicle Sales

#### WardsAuto 10 Best-Selling U.S. Cars and Trucks



*Click image to enlarge chart*

#### WardsAuto U.S. Light Vehicle Sales by Company



*Click image to enlarge chart*

### Current Used Vehicle Market Conditions

October 2017 Kontos Commentary

By Tom Kontos Executive Vice President, ADESA Analytical Services

*The following commentary is produced monthly by Tom Kontos, Executive Vice-President, ADESA Analytical Services. ADESA is a leading provider of wholesale used vehicle auctions and ancillary remarketing services.*

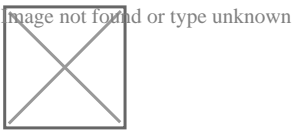
As part of the KAR Auction Services family, ADESA works in collaboration with its sister company, Insurance Auto Auctions, a leading salvage auto auction company, to provide insights, trends and highlights of the entire automotive auction industry.

## Summary

Average wholesale prices in October were down only modestly month-over-month and were up year-over-year, bolstered by lingering impacts from hurricanes Harvey and Irma.

## Details

According to ADESA Analytical Services' monthly analysis of Wholesale Used Vehicle Prices by Vehicle Model Class1, wholesale used vehicle prices in October averaged \$10,977—down 0.6% compared to September and up 4.2% relative to October 2016. Prices were flat or down on a month-over-month basis for all model class segments, but were up year-over-year for all but fullsize cars.



*Click image to enlarge chart*

Prices were up on an annual basis even when holding constant for sale type, model-year age, mileage, and model class segment, as seen in the following table:



*Click image to enlarge chart*

Strong truck demand in Texas in the aftermath of Harvey may be a contributing factor to the strength of Midsize SUV/CUV prices. Average wholesale prices for used vehicles remarketed by manufacturers were up 0.6% month-over-month and up 5.7% year-over-year. Prices for fleet/lease consignors were down 1.6% sequentially but up 4.5% annually. Average prices for dealer consignors were down 0.3% versus September and up 7.5% relative to October 2016. October CPO sales were down 9.8% from the prior month and down 3.3% year-over-year, but are up 0.6% on a year-to-date basis, according to figures from Autodata.



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