

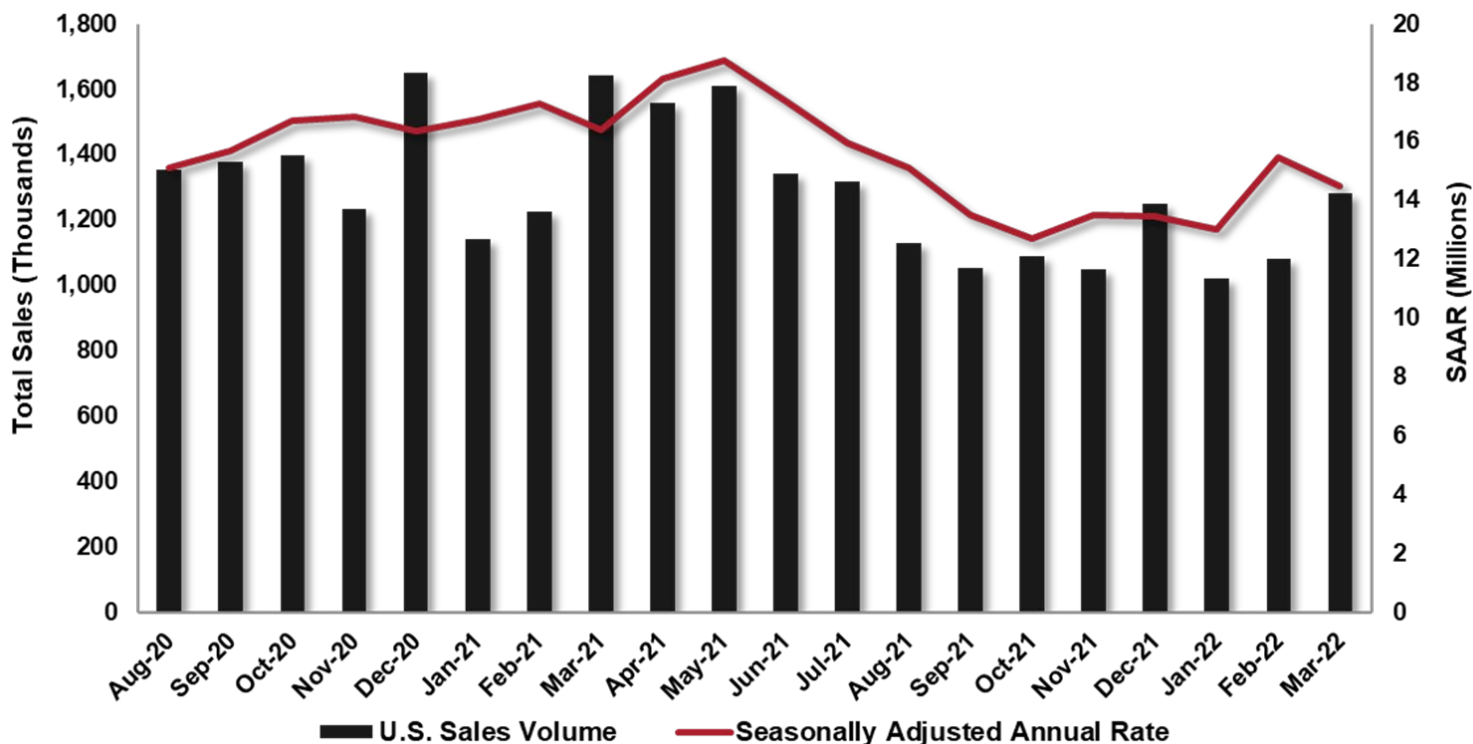
# Industry Trends

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March – April 2022

# ACQUISITION

## U.S. Sales Volume by Month & SAAR All Manufacturers



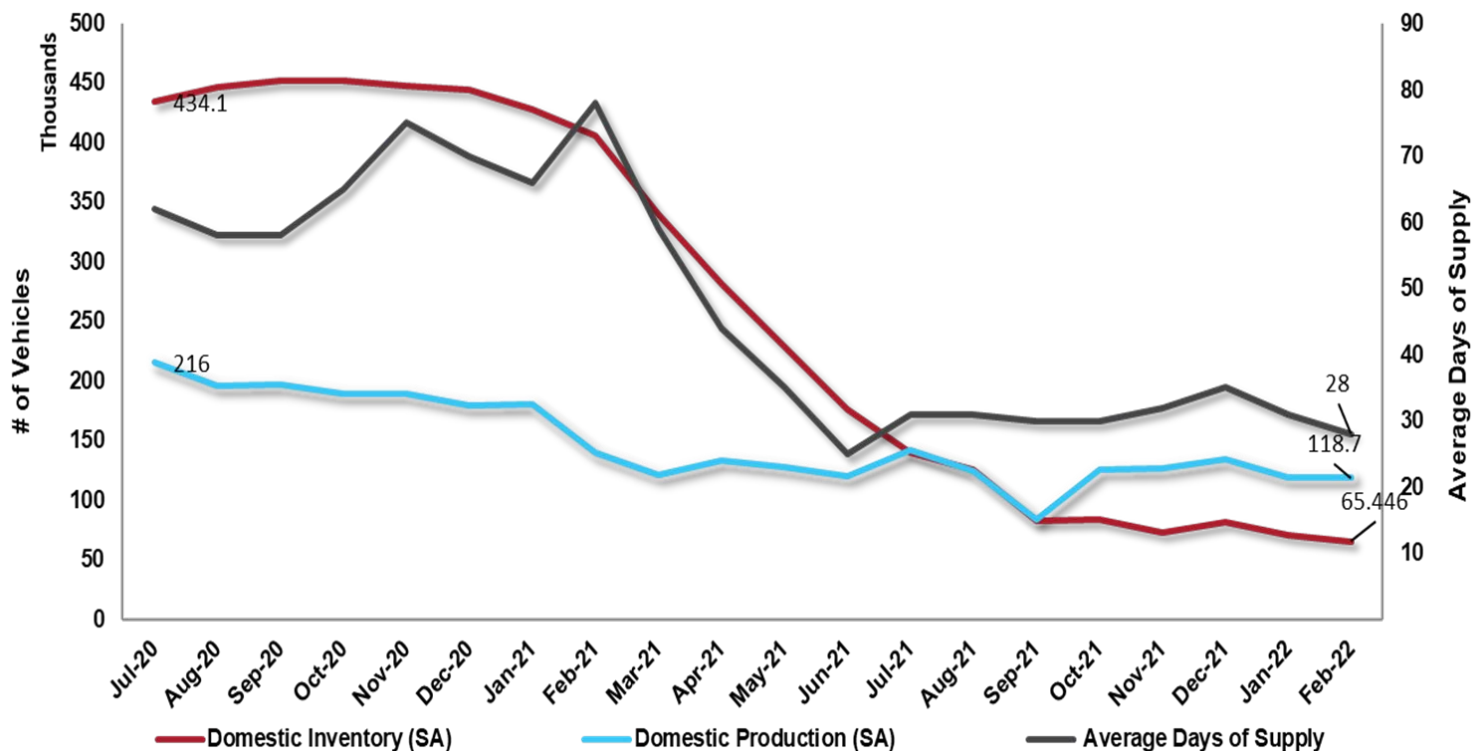
### All US Sales

- March's US vehicle sales increased by 6.91% M/M
- Passenger vehicles sales decreased by 9.8% M/M, and light truck decreased by 3.2% M/M
- March's light trucks sales accounted for 79.3% of all sales

### Fleet Sales Only

- In March 176,322 total fleet units were sold, a 4% M/M decrease.
- March's new vehicle purchases is a 22% decrease from March 2021

## Dealer Inventory & Days of Supply

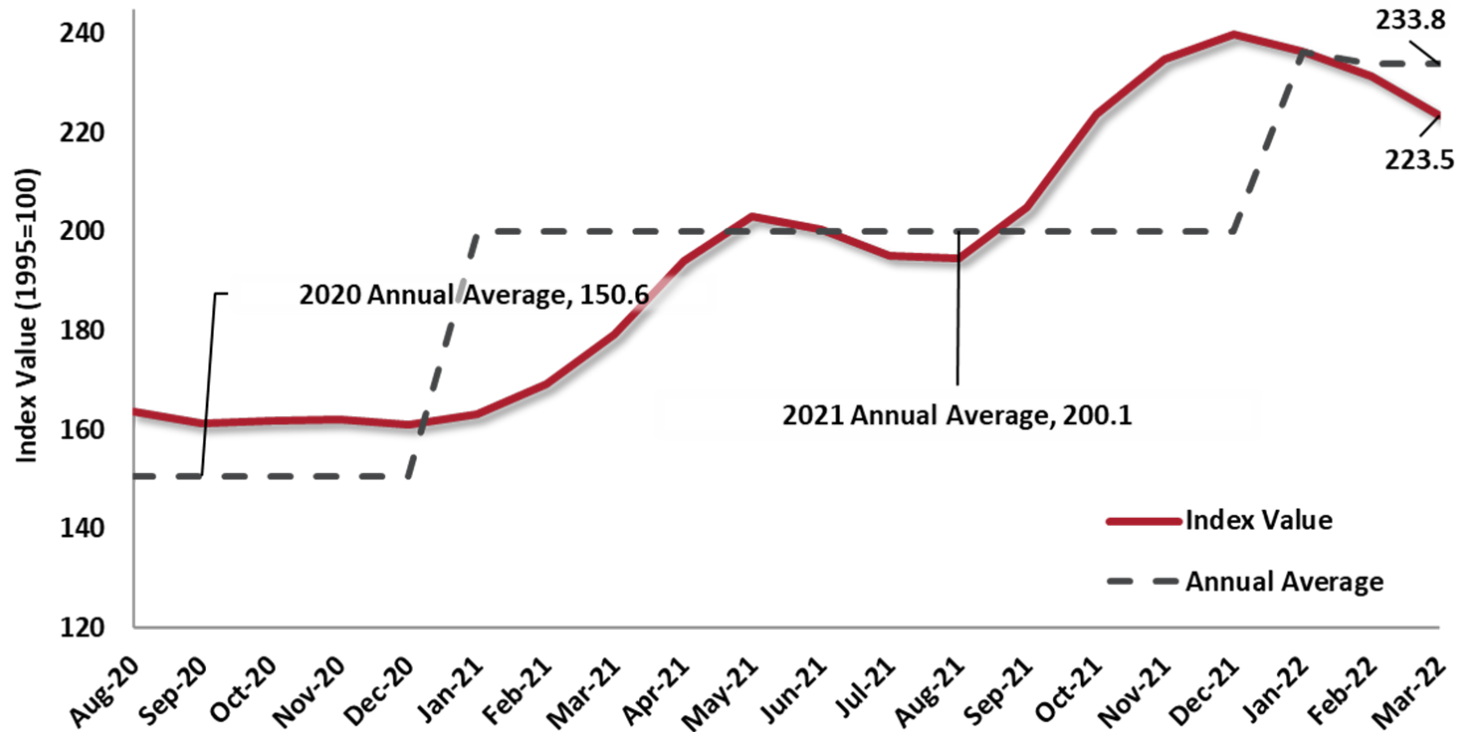


- New vehicle inventories have decreased slightly, Domestic inventory for February is still down 84% Y/Y.
- The average dealership days' supply has decreased slightly to 28 compared with 68 days in February 2020.
- New vehicle production remained steady M/M and Y/Y production is still down 15%

- February new-vehicle prices dipped for the second straight month
- The average price decreased to \$42,364, which is still 12.9% higher Y/Y

# WHOLESALE RESALE MARKET

## Manheim Used Vehicle Value Index

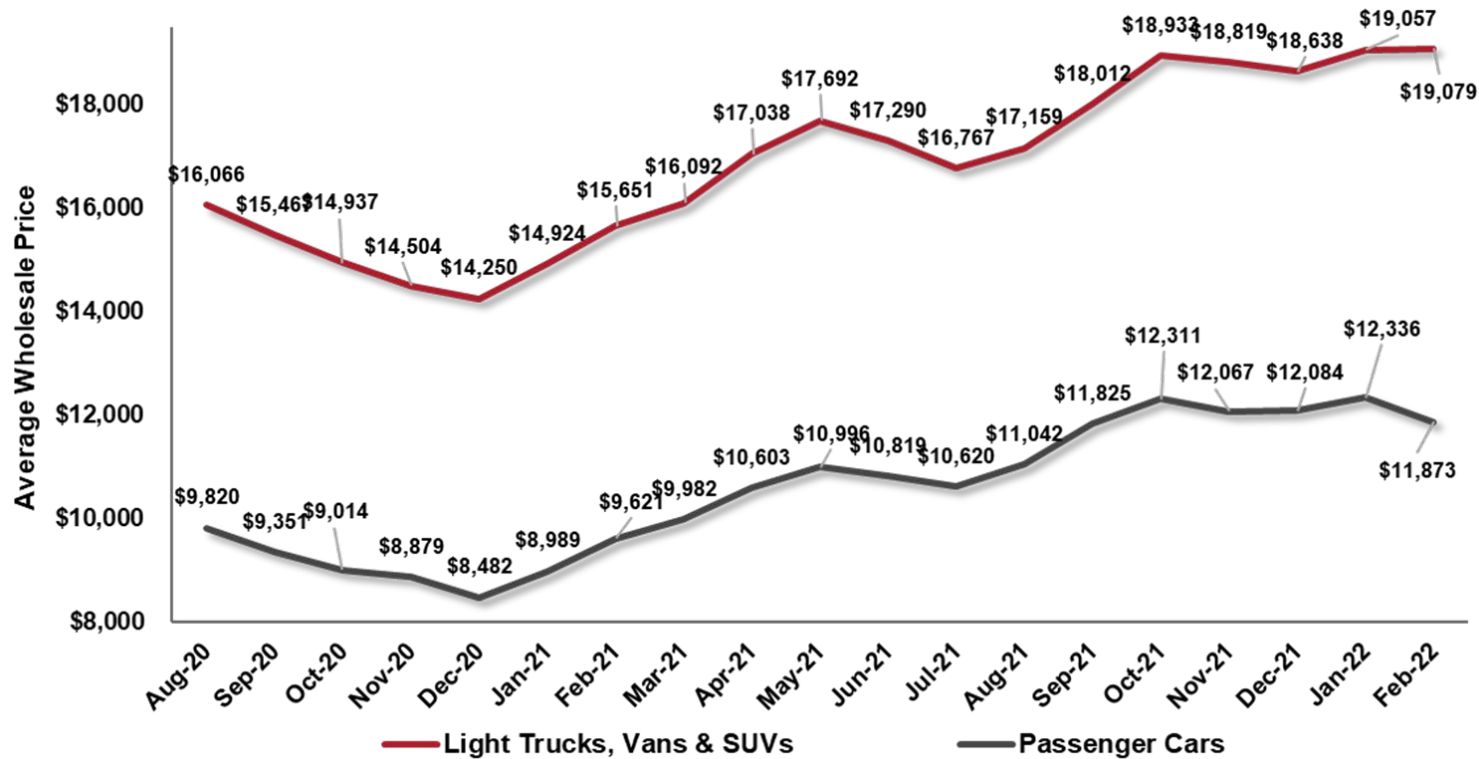


- Wholesale used vehicle prices decreased 3.4% M/M in March.
- The Manheim Used Vehicle Value Index increased by 24.7% Y/Y.
- Total volume of used vehicle sales were down for the 4th straight month, .10% Y/Y in March

- All major market segments saw seasonally adjusted price increases in March, Y/Y.
- Highest Y/Y gains were realized by vans and compact cars with SUV's, luxury cars and pickups taking the bottom spots.

# WHOLESALE RESALE MARKET

## Average Wholesale Price by Segment



- Wholesale prices decreased in February, down .78% M/M.
- The chip shortage on the new-car side & decrease in used car supply are the main reasons for this.

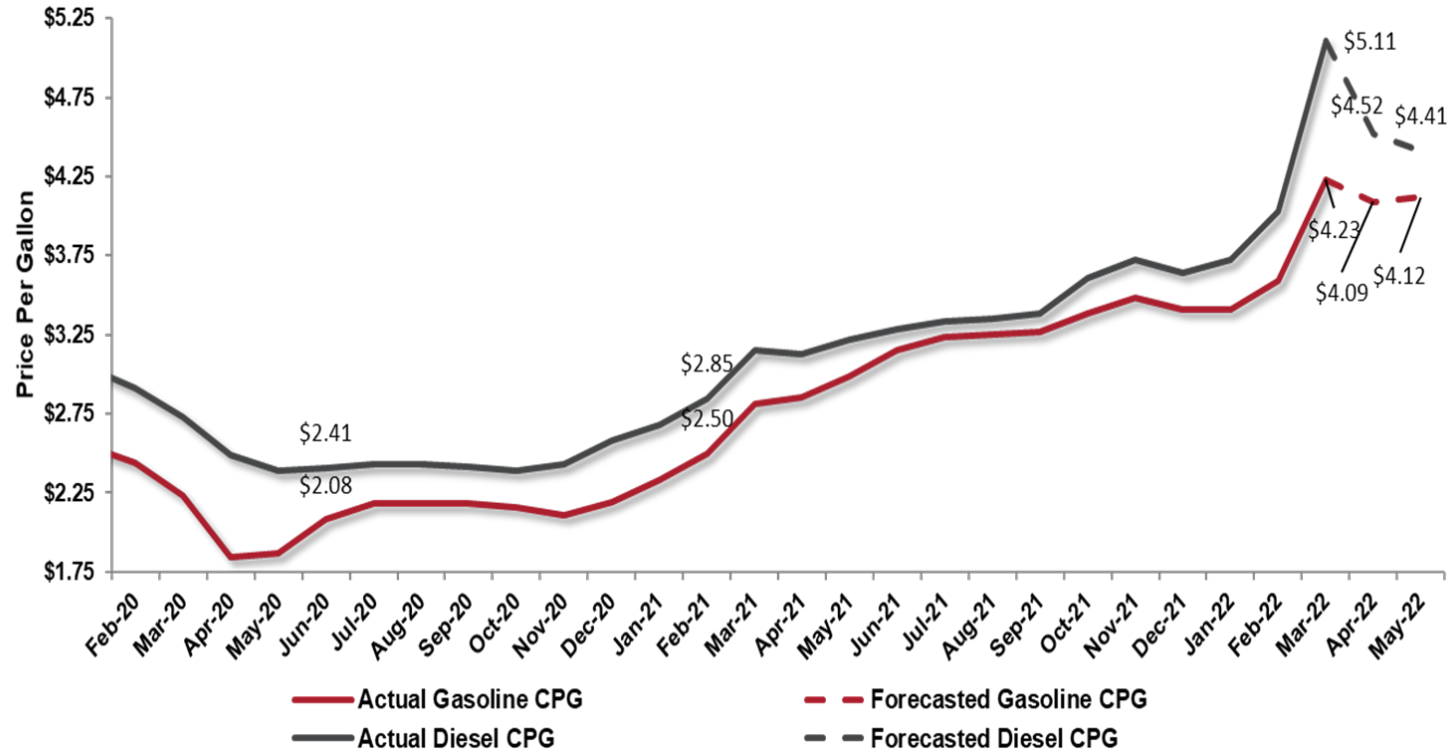
- 2021 average prices were up more than 45% above pre-COVID19.

### Recommendation:

- Review current inventory for any under utilized vehicles that can be sold, to take advantage of the high market.

# FUEL

## National Average Cost per Gallon Regular Grade & Diesel



- U.S. regular gasoline prices increased and averaged \$4.23/gal. in March
- U.S. diesel retail prices increased and averaged \$5.11/gal

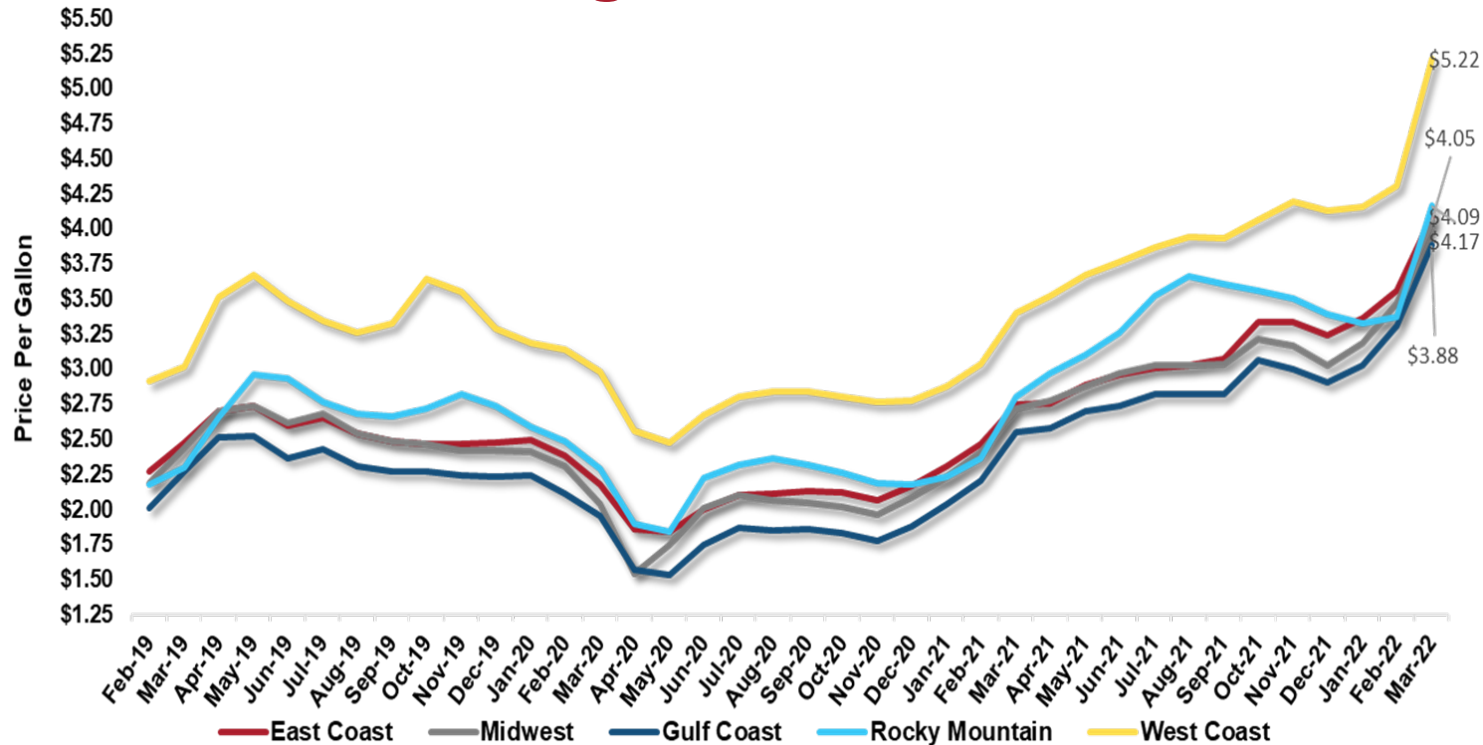
- March was up 72% gasoline and 22% diesel Y/Y.
- May 2022 forecast for gasoline retail price is \$4.12/gal. and diesel retail price of \$4.41/gal.

### Recommendation:

- Closely monitor fuel prices for accurate fuel budget forecasting.

# FUEL

## Regional Average Cost per Gallon – Regular Grade



- Some factors that contribute to regional gas price differences:

- Distance from supply
- Transportation costs
- State and local taxes
- Retail Competition

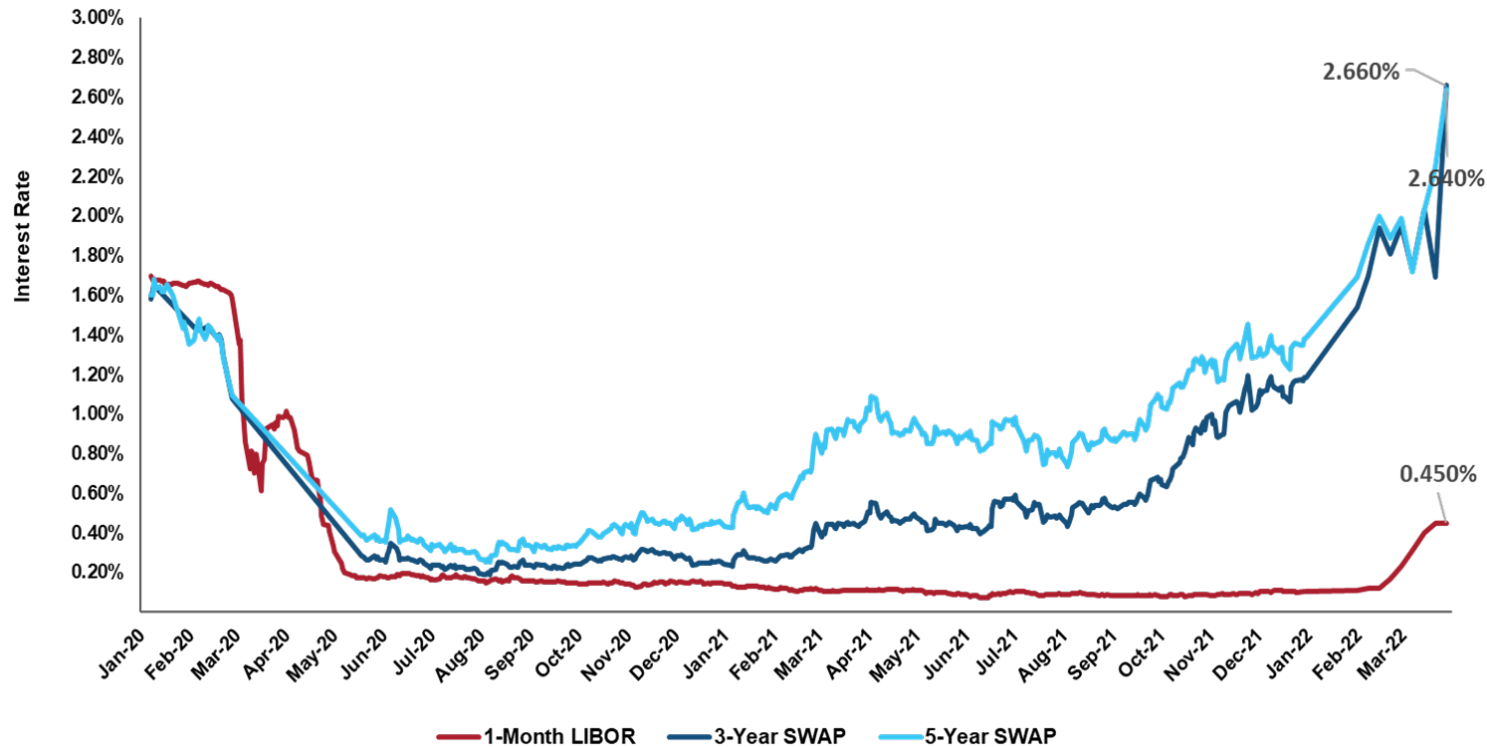
### Recommendation:

- Closely monitor fuel prices for accurate fuel budget forecasting.



# INTEREST

## Interest Rates



- 1-Month LIBOR rate is currently at 0.450% and this is the second month in a row that it is above 0.20% since June 2020.
- The 5-Year SWAP rate has increased and is currently 2.660%.

- All rates are expected to increase through out the remainder of 2022.