

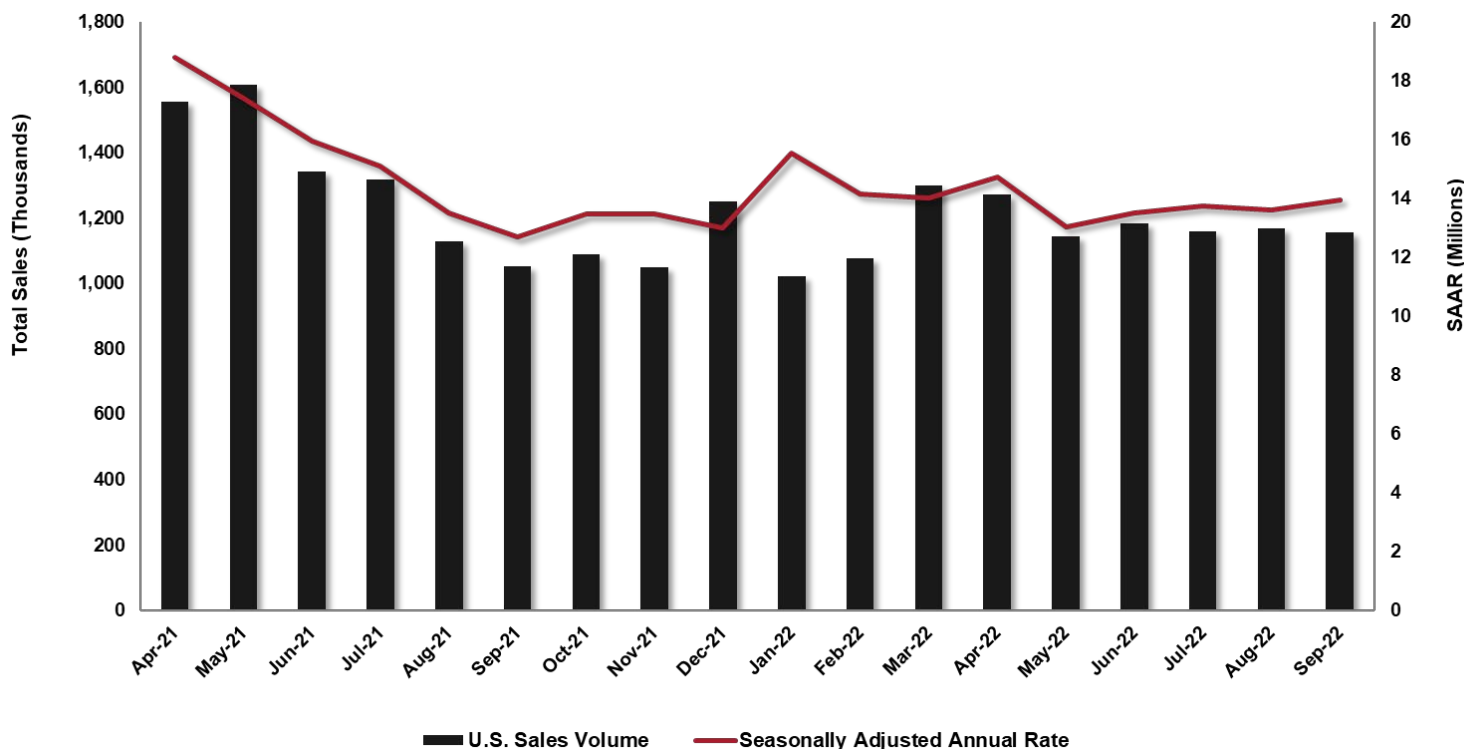
# Industry Trends

---

September – October 2022

# ACQUISITION

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



### All US Sales

- September's US vehicle sales increased by 2.8% M/M
- Passenger vehicles sales increased by 4.3% M/M, and light truck increased by 2.4% M/M
- September's light trucks sales accounted for 79.1% of all sales

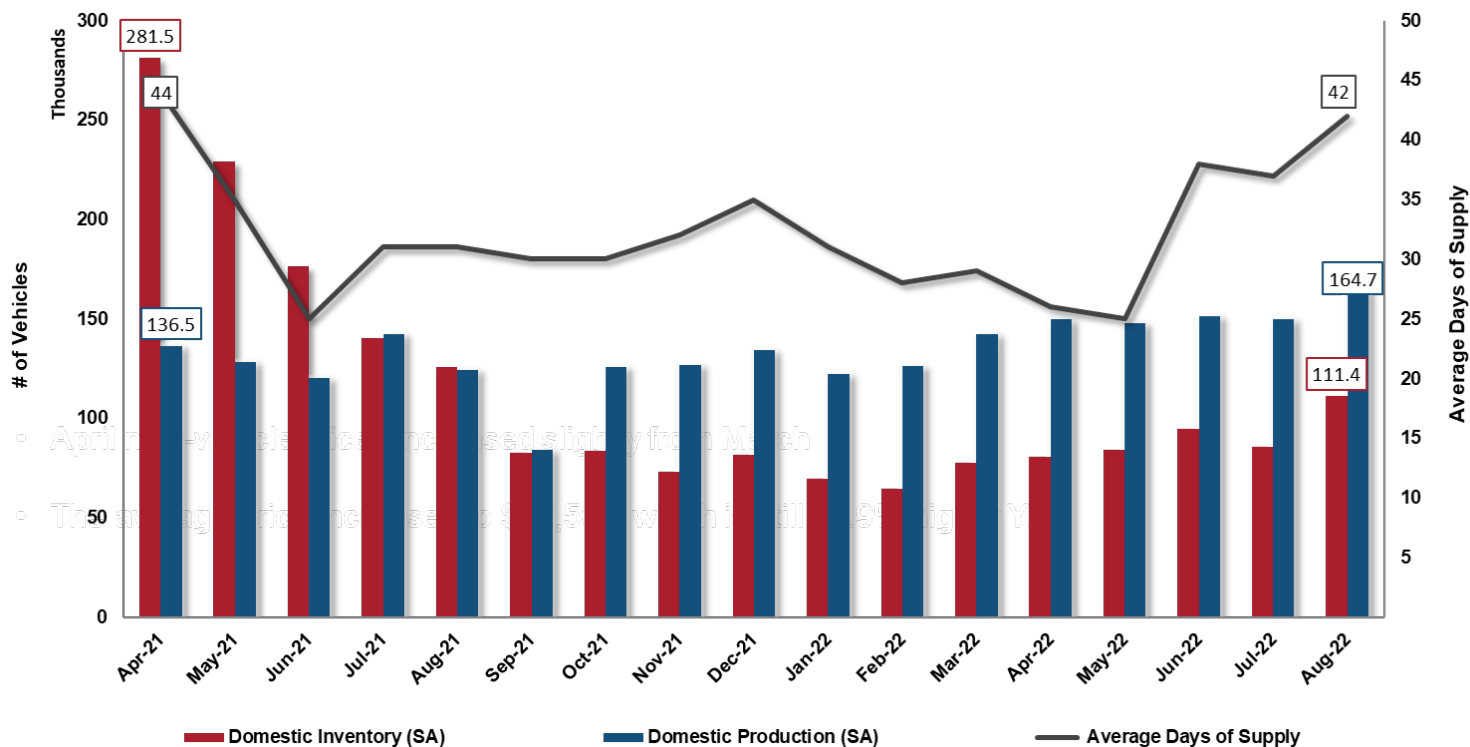
### Fleet Sales Only

- In September, 122,586 total fleet units were sold, a 4.6% M/M decrease.
- September's new vehicle purchases is almost a 25% increase from September 2021

Source: FRED; TD Economics; COX Automotive

# ACQUISITION

## Dealer Inventory & Days of Supply

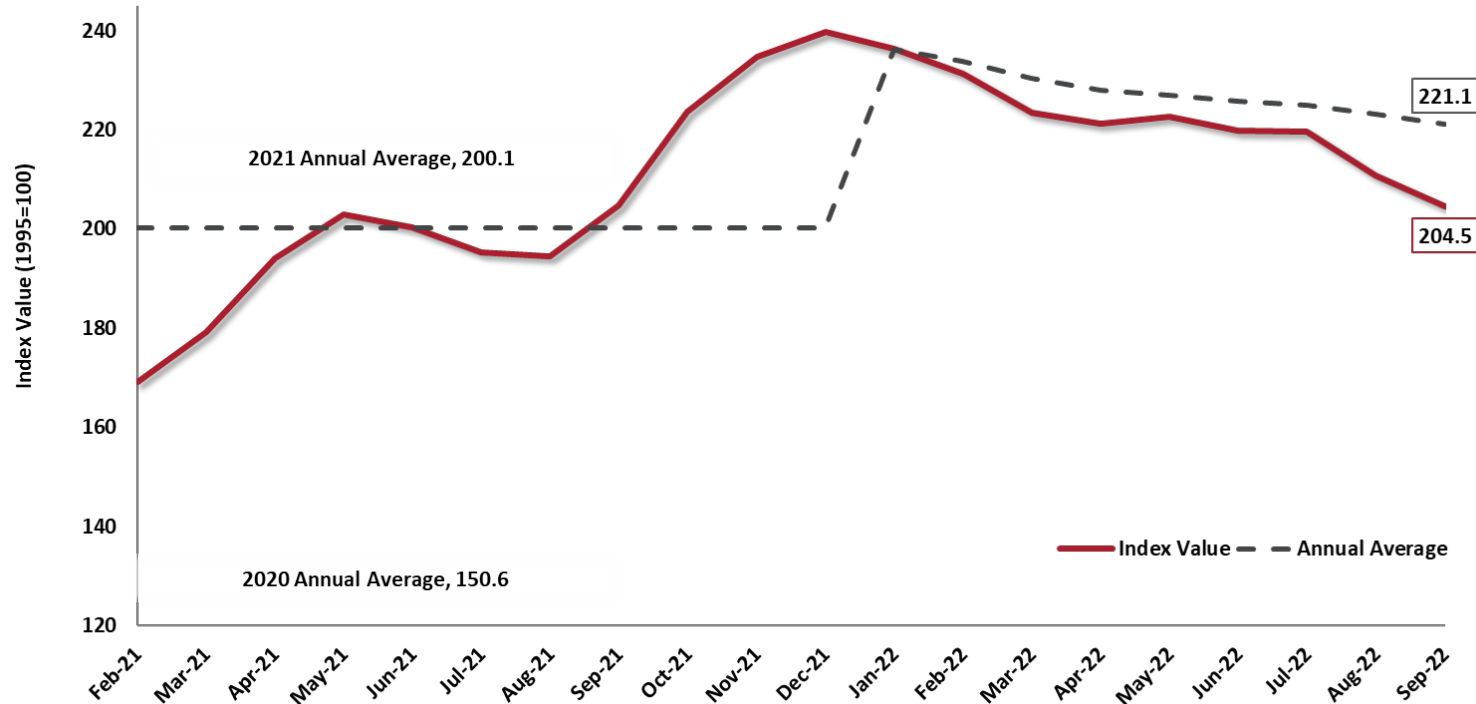


- New vehicle inventories have increased, but Domestic inventory for August is still down 11% Y/Y.
- The average dealership days' supply has increased to 42 compared with 58 days in August 2020.
- New vehicle production increased M/M, and Y/Y production is up 32%

- August's new-vehicle prices remained relatively constant to July
- The average price remained relatively the same at \$46,294 which is 7% higher Y/Y

# WHOLESALE RESALE MARKET

## Manheim Used Vehicle Value Index

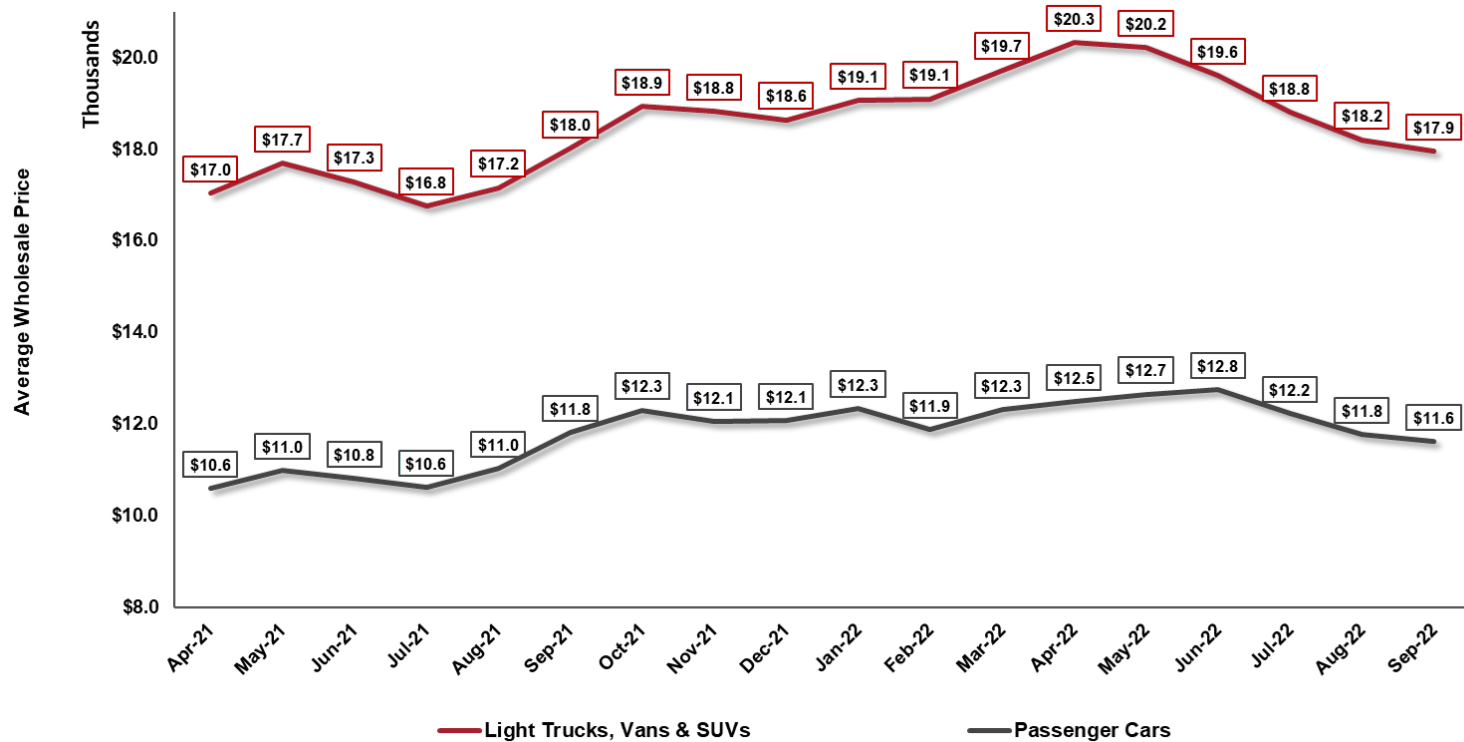


- Wholesale used vehicle prices decreased 3% M/M in September
- The Manheim Used Vehicle Value Index decreased by .1% Y/Y.
- Total volume of used vehicle sales were down for the 9th straight month, 10% Y/Y in Sept.

- Only 3 major market segments saw seasonally adjusted price increases in Sept. Y/Y.
- Highest Y/Y gains were realized by compact cars, vans and pickups, with sedans, SUV's and luxury cars taking the bottom spots.

# WHOLESALE RESALE MARKET

## Average Wholesale Price by Segment



- Wholesale prices decreased for the 3<sup>rd</sup> straight month in September, down 1.34% M/M.
- Wholesale prices are now down .35% Y/Y

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

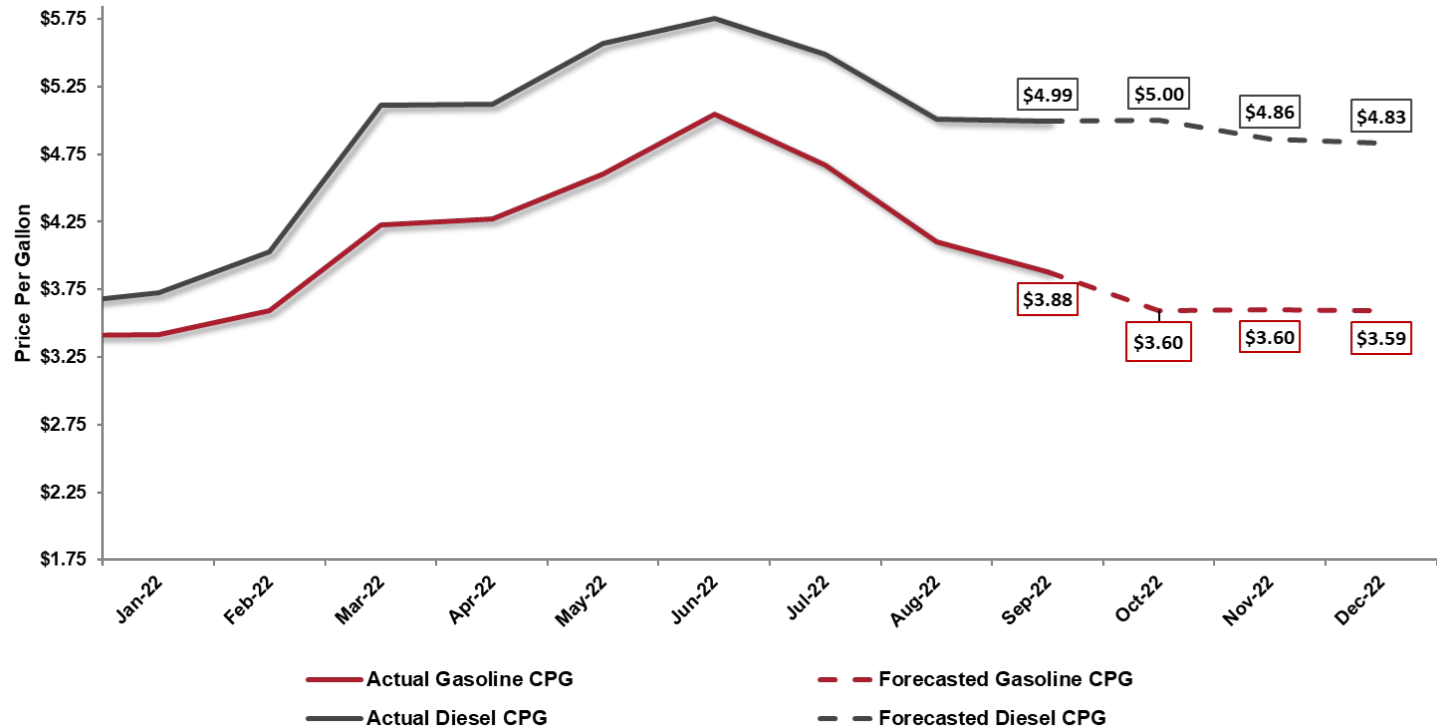
### • Recommendation:

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

Source: ADESA; Kontos Commentary

# FUEL

## National Average Cost per Gallon Regular Grade & Diesel



- U.S. regular gasoline prices decreased from the previous month and averaged \$3.88/gal. in September
- U.S. diesel retail prices decreased from the previous month and averaged \$4.99/gal

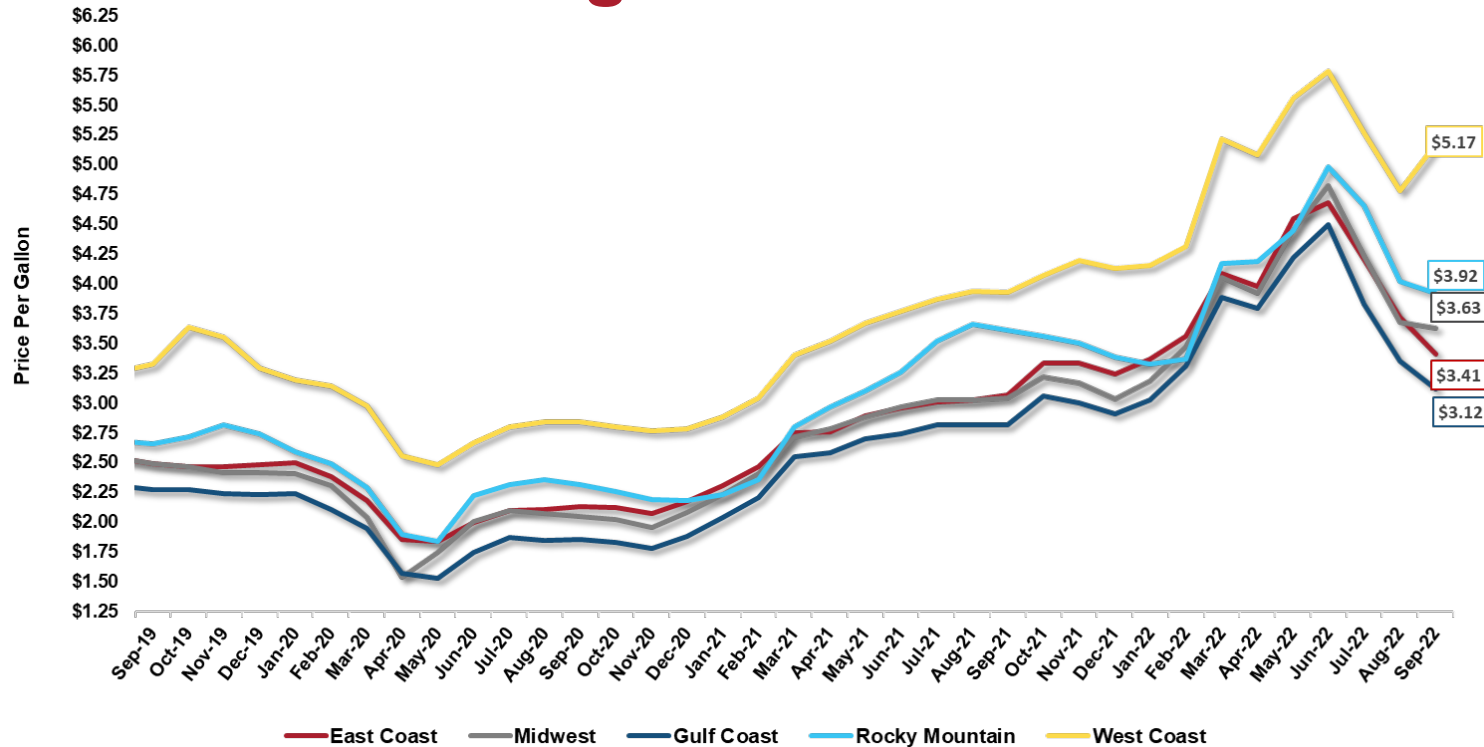
- September was up 19% gasoline and 48% diesel Y/Y.
- Nov. 2022 forecast for gasoline retail price is \$3.60/gal. and diesel retail price of \$4.86/gal.

**Recommendation:**  
 Closely monitor fuel prices for accurate fuel budget forecasting.

Source: U.S. Energy Information Administration; FRED

# FUEL

## Regional Average Cost per Gallon – Regular Grade



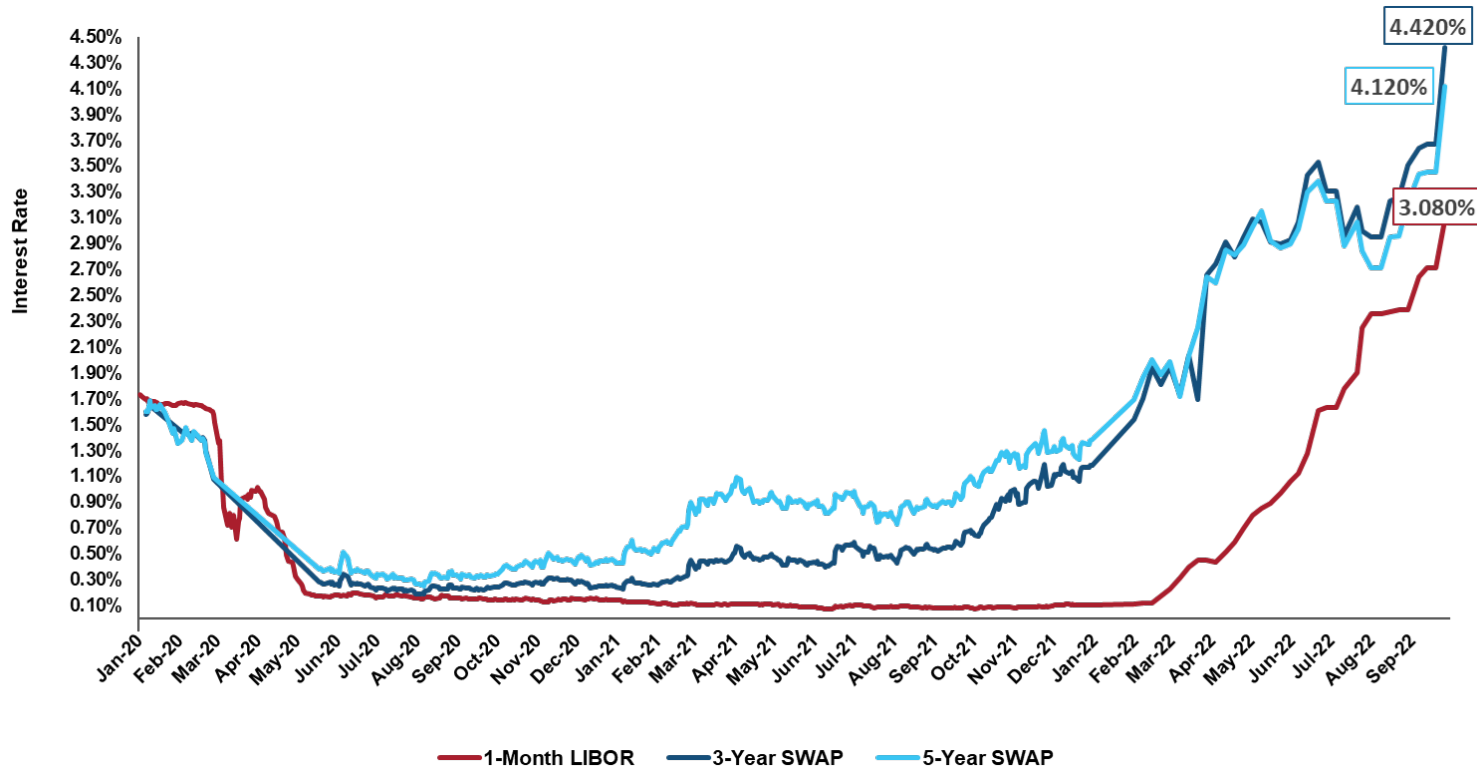
- Fuel prices decreased from the previous month
- Some factors that contribute to regional gas price differences:
  - Distance from supply
  - Transportation costs
  - State and local taxes
  - Retail Competition

### Recommendation:

**Closely monitor fuel prices for accurate fuel budget forecasting.**

# INTEREST

## Interest Rates



- 1-Month LIBOR rate is currently at 3.080% and this is the eighth month in a row that it is above 0.20% since June 2020.
- The 5-Year SWAP rate has increased and is currently 4.120%.

- All rates are expected to increase through out the remainder of 2022 and into 2023.