

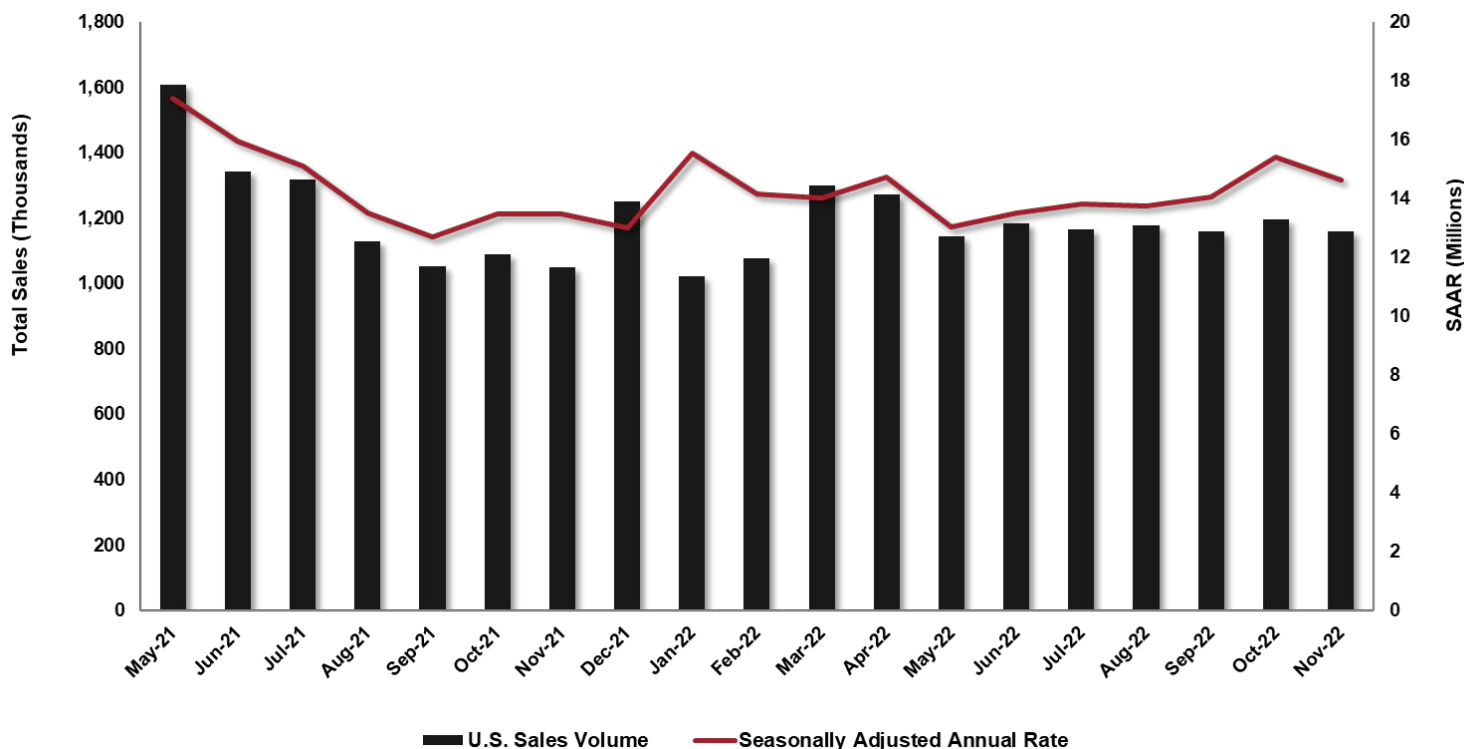
# Industry Trends

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November – December 2022

# ACQUISITION

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



### All US Sales

- November's sales decreased by 6.5% M/M
- Passenger vehicles sales decreased by 1.9% M/M, and light truck decreased by 7.6% M/M
- November's light trucks sales accounted for 79.% of all sales

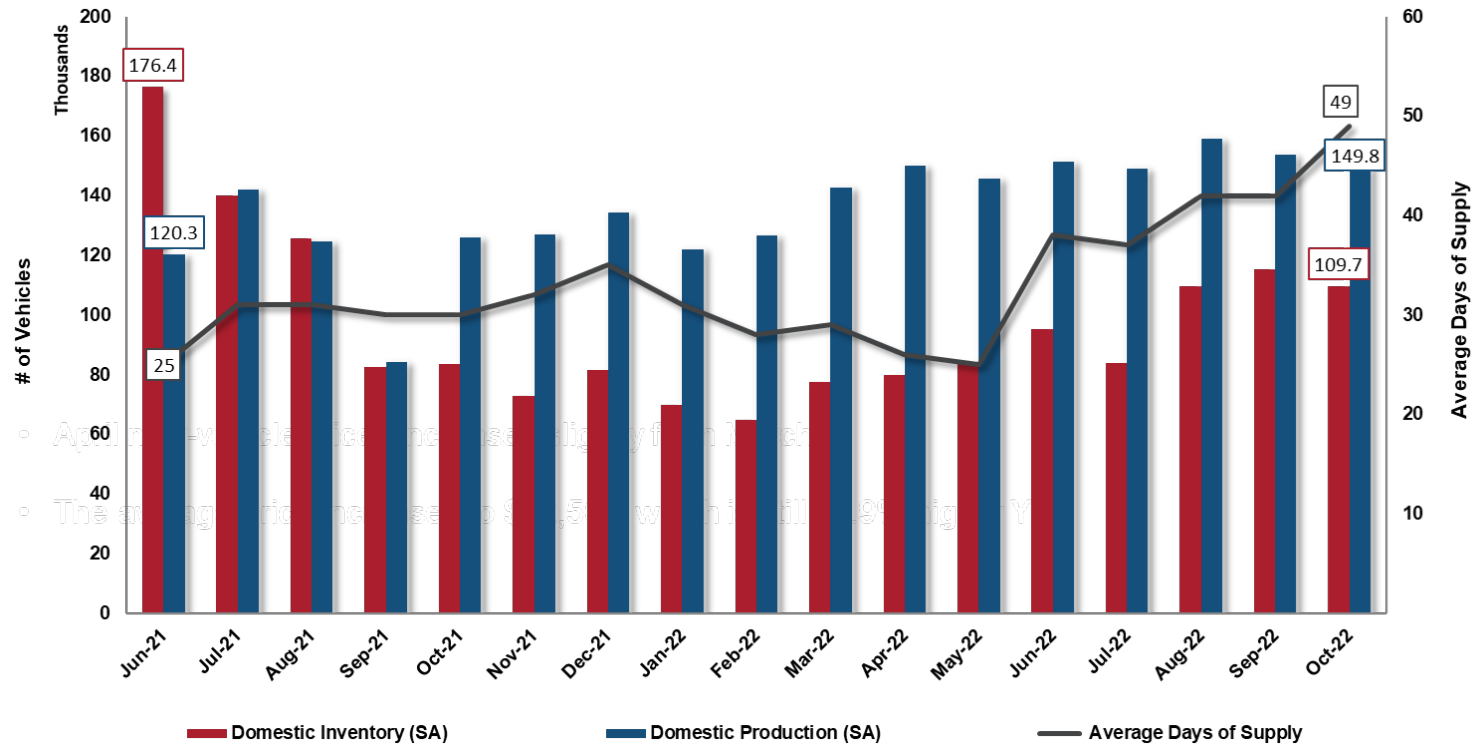
### Fleet Sales Only

- In November, 160,989 total fleet units were sold, an 8.2% M/M increase.
- November's new vehicle purchases is almost a 55% increase from 2021, this is the 5<sup>th</sup> consecutive month of double-digit Y/Y increases

Source: FRED; TD Economics; COX Automotive

# ACQUISITION

## Dealer Inventory & Days of Supply

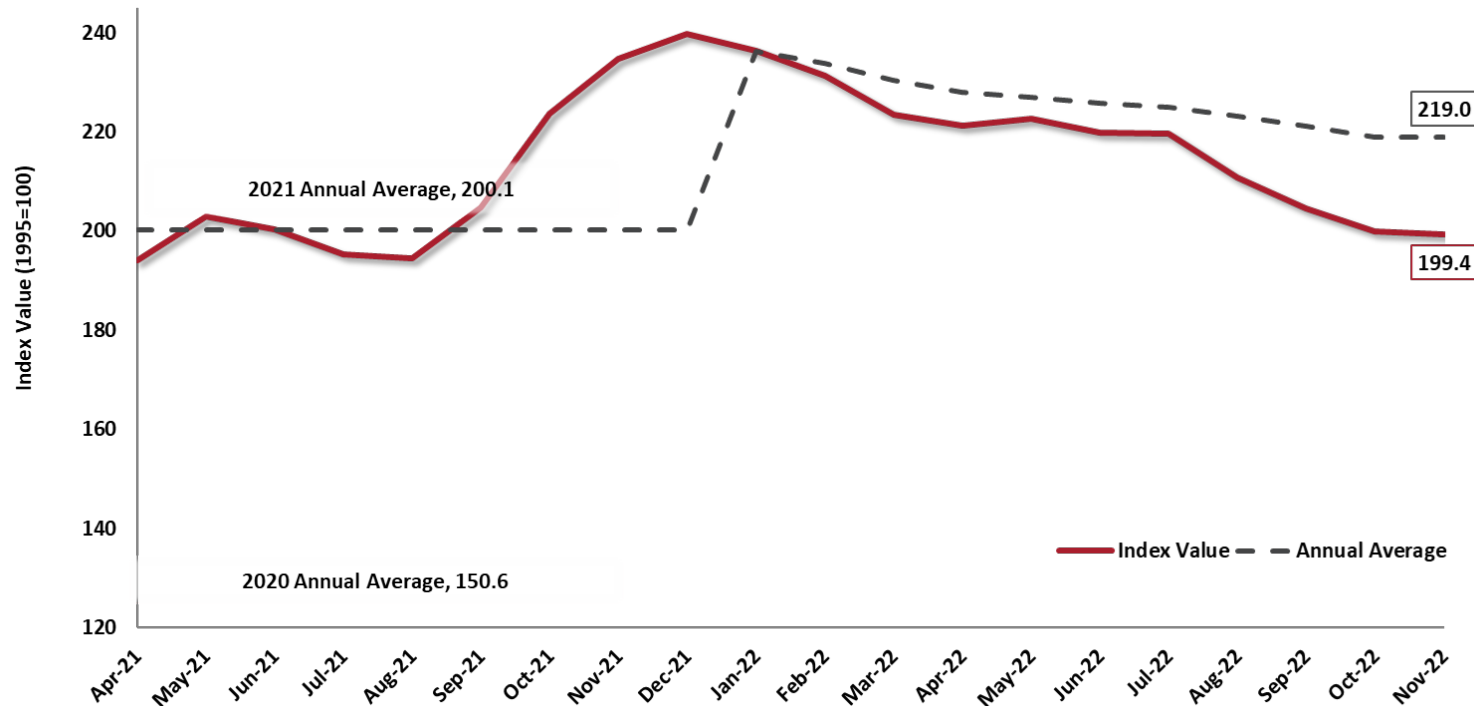


- October new vehicle inventories were at the highest levels since May 2021, and Domestic inventory for October is up 39% Y/Y.
- The average dealership days' supply increased to 49 compared with 65 days in September 2020.
- New vehicle production decreased slightly M/M, but Y/Y production is up 19%

- October's new-vehicle prices increased M/M
- The average decreased to \$46,277 which is 4% higher Y/Y

# WHOLESALE RESALE MARKET

## Manheim Used Vehicle Value Index

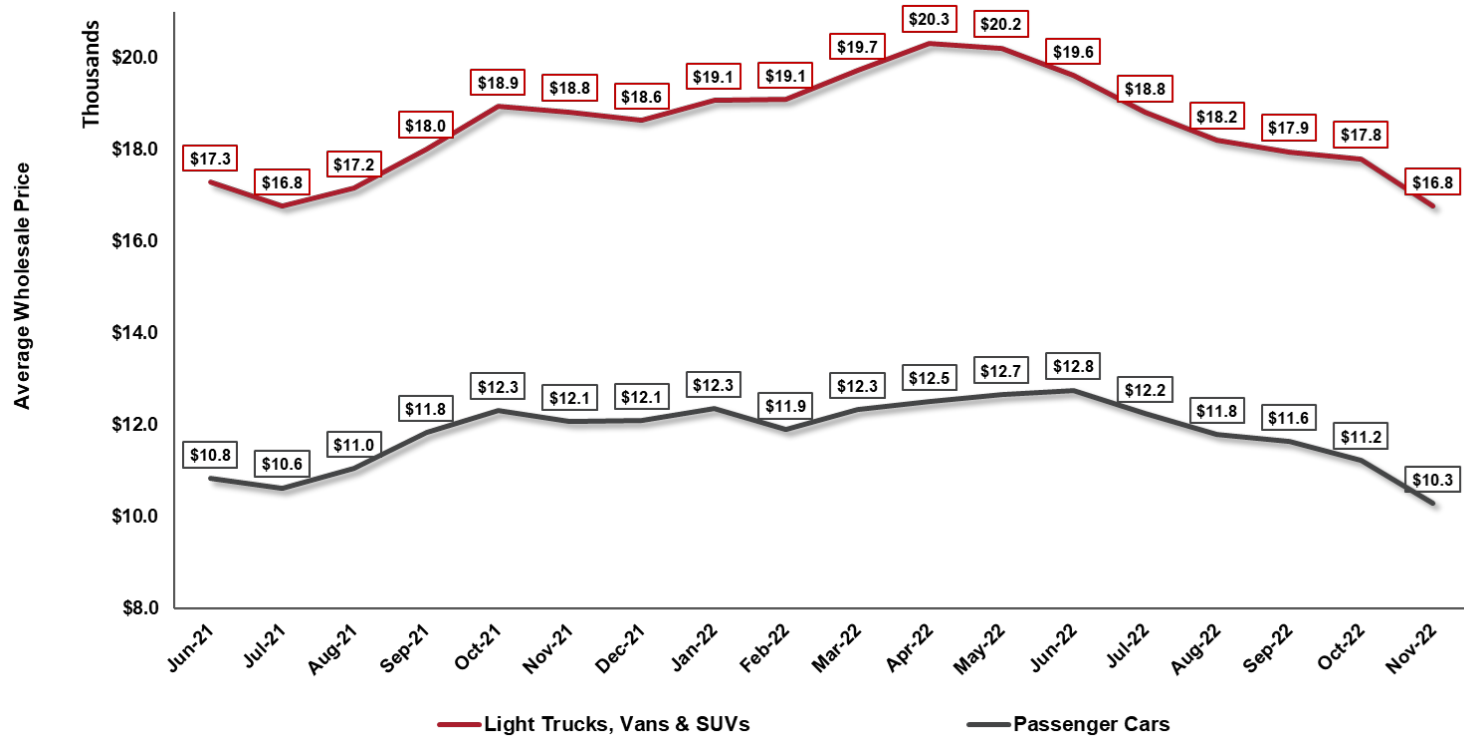


- Wholesale used vehicle prices decreased .3% M/M in November
- The Manheim Used Vehicle Value Index decreased by 15.1% Y/Y.
- Total volume of used vehicle sales were down for the 11th straight month, 14.2% Y/Y in Nov.

- All major market segments saw seasonally adjusted price decrease in Nov. Y/Y.
- Smallest decreases were realized by compact cars, vans and pickups, with sedans, SUV's and luxury cars having greater decreases.

# WHOLESALE RESALE MARKET

## Average Wholesale Price by Segment



- Wholesale prices decreased for the 5th straight month in November, down 6.53% M/M.
- Wholesale prices are now down 1.36% Y/Y

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

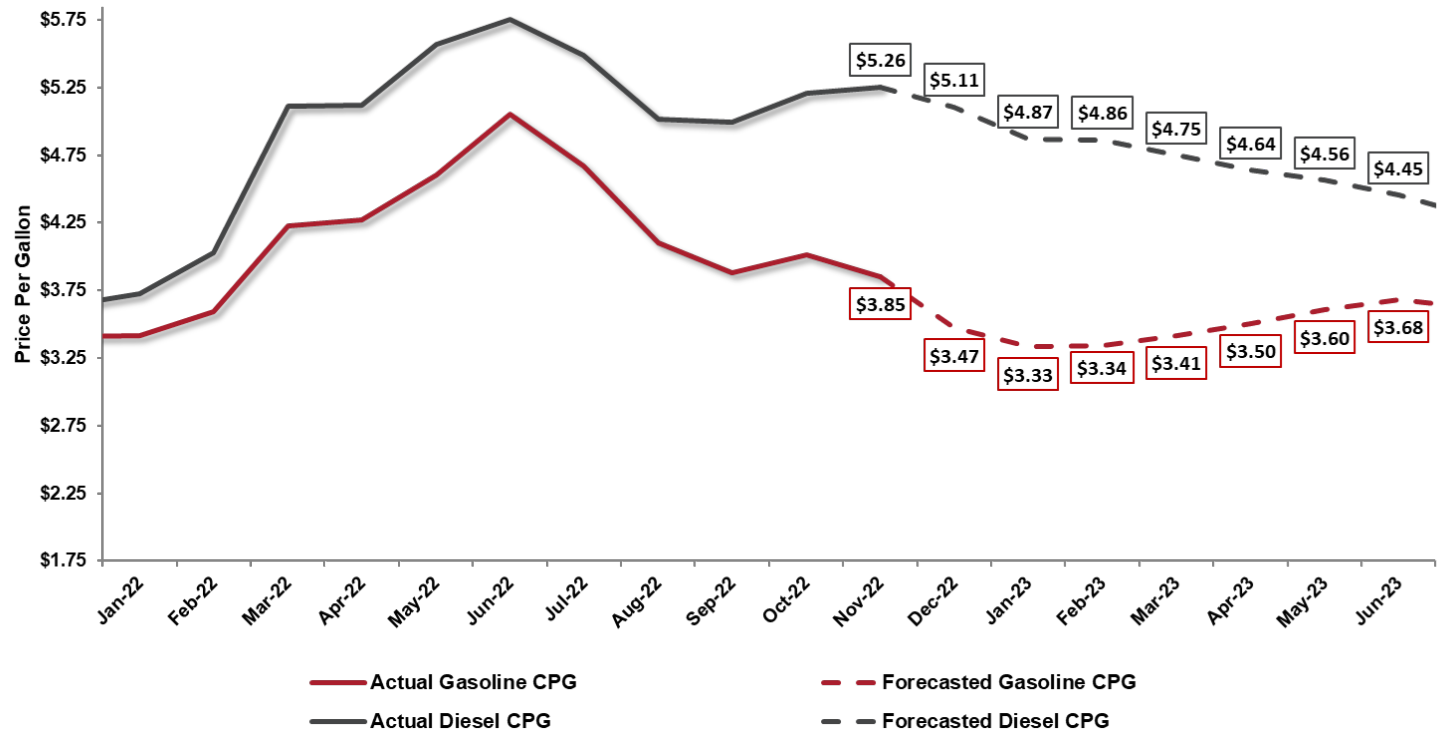
### • Recommendation:

**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 \$3.85/gal. in November
- U.S. diesel retail prices increased from the previous month and averaged \$5.26/gal

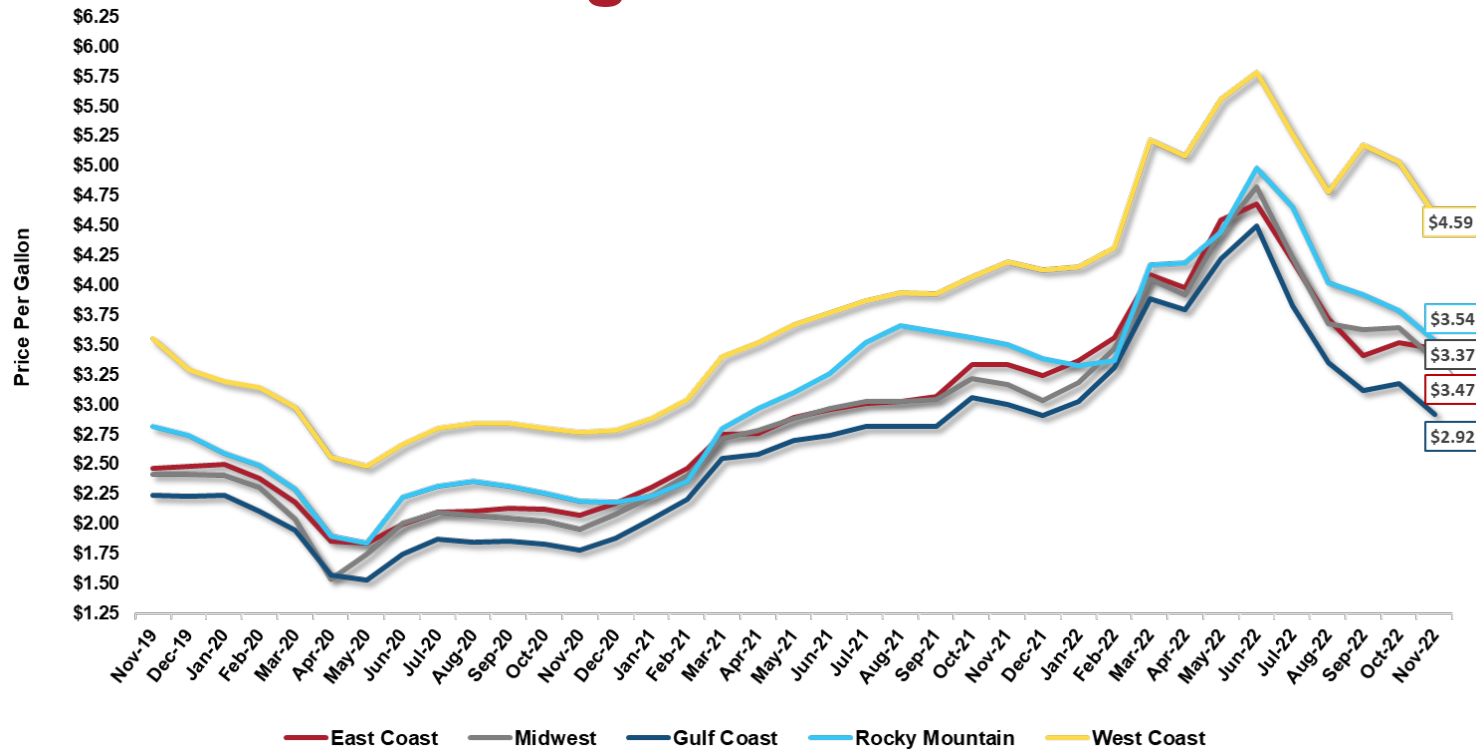
- November was up 11% gasoline and 44% diesel Y/Y.
- Jan. 2022 forecast for gasoline retail price is \$3.33/gal. and diesel retail price of \$4.87/gal.

• **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



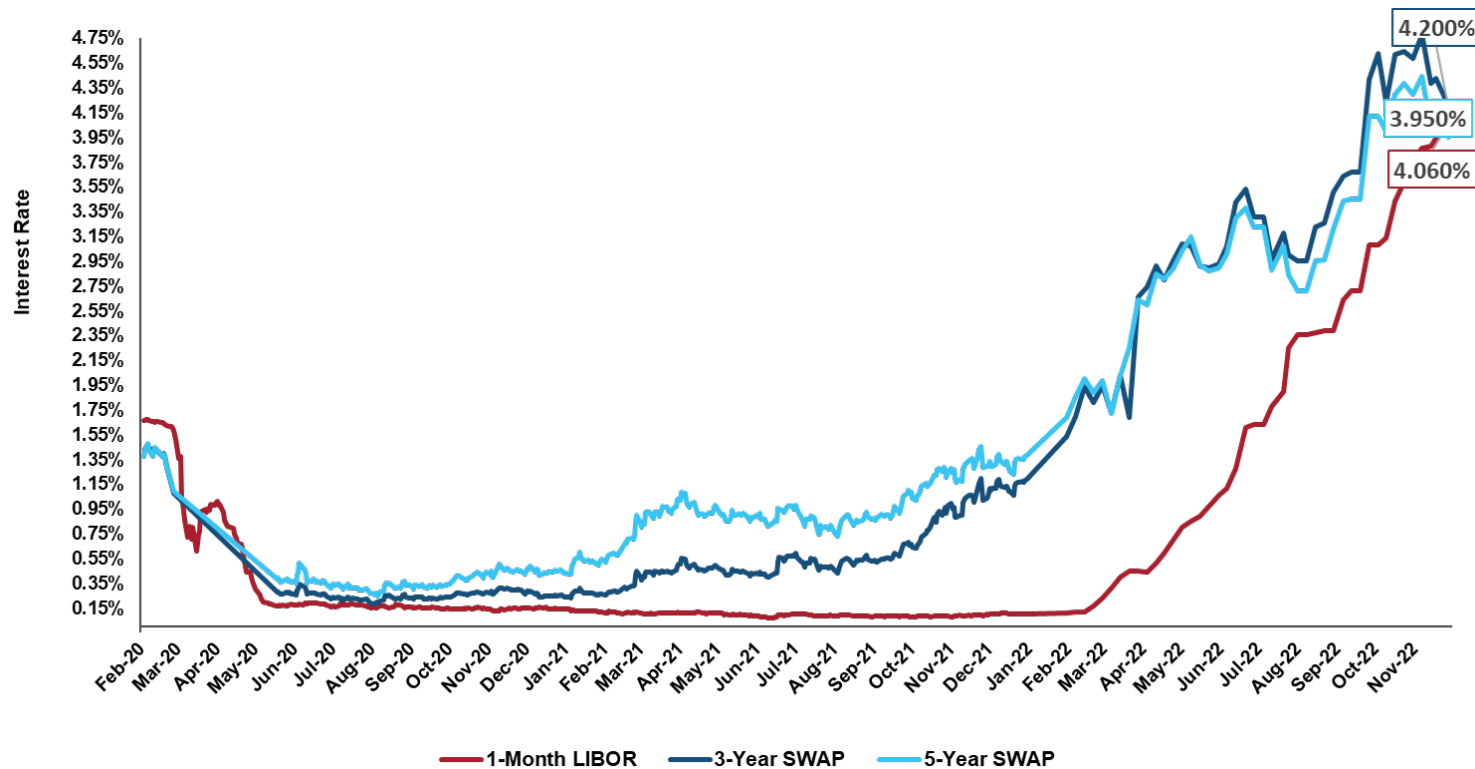
- Fuel prices decreased from the previous month
- Some factors that contribute to regional gas price differences:
  - Distance from supply
  - Transportation costs
  - State and local taxes
  - Retail Competition

### Recommendation:

Closely monitor fuel prices for accurate fuel budget forecasting.

# INTEREST

## Interest Rates



- 1-Month LIBOR rate is currently at 4.060% and this is the tenth month in a row that it is above 0.20% since June 2020.
- The 5-Year SWAP rate decreased and is currently 3.950%.

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