



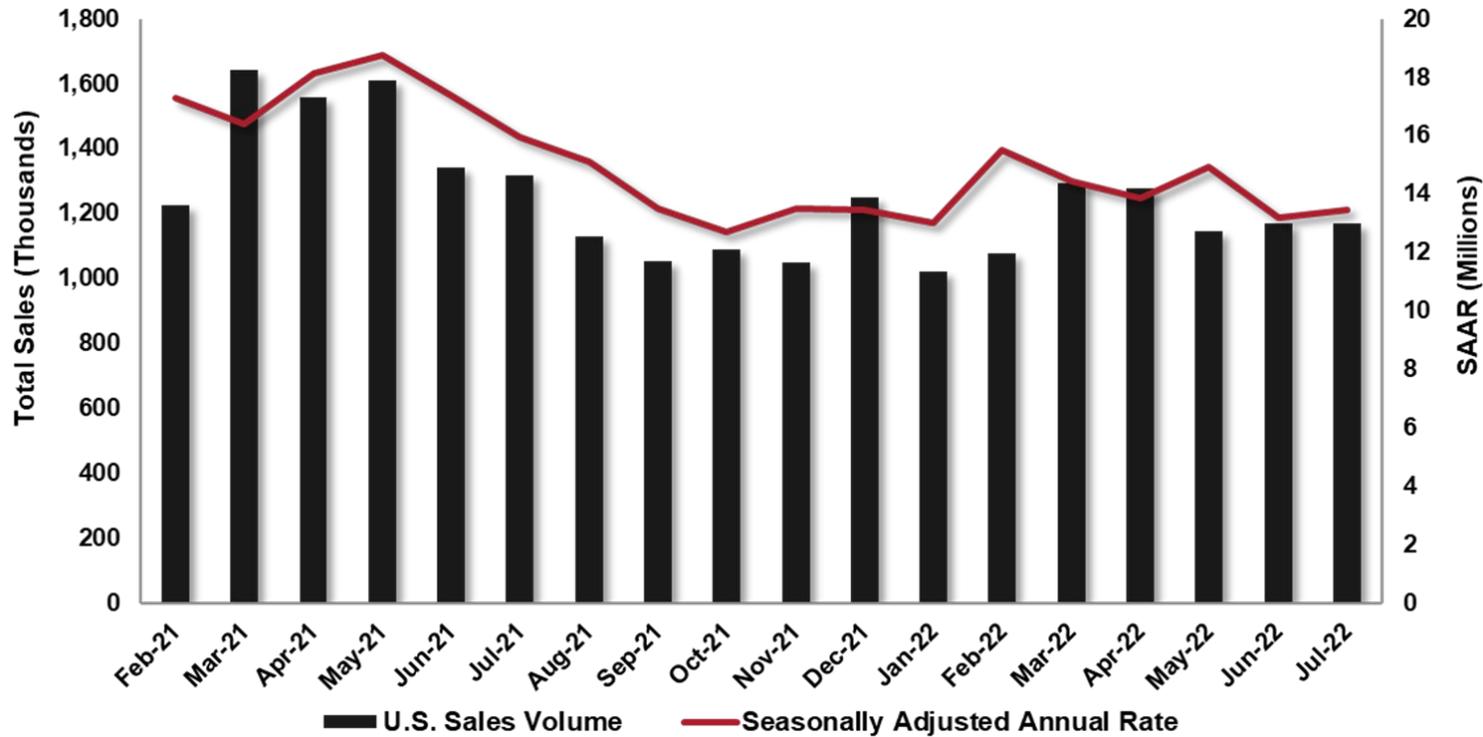
# Industry Trends

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July - August 2022

# ACQUISITION

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



### All US Sales

- July's US vehicle sales increased by 2.5% M/M
- Passenger vehicles sales increased by 3.0% M/M, and light truck increased by 2.4% M/M
- July's light trucks sales accounted for 79% of all sales

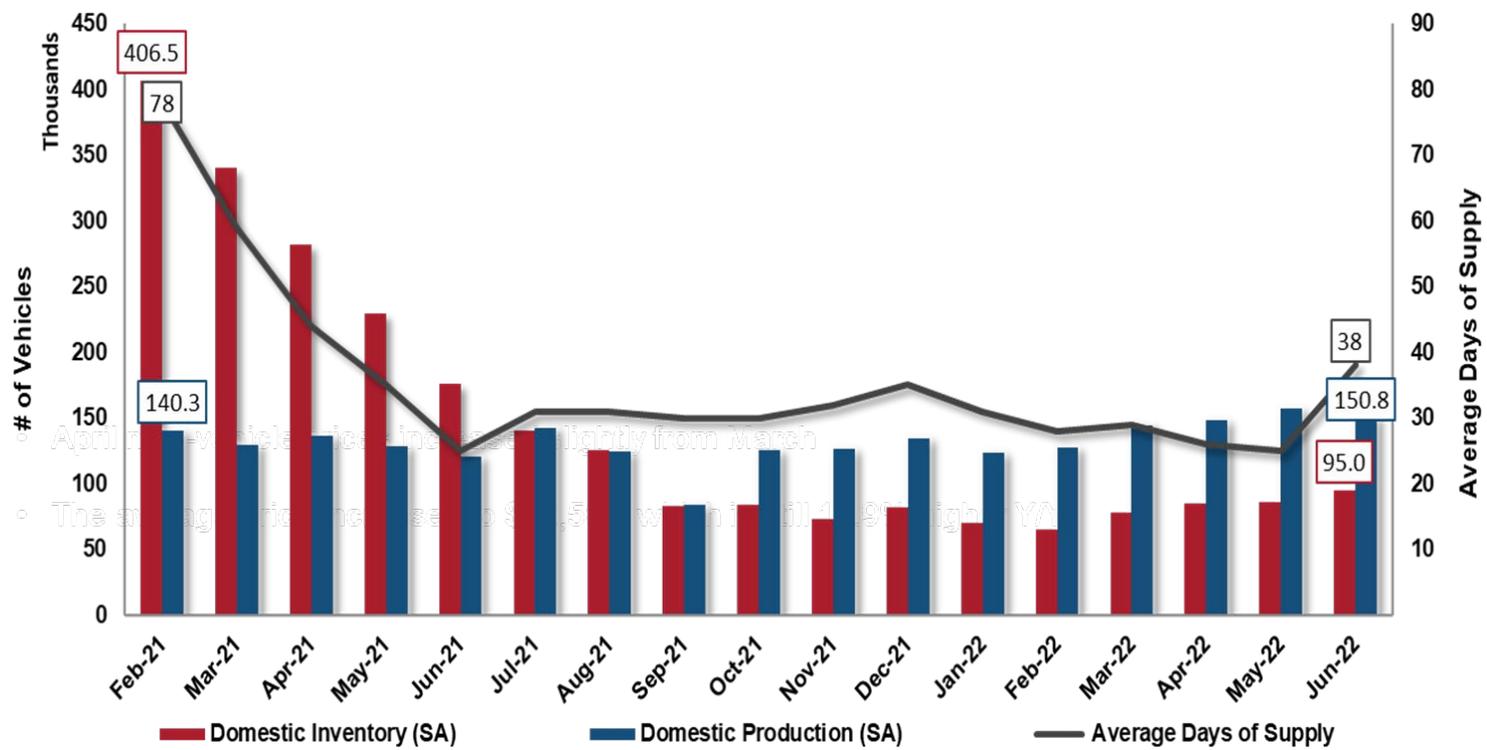
### Fleet Sales Only

- In July, 127,384 total fleet units were sold, a 15.3% M/M decrease.
- July's new vehicle purchases is an 10% increase from July 2021



# ACQUISITION

## Dealer Inventory & Days of Supply



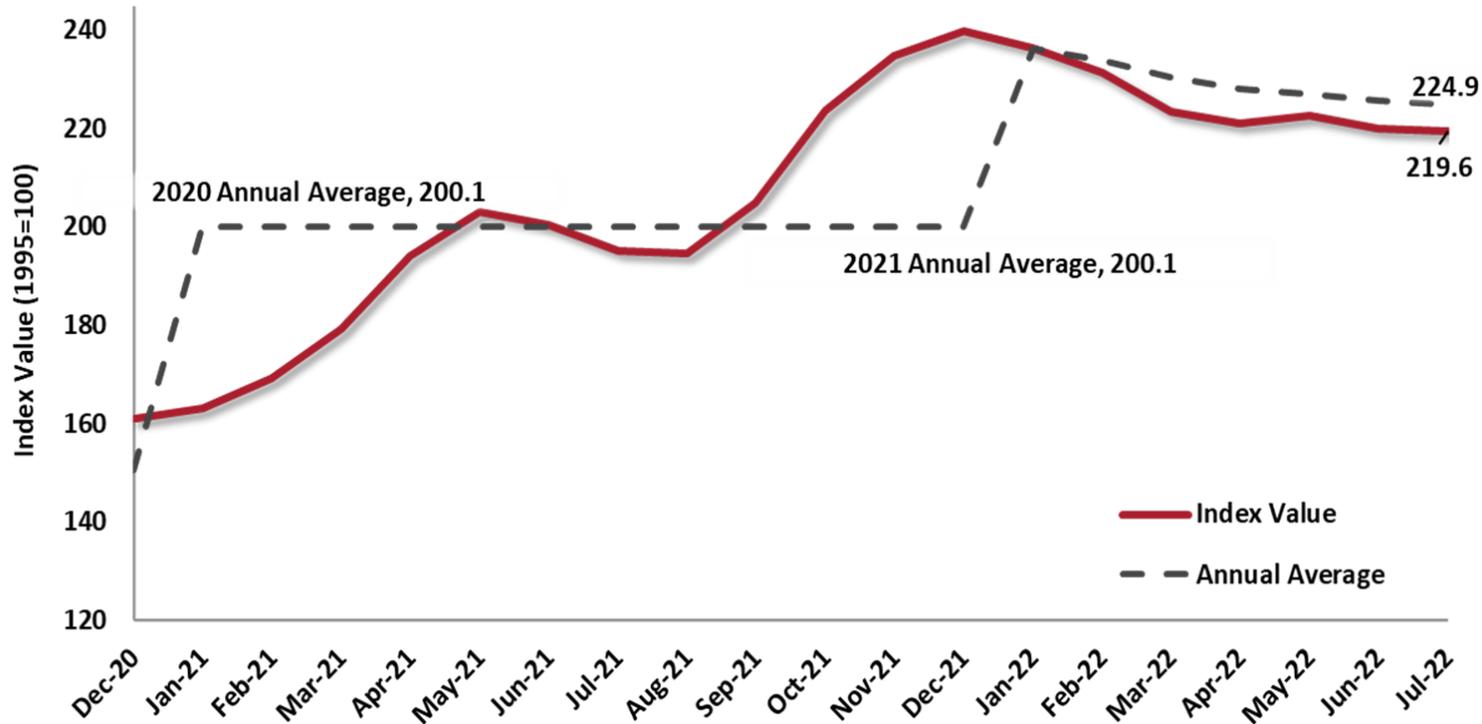
- New vehicle inventories have increased, but Domestic inventory for June is still down 46% Y/Y.
- The average dealership days' supply has increased to 38 compared with 62 days in June 2020.
- New vehicle production decreased M/M, but Y/Y production is up 25%

- June's new-vehicle prices increased from May
- The average price decreased to \$45,976 which is still 11% higher Y/Y



# WHOLESALE RESALE MARKET

## Manheim Used Vehicle Value Index

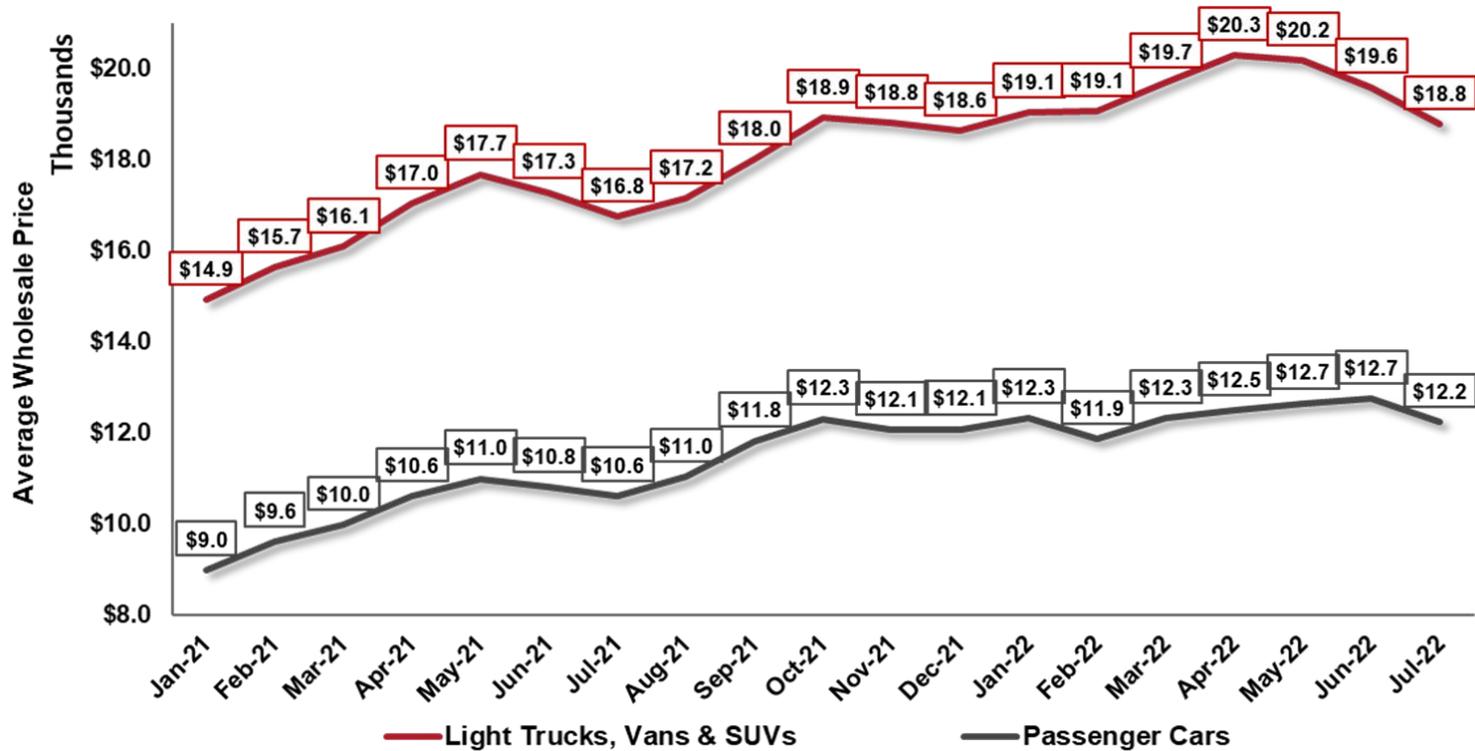


- Wholesale used vehicle prices decreased .1% M/M in July.
- The Manheim Used Vehicle Value Index increased by 12.5% Y/Y.
- Total volume of used vehicle sales were down for the 8th straight month, 16% Y/Y in July

- All major market segments saw seasonally adjusted price increases in July, 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 July, down 4.5% M/M.
- Wholesale prices are still up 12.5% Y/Y

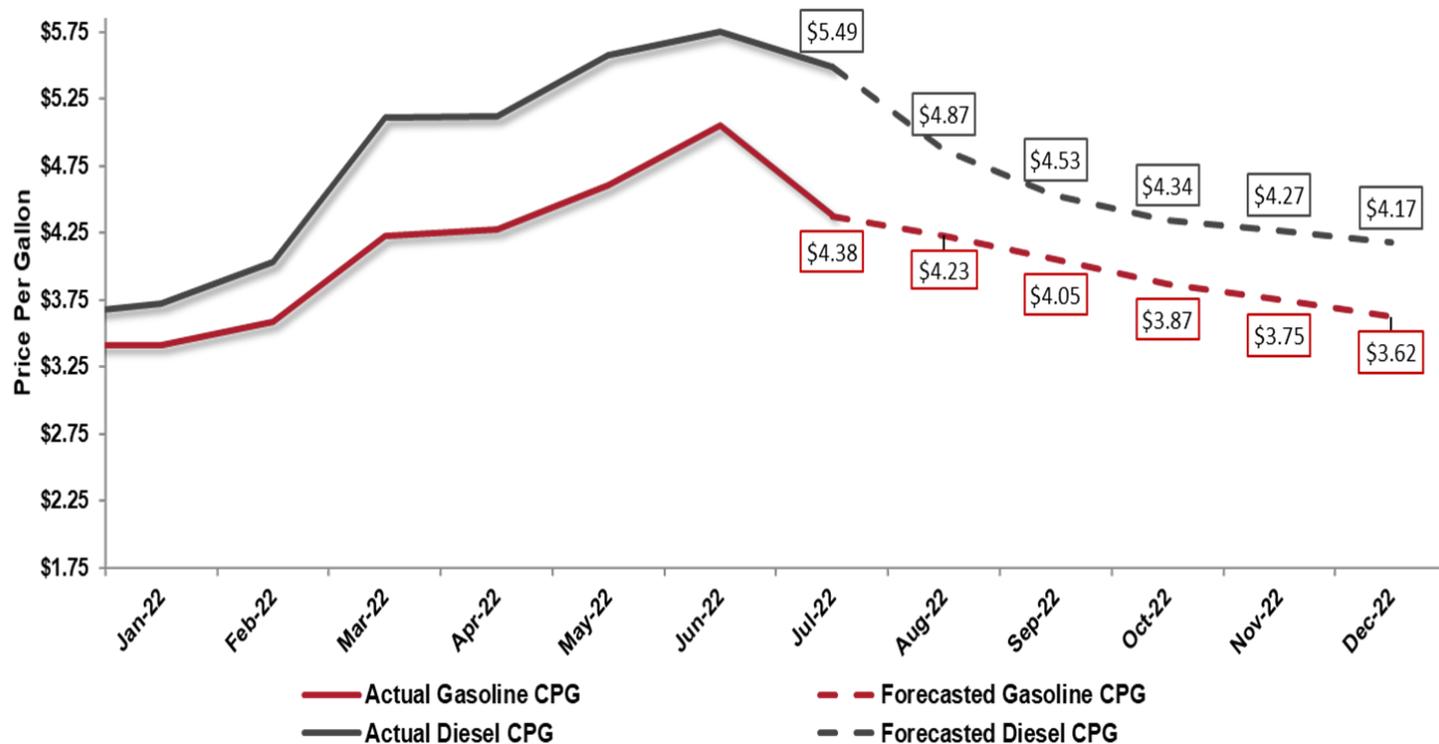
- 2021 average prices were up more than 45% above pre-COVID19.

### • Recommendation:

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

# FUEL

## National Average Cost per Gallon Regular Grade & Diesel

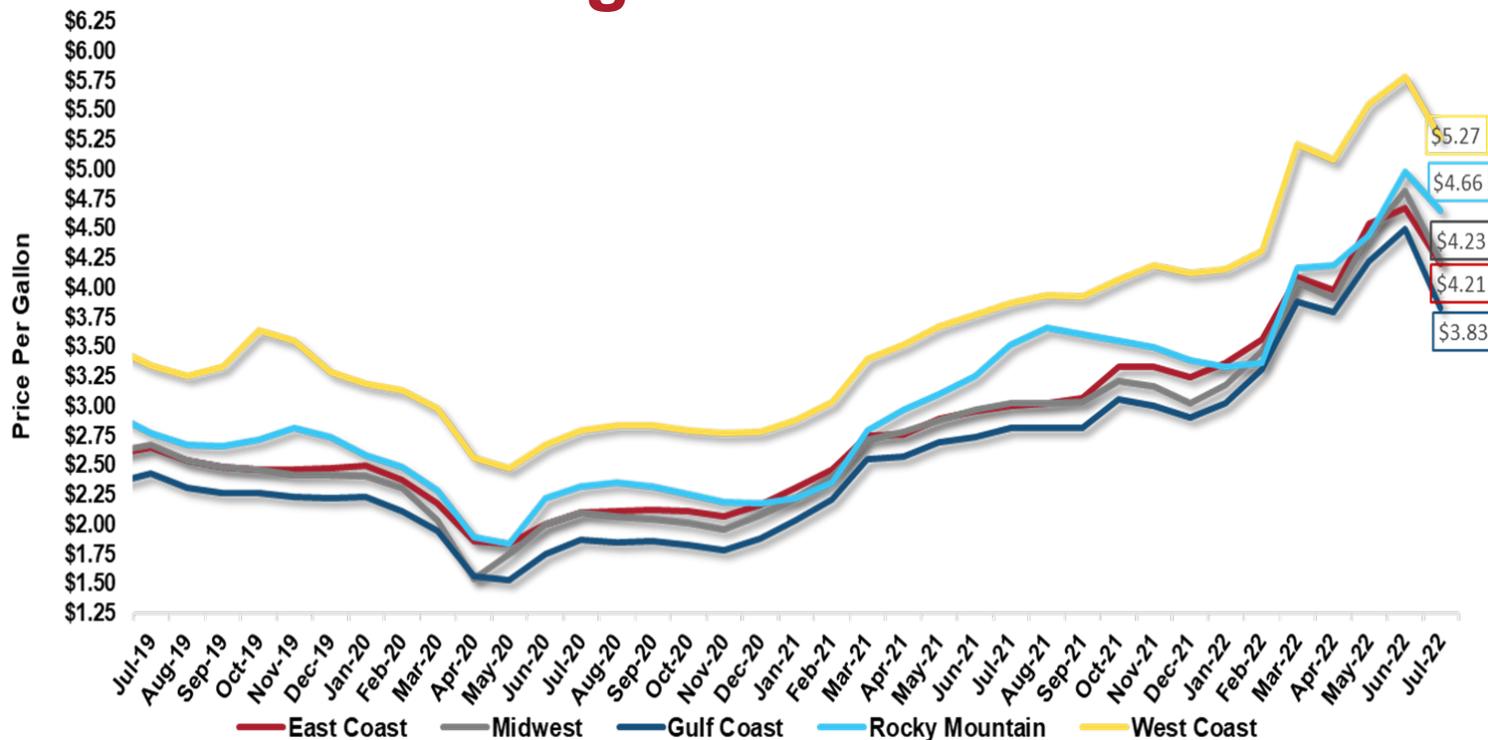


- U.S. regular gasoline prices decreased from the previous month and averaged \$4.33/gal. in July
- U.S. diesel retail prices decreased from the previous month and averaged \$5.49/gal

- July was up 58% gasoline and 64% diesel Y/Y.
- Sept. 2022 forecast for gasoline retail price is \$4.05/gal. and diesel retail price of \$4.53/gal.
- **Recommendation:**  
Closely monitor fuel prices for accurate fuel budget forecasting.

# FUEL

## Regional Average Cost per Gallon – Regular Grade



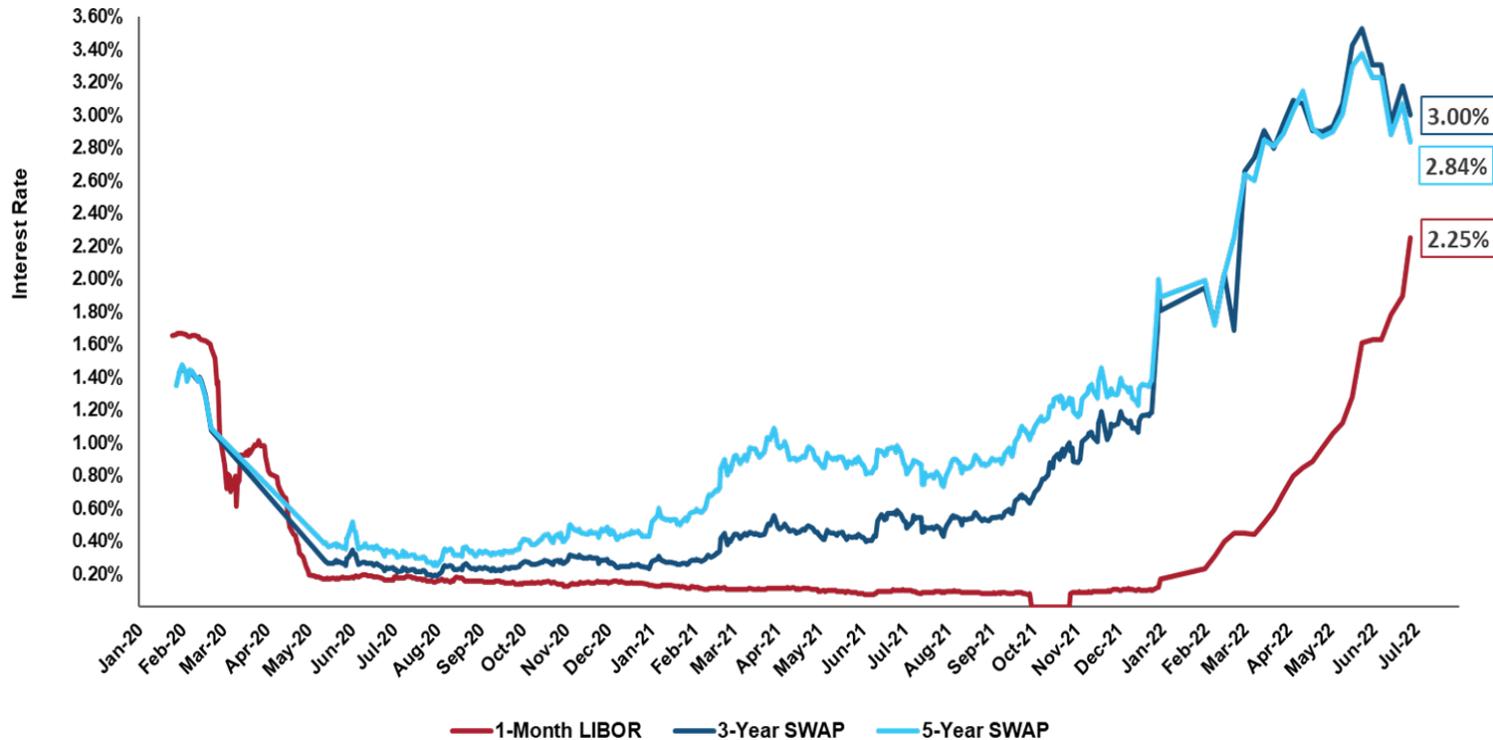
- Fuel prices decreased from the previous month
- Some factors that contribute to regional gas price differences:
  - Distance from supply
  - Transportation costs
  - State and local taxes
  - Retail Competition

### • Recommendation:

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

# INTEREST

## Interest Rates



- 1-Month LIBOR rate is currently at 2.25% and this is the sixth month in a row that it is above 0.20% since June 2020.
- The 5-Year SWAP rate has decreased and is currently 2.84%.

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