



# Industry Trends

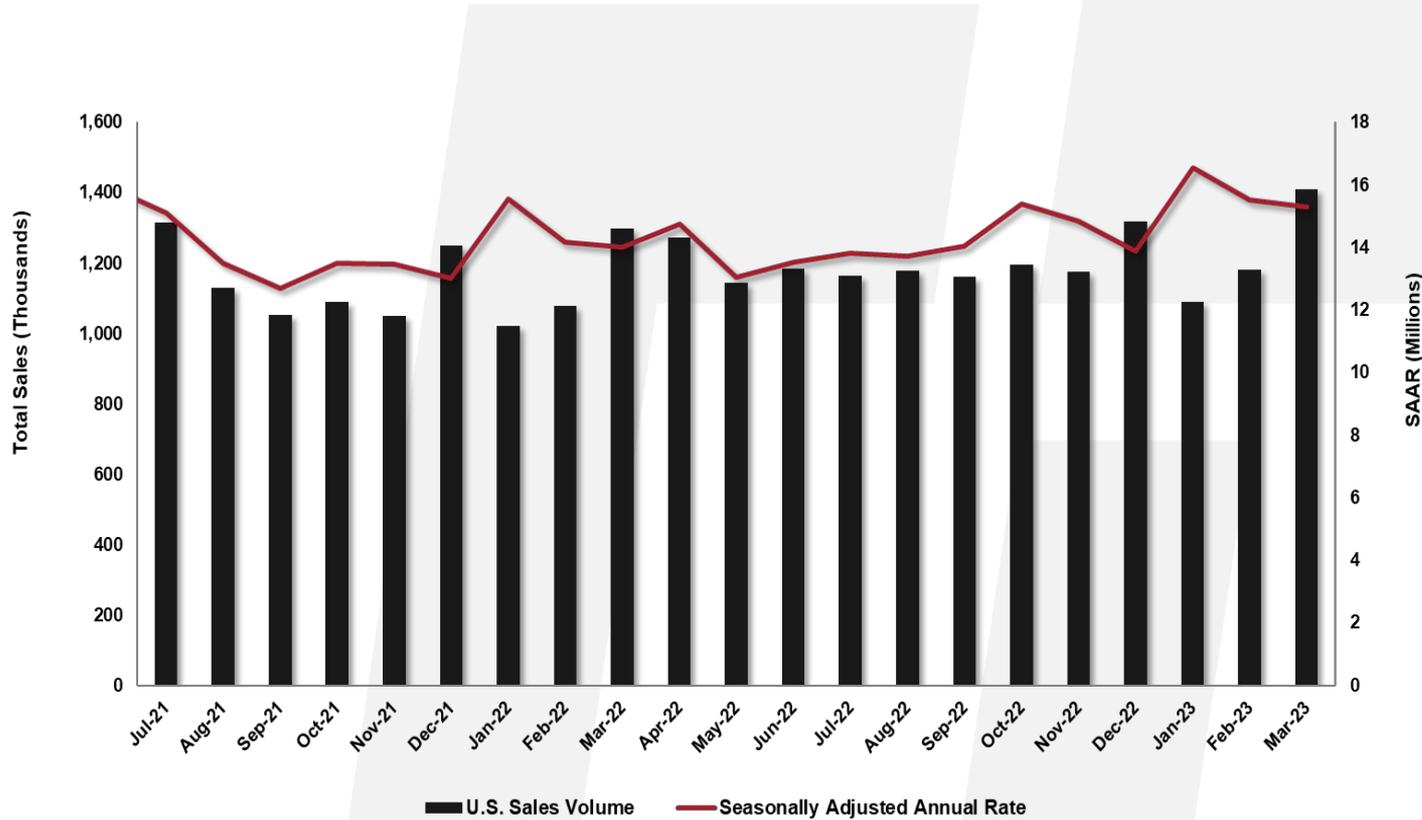
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March – April 2023

  
**Merchants**  
FLEET<sup>®</sup>

# Acquisition

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



### All US Sales

- March's sales decreased by 1.2% M/M
- Passenger vehicles sales increased by 8.7% Y/Y, and light truck increased by 8.6% Y/Y
- March's light trucks sales accounted for 79% of all sales

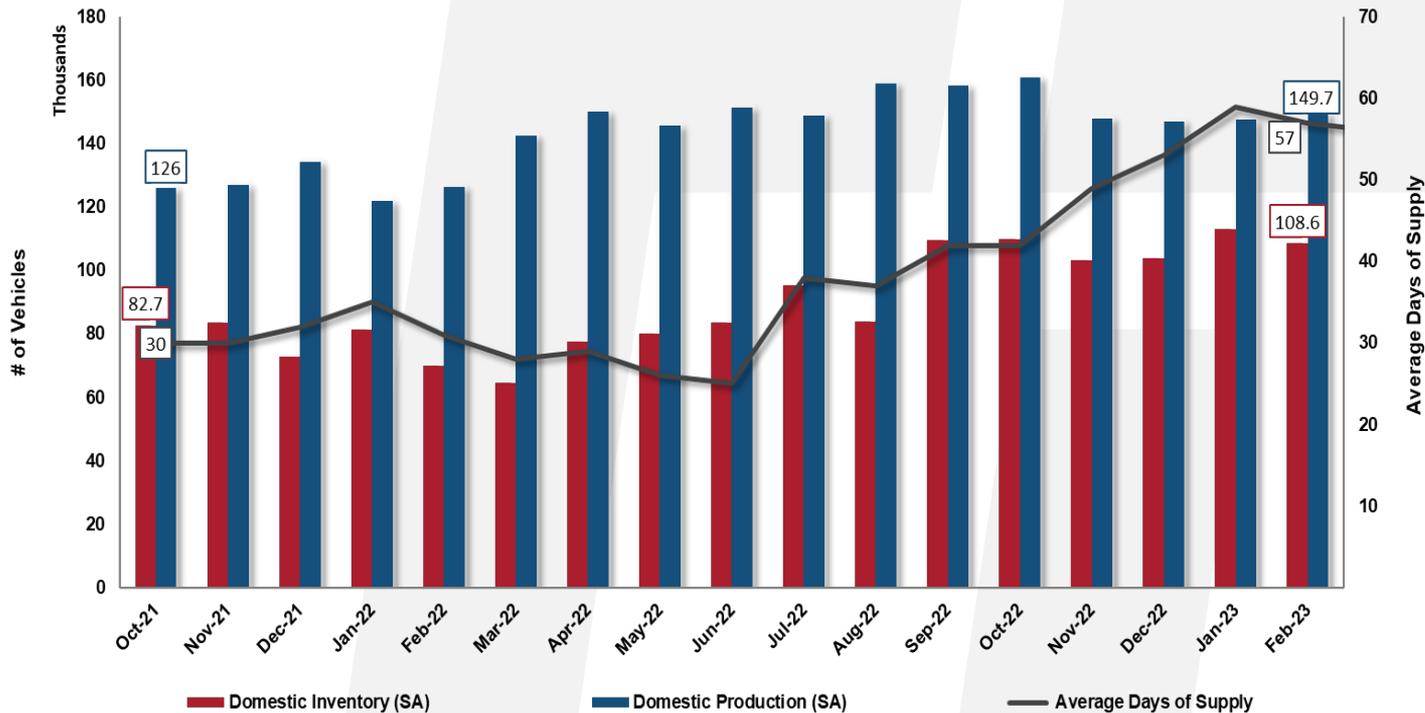
### Fleet Sales Only

- In March, 225,200 total fleet units were sold, an 27.7% Y/Y increase.

COX Automotive

# Acquisition

## Dealer Inventory & Days of Supply



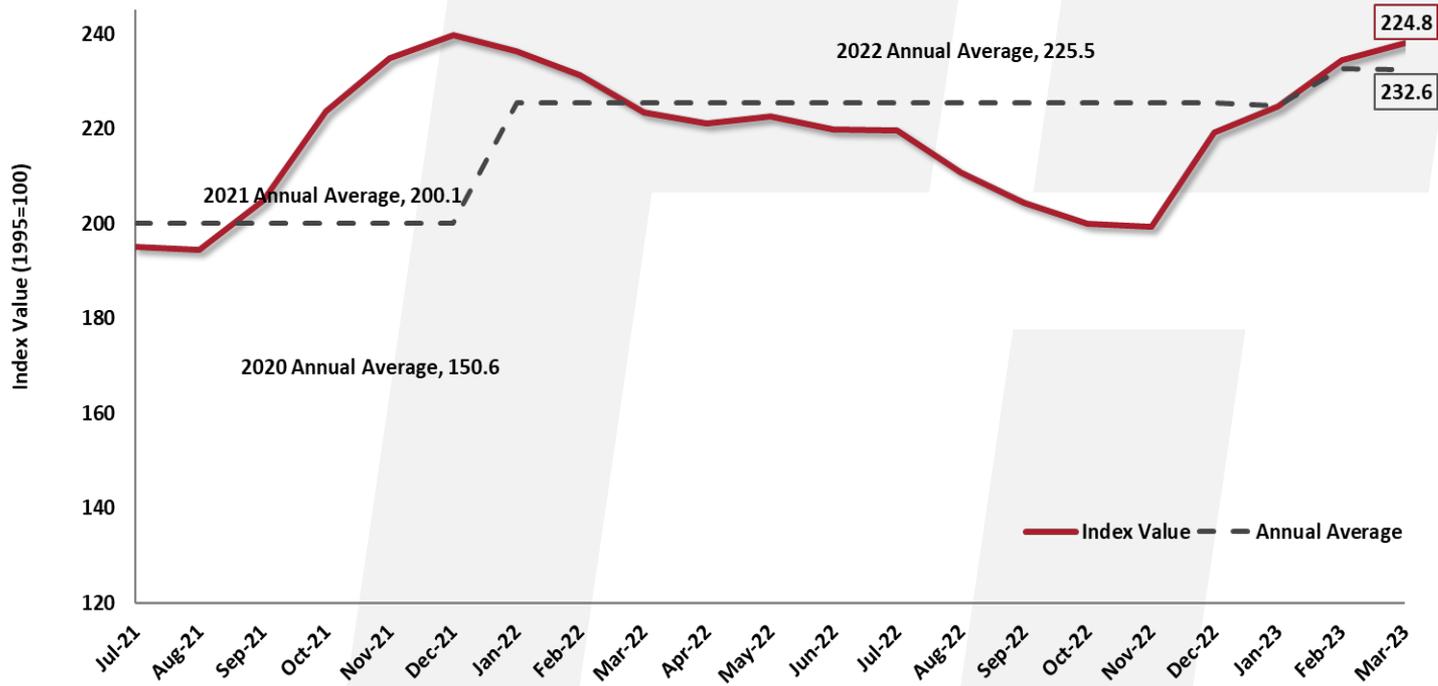
- February new vehicle inventories increased slightly M/M, and Domestic inventory for February is up 69% Y/Y.
- The average dealership days' supply decreased to 56 compared with 78 days in February 2021.
- New vehicle production increased slightly M/M, and Y/Y production increased 18%

- February's new-vehicle prices decreased M/M
- The average price decreased to \$46,994 which is 6% higher than February 2021

**Recommendation:**  
Place orders as soon as possible, due to component shortages, production lags and new vehicle prices increasing.

# Wholesale Resale Market

## Manheim Used Vehicle Value Index

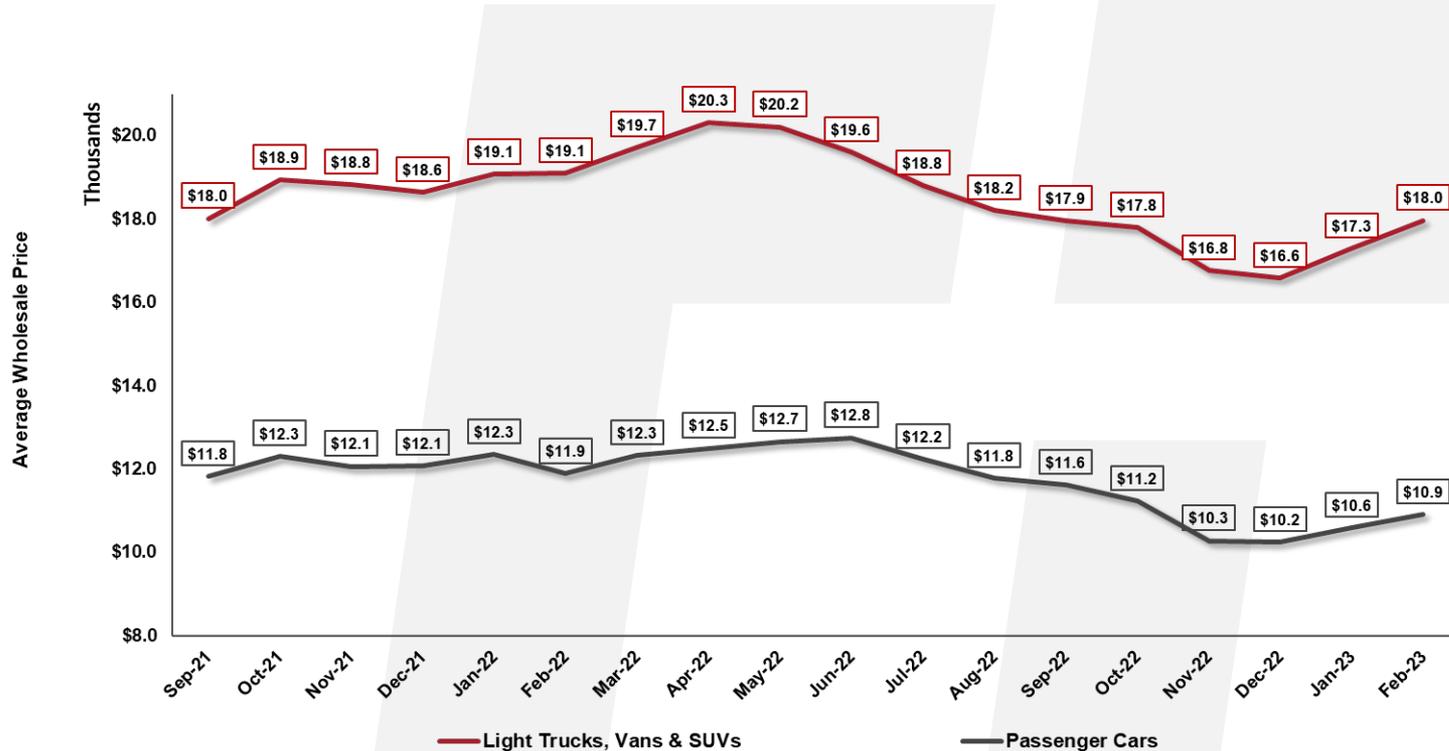


- Wholesale used vehicle prices increased 1.5% M/M in March
- The Manheim Used Vehicle Value Index increased by 6.5% Y/Y.
- Total volume of used vehicle sales were up for the first time in over a year, 2.9% Y/Y in March.
- 2019 Annual Average was 138.9
- 2022 ended with an Annual average of 225.5
- All major market segments saw seasonally adjusted price increase in March Y/Y, except for full-size vans.
- Smallest increases were realized by pickup trucks, midsize and compact cars, with sedans, SUV's and luxury cars having greater increases.

K Automotive

# Wholesale Resale Market

## Average Wholesale Price by Segment



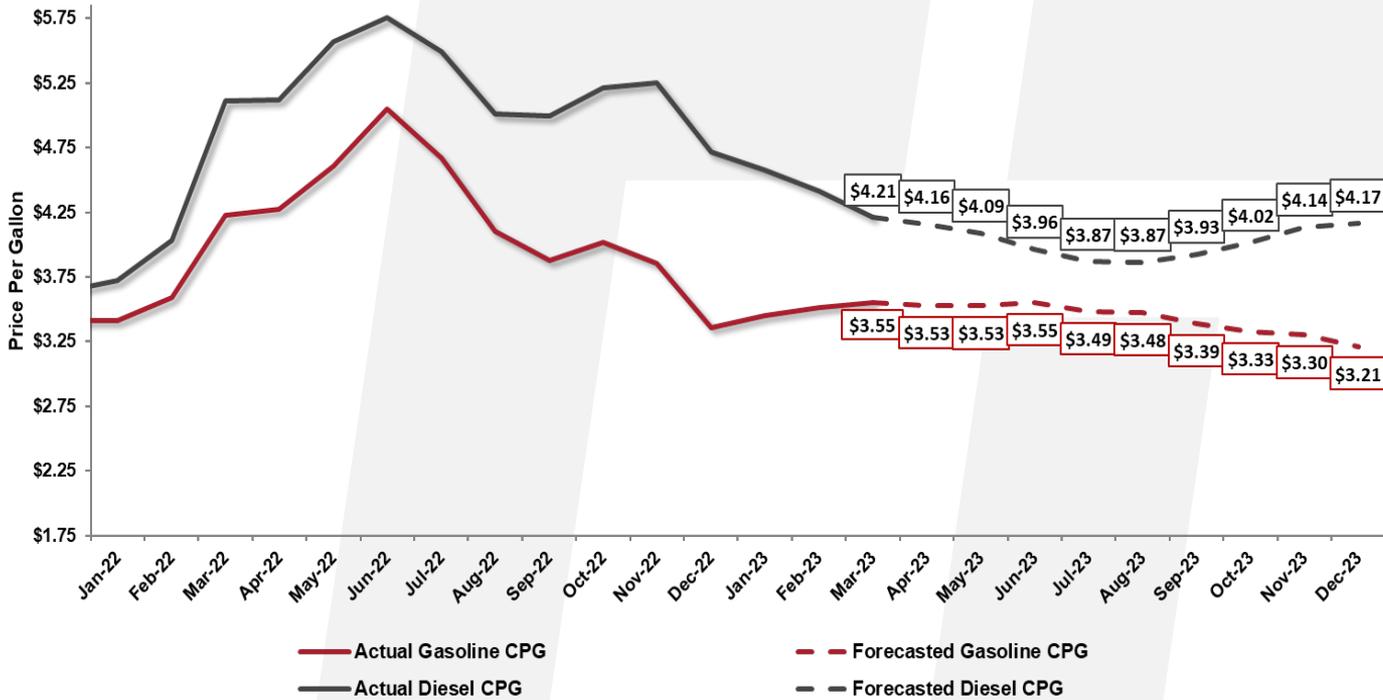
- Wholesale prices increased for the second month in a row in February up 3.9% M/M.
- Wholesale prices are now down 5.7% Y/Y
- February wholesale prices are 42.1% above Pre-pandemic prices

- 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 today's market.

# Fuel

## National Average Cost per Gallon – Regular Grade & Diesel



- U.S. regular gasoline prices increased from the previous month and averaged \$3.55/gal. in March
- U.S. diesel retail prices decreased from the previous month and averaged \$4.21/gal

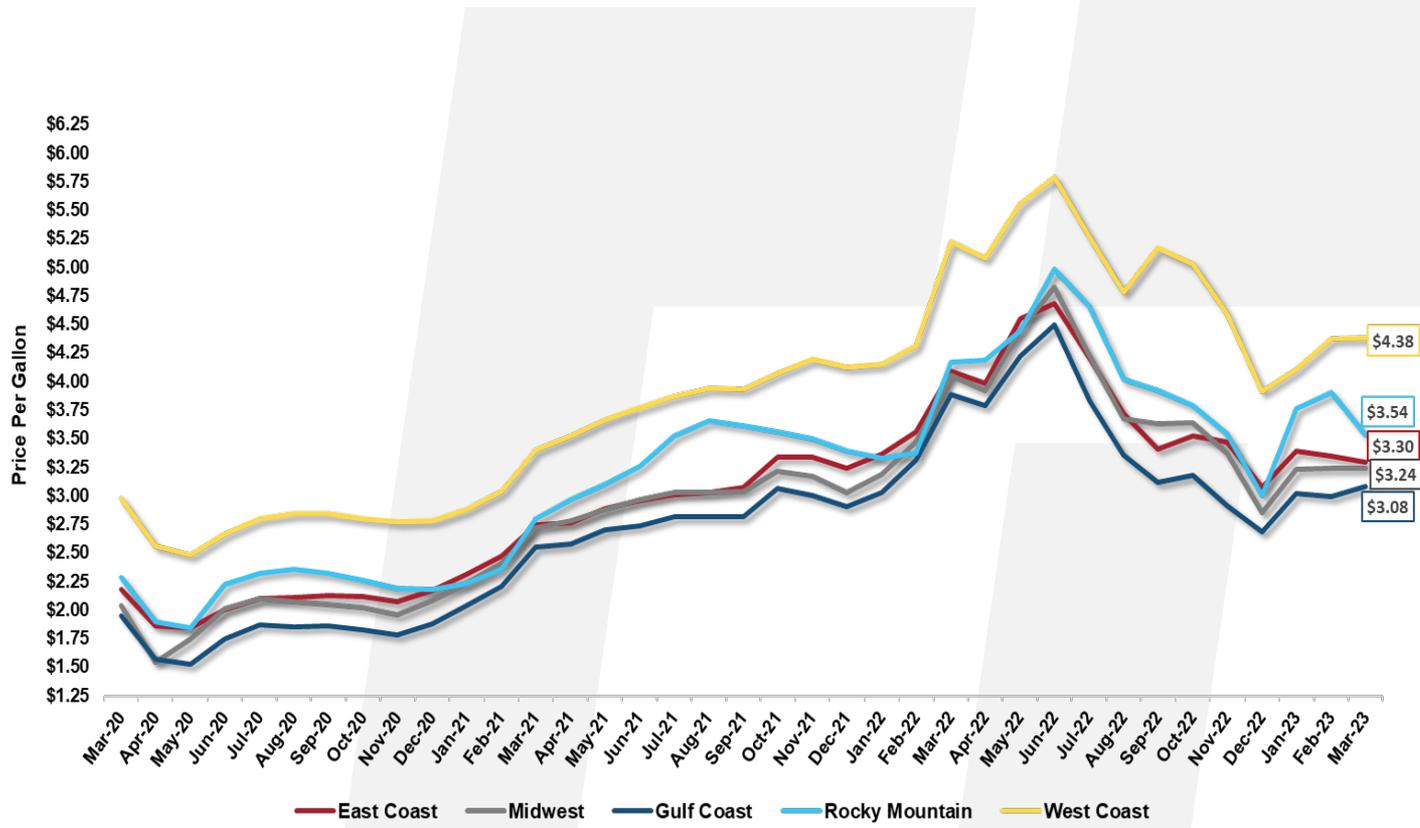
- March was down 16% gasoline and diesel was down 18% Y/Y.
- May forecast for gasoline retail price is \$3.53/gal. and diesel retail price of \$4.09/gal

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

Administration,

# Fuel

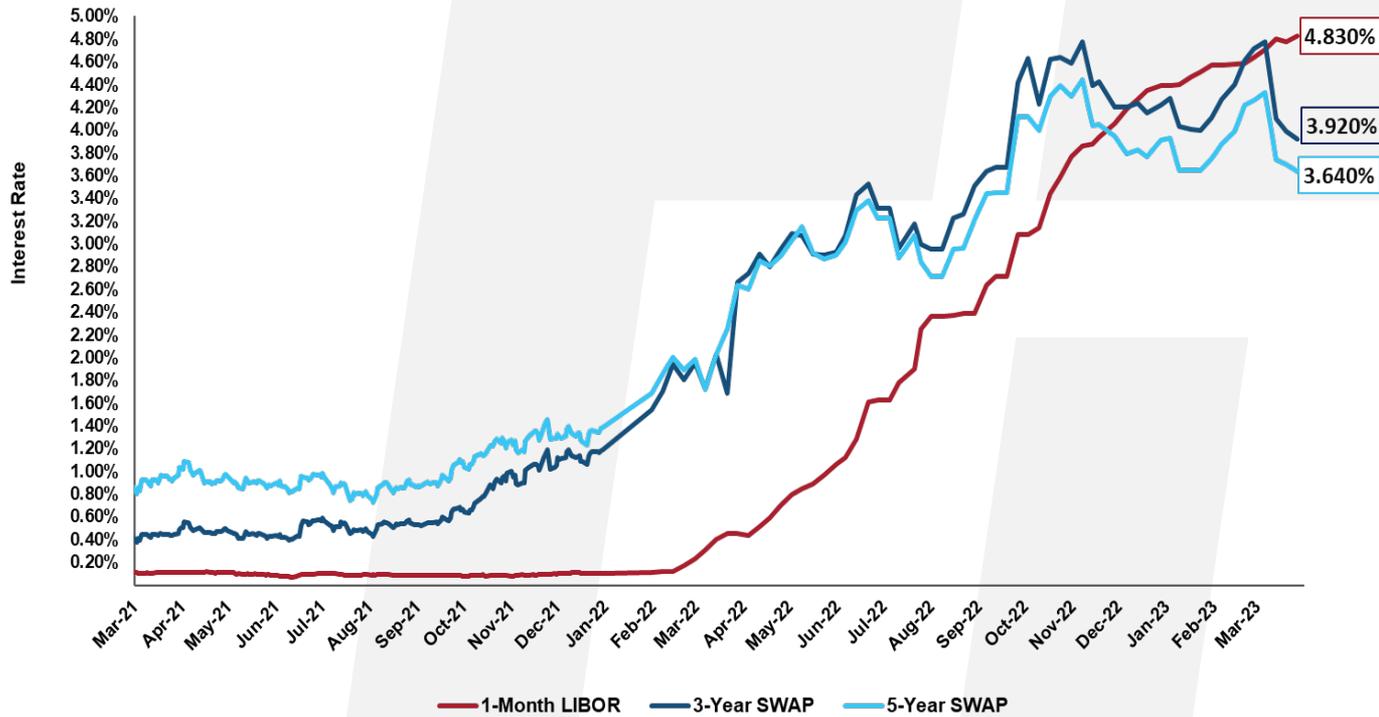
## Regional Average Cost per Gallon – Regular Grade



- Overall, fuel prices have dropped slightly 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 Rates



- 1-Month LIBOR rate is currently at 4.830% and this is the 14<sup>th</sup> month in a row that it is above 0.20% since June 2020.

- The 5-Year SWAP rate decreased and is currently 3.640%.

- All rates are expected to increase through at least midyear 2023.

Administration