

# 10 PREDICTIONS FOR 2022: LOOKING FORWARD INTO THE YEAR AHEAD

1

VEHICLE DEMAND REMAINS ROBUST,  
ESPECIALLY THROUGH THE FIRST HALF

NEW-VEHICLE  
SALES

16M▲7%

USED-VEHICLE  
SALES

39.3M▼4%

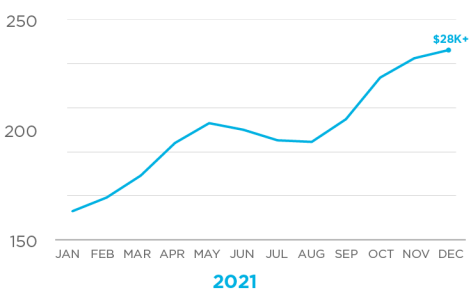


2

USED-VEHICLE VALUES  
DEPRECIATE AFTER SPRING  
RECORD

\$28K+

AVG. USED-VEHICLE  
LISTING PRICE (Dec. 2021)



3

TIGHT VEHICLE SUPPLY  
GRADUALLY IMPROVES

THE WORST OF THE “EMPTY-LOT  
SYNDROME” IS LIKELY IN THE  
REARVIEW MIRROR.

NEW VEHICLES ON DEALER LOTS  
ACROSS AMERICA

2.8M  
MID-DECEMBER  
2020

1M  
MID-DECEMBER  
2021

4

EV GROWTH OUTPACES  
INDUSTRY GROWTH

38%

OF VEHICLE SHOPPERS NOW  
CONSIDERING AN EV



5

AUTO LOAN RATES INCREASE

7.5%

DECEMBER  
2019

6.01%

DECEMBER  
2020

5.14%

DECEMBER  
2021



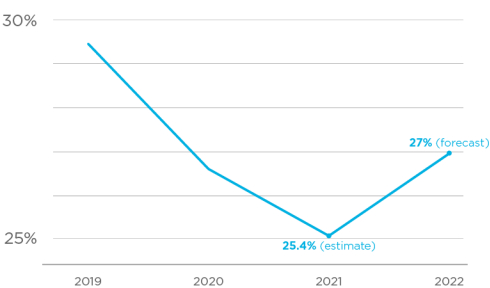
DECEMBER  
2022

6

LEASE DEMAND  
WILL IMPROVE

27%

FORECAST:LEASE PENETRATION  
OF TOTAL RETAIL VOLUME



7

SERVICE REVENUE OPPORTUNITY REMAINS ROBUST

CONSUMERS FOCUS ON FIXING, RATHER THAN REPLACING

12YRS.

AVG. VEHICLE AGE  
Source: IHS Markit

280M

VEHICLE PARC  
Source: Hedges & Company

50%

OF AMERICANS WILL  
DRIVE MORE IN 2022

8

VIGOROUS DEALERSHIP  
CONSOLIDATION CONTINUES

59%

OF DEALERS EXPECT  
CONSOLIDATION/ACQUISITION  
TO CONTINUE

9

CONSUMER SHIFT TO ONLINE  
BECOMES DOMINANT

70%

OF CONSUMERS EXPECT PEOPLE  
WILL PREFER TO SHOP ONLINE VS.  
GOING INTO THE DEALERSHIP



10

DIRECT-TO-CONSUMER FORCES  
DEALERS TO ADAPT

80%

OF DEALERS THINK ECOMMERCE WILL  
BE WIDELY OFFERED IN 3 YEARS