

# Ten Predictions for 2022

**B**

-5



#1: Vehicle Demand Will Remain Robust

-6



#6: Lease Demand Will Improve in 2022

✓



#2: Used-Vehicle Values Will Depreciate Again, After the Spring

✓



#7: Robust Service Revenue Opportunity Will Continue

-5



#3: Tight Vehicle Supply Will Gradually Improve

✓



#8: Dealership Consolidation Will Continue

✓



#4: EV Growth Will Outpace Industry

✓



#9: Consumer Shift to Online Becomes Dominant

✓



#5: Auto Loan Rates Will Rise

✓



#10: Direct Sales Model Will Force Dealers to Adapt