



# Manheim Market Insights

October 2022 Update

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COX AUTOMOTIVE

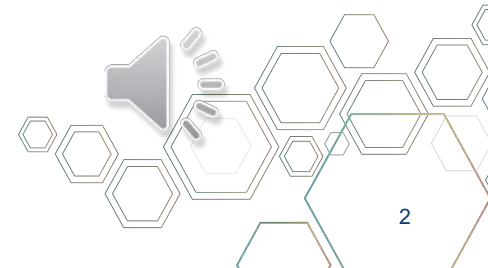




## ***Hard To Tell From The Automotive Data...***

*Affordability Issues Rising With Interest Rates*  
*New Inventory Shortages Remain But Less Acute*  
*Used Retail Sales Following Seasonal Pattern*  
*Used Retail Elevated But Turning Down*  
*Wholesale Prices Declining Faster Than Normal*

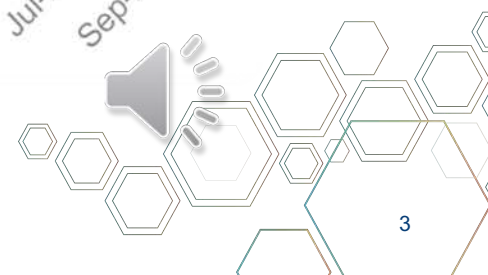
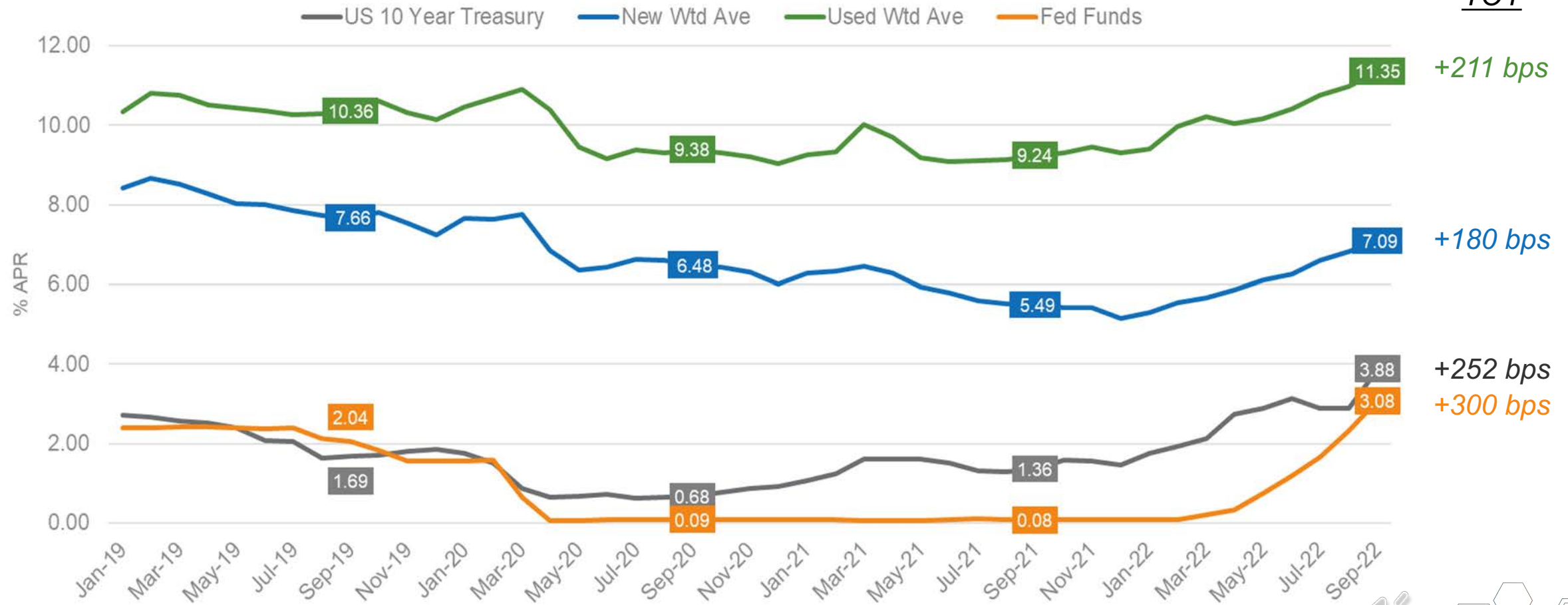
***Lots of Smoke but  
No Recessionary Fire...***



# AUTO LOAN RATES Heading Higher Based On Recent Fed Action



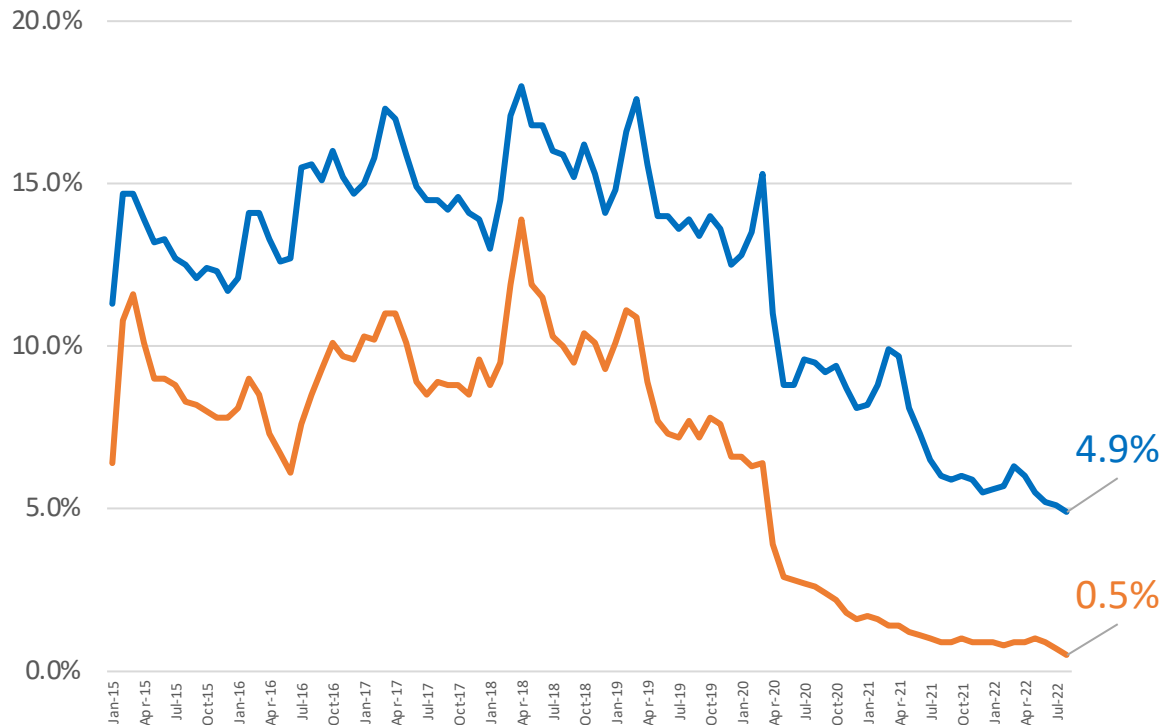
**Fed Funds Rate, 10 Year, and Average Auto Loan Rates**



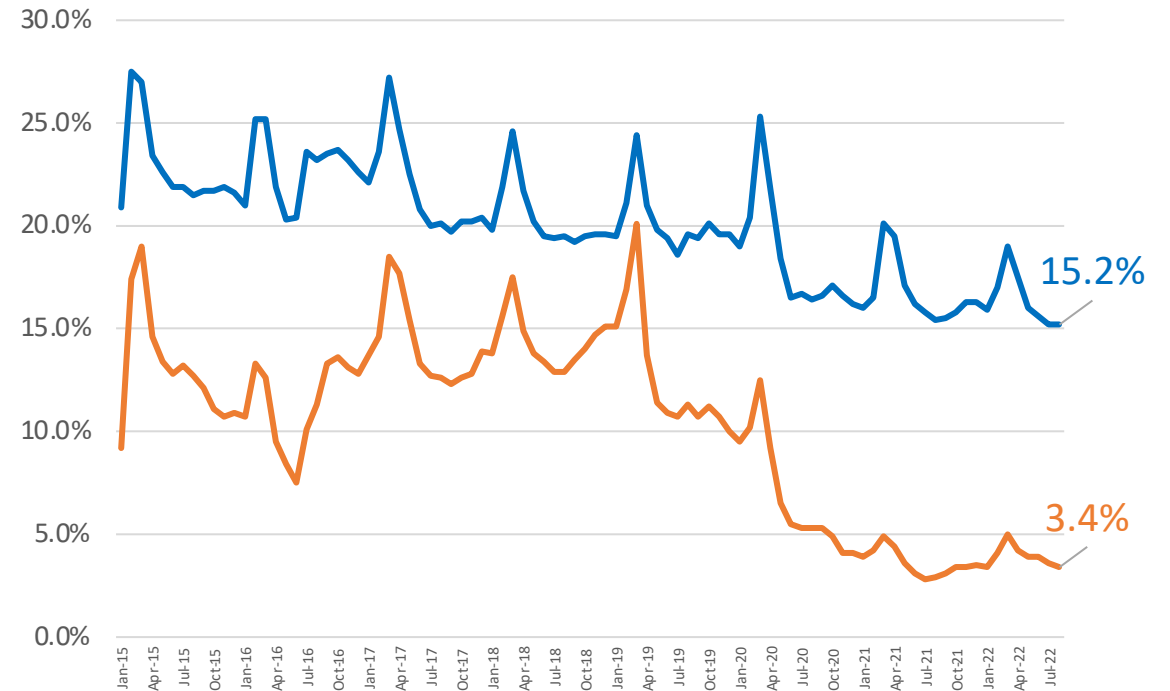
# HIGH RATES Impacting Subprime and Deep Subprime Buyer



### Share in New



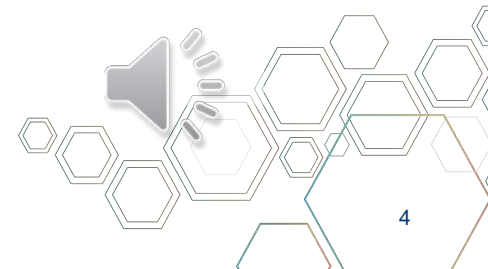
### Share of Used



Subprime %    Deep Subprime %

**Subprime Buyers Getting Priced Out Of The Market**

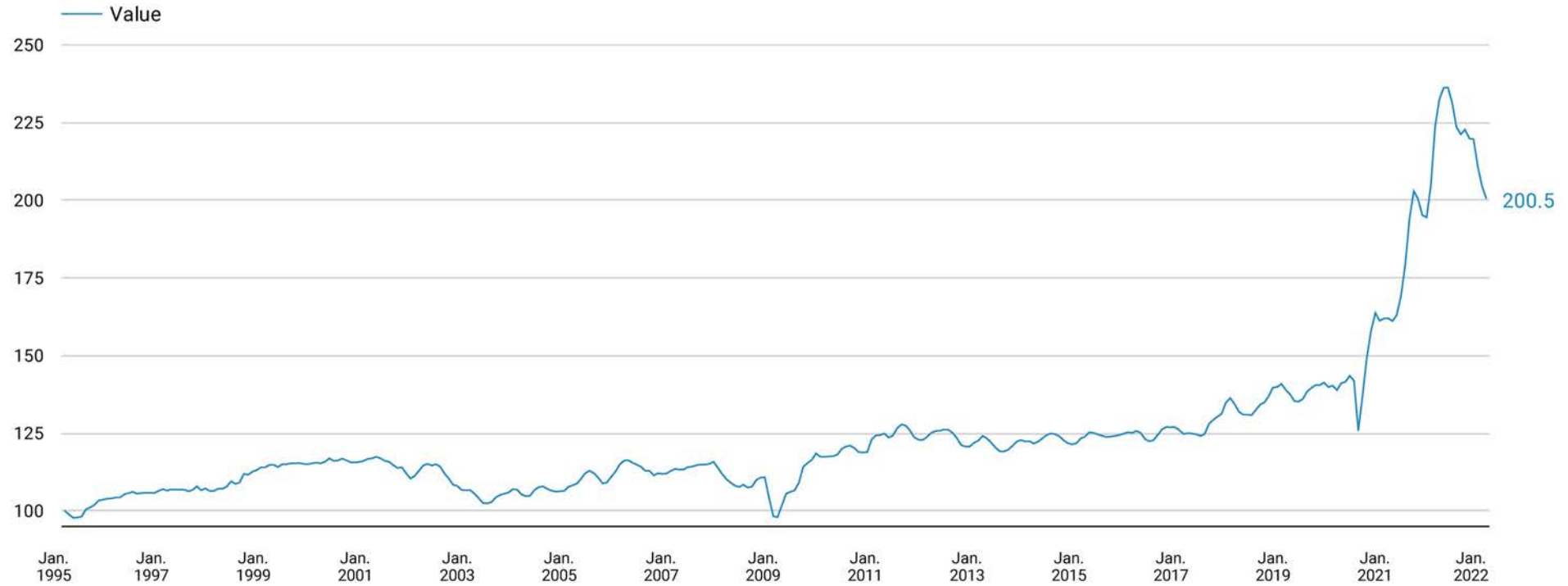
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# SEPTEMBER MID-MONTH MUVVI Declines Continue



## MANHEIM USED VEHICLE VALUE INDEX *Mid-October 2022*



Cox  
AUTOMOTIVE™



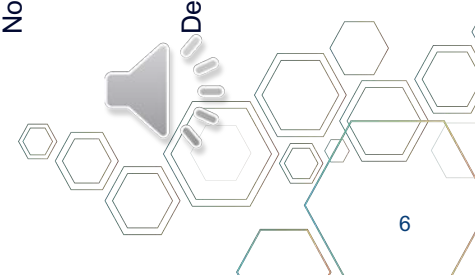
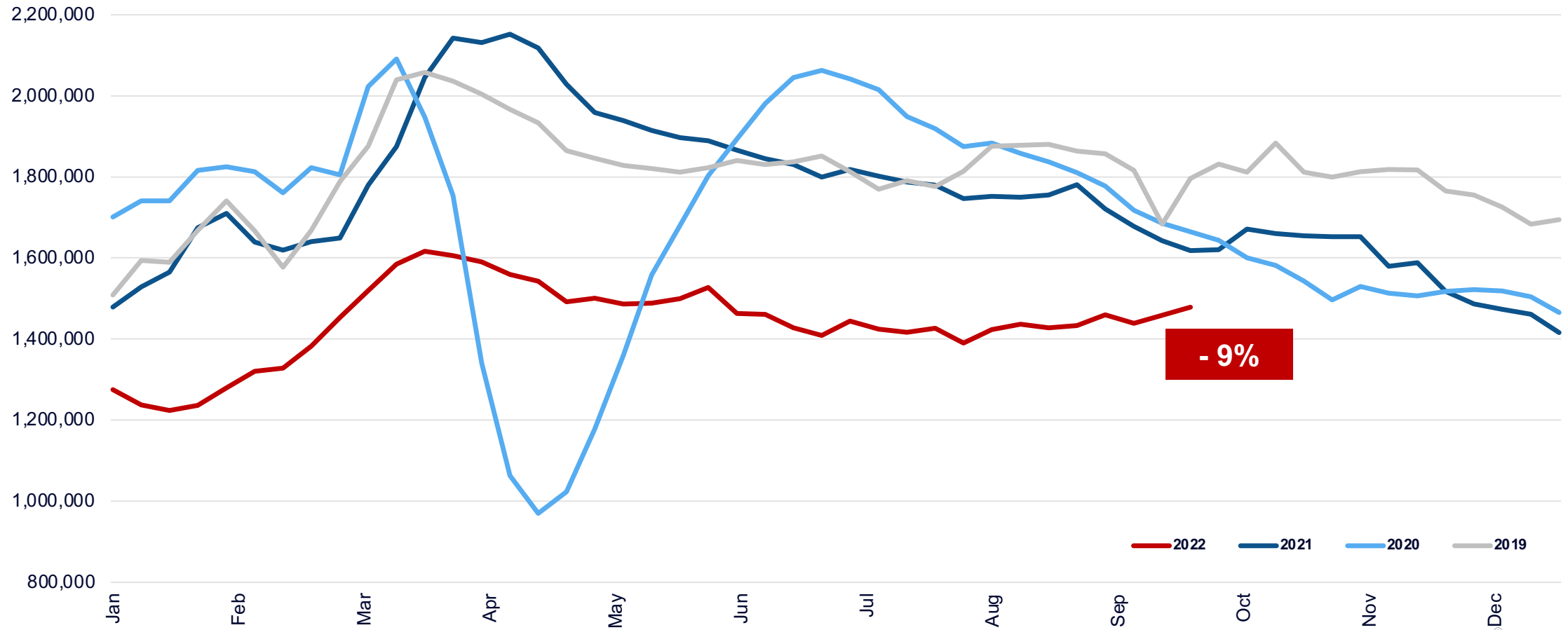
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# USED RETAIL SALES Uptick in Late September



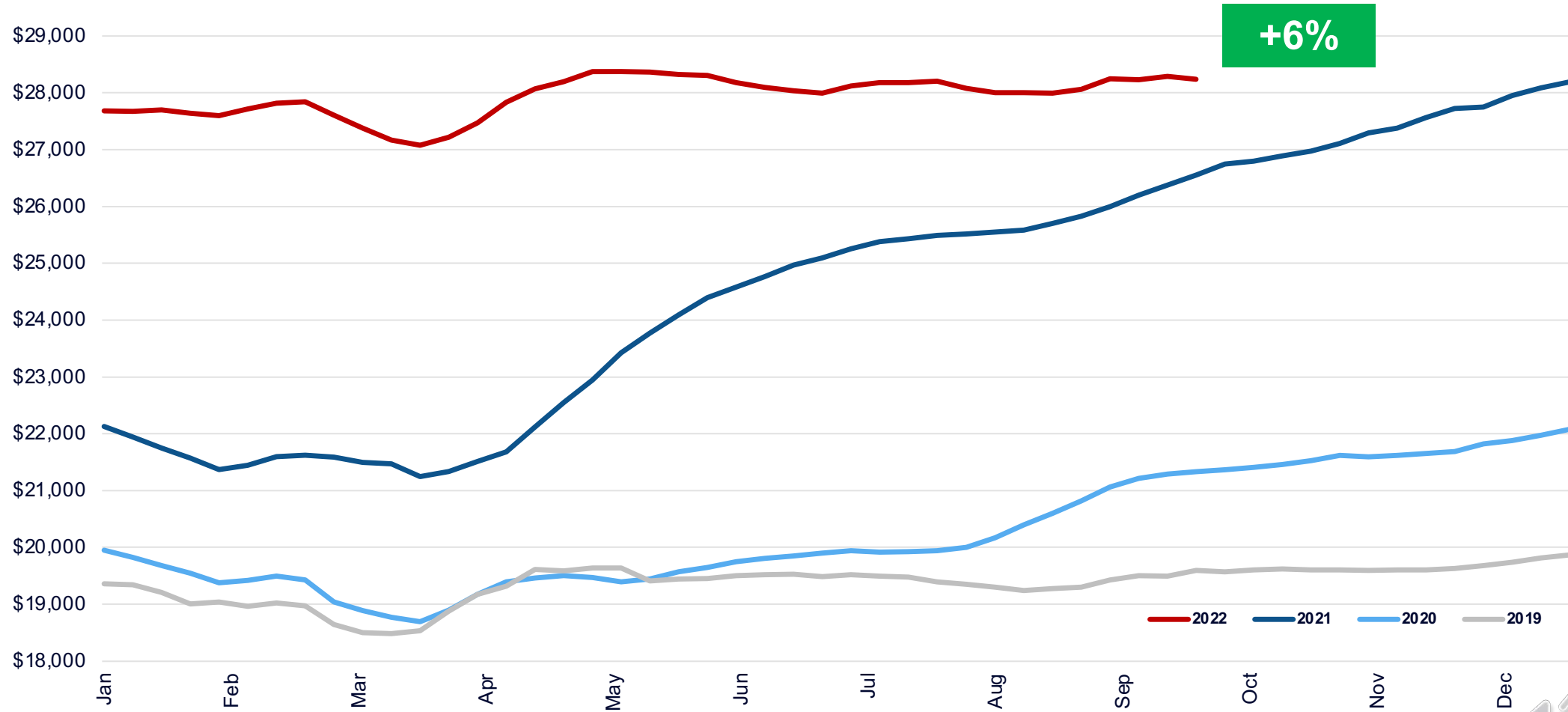
Rolling 30 Day Retail Sales weekly



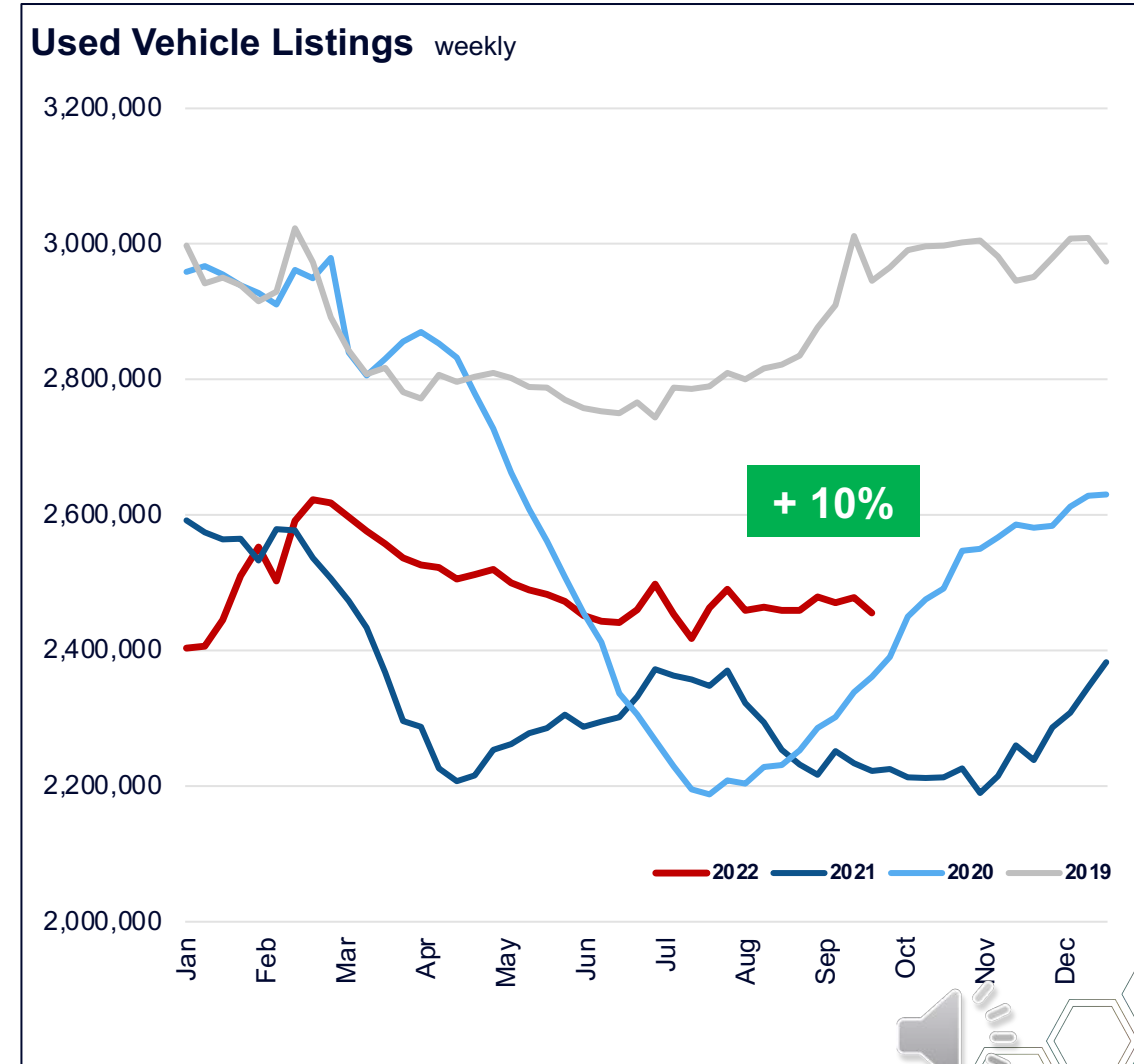
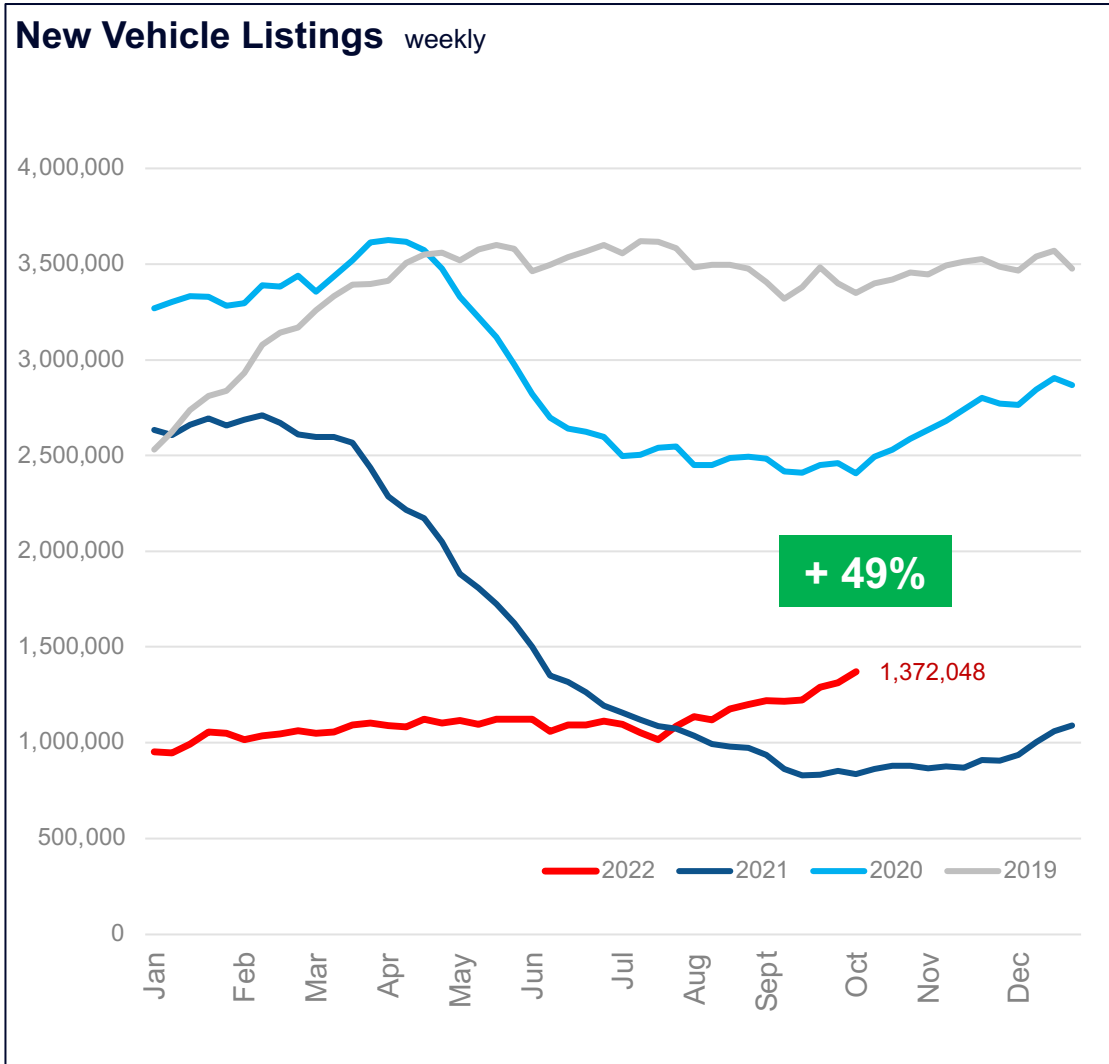
# USED RETAIL LIST PRICES Holding Steady



Average List Price weekly



# NEW & USED INVENTORY



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- **Cox Automotive Newsroom:** [www.coxautoinc.com/newsroom/](http://www.coxautoinc.com/newsroom/)
- Fresh content from Chief Economist Jonathan Smoke and the Industry Insights team is published regularly.
- **Auto Market Snapshot:** [www.coxautoinc.com/marketsnapshot](http://www.coxautoinc.com/marketsnapshot)
- This dashboard is a one-stop dashboard for the most recent data points our team is tracking.
- **From the Newsroom:** [www.coxautoinc.com/signup](http://www.coxautoinc.com/signup)
- The Cox Automotive biweekly newsletter, published every other Tuesday, is a round-up of news and perspectives from Cox Automotive Industry Insights team.

