



Manheim Market Insights

November 2022 Update

KEVIN CHARTIER

Vice President

Manheim Market Insights

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Downturn? Yes. Recession? No.

Interest rates and prices creating affordability challenges

New-vehicle inventory still tight but expanding rapidly

Used retail sales softening but still solid

Wholesale prices continuing to decline

Used retail prices showing some signs of softening

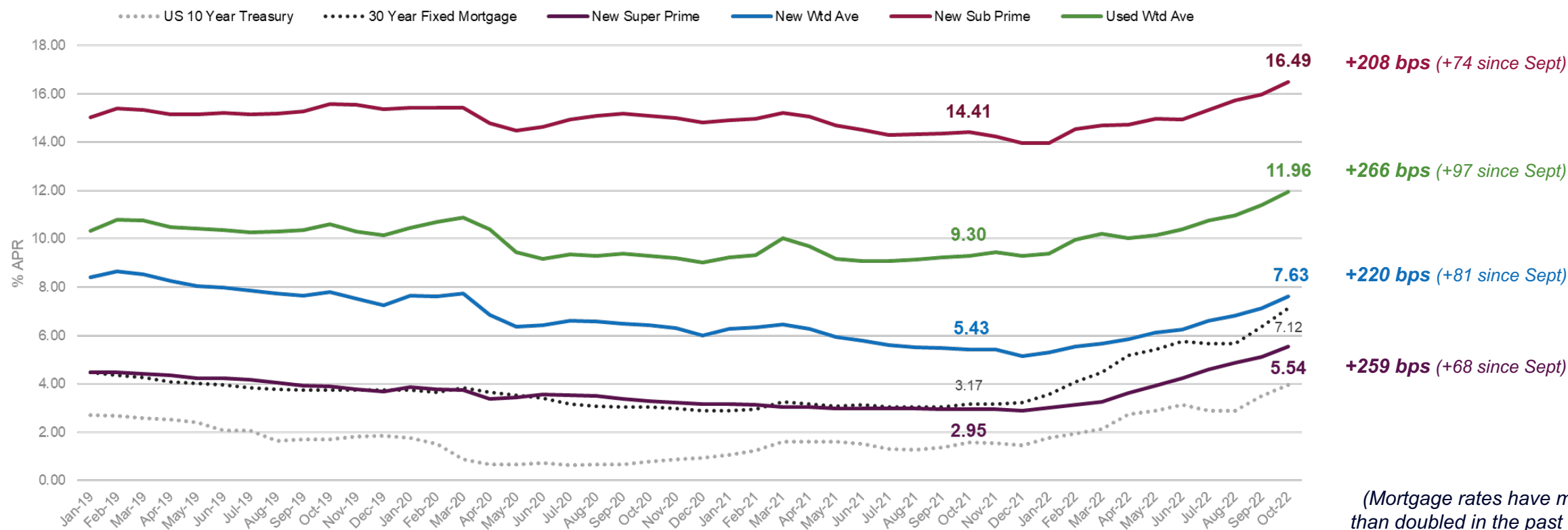
***Lots of smoke but still
no recessionary fire (yet)...***



AUTO LOAN RATES Significantly Higher Rates Will Impact Demand



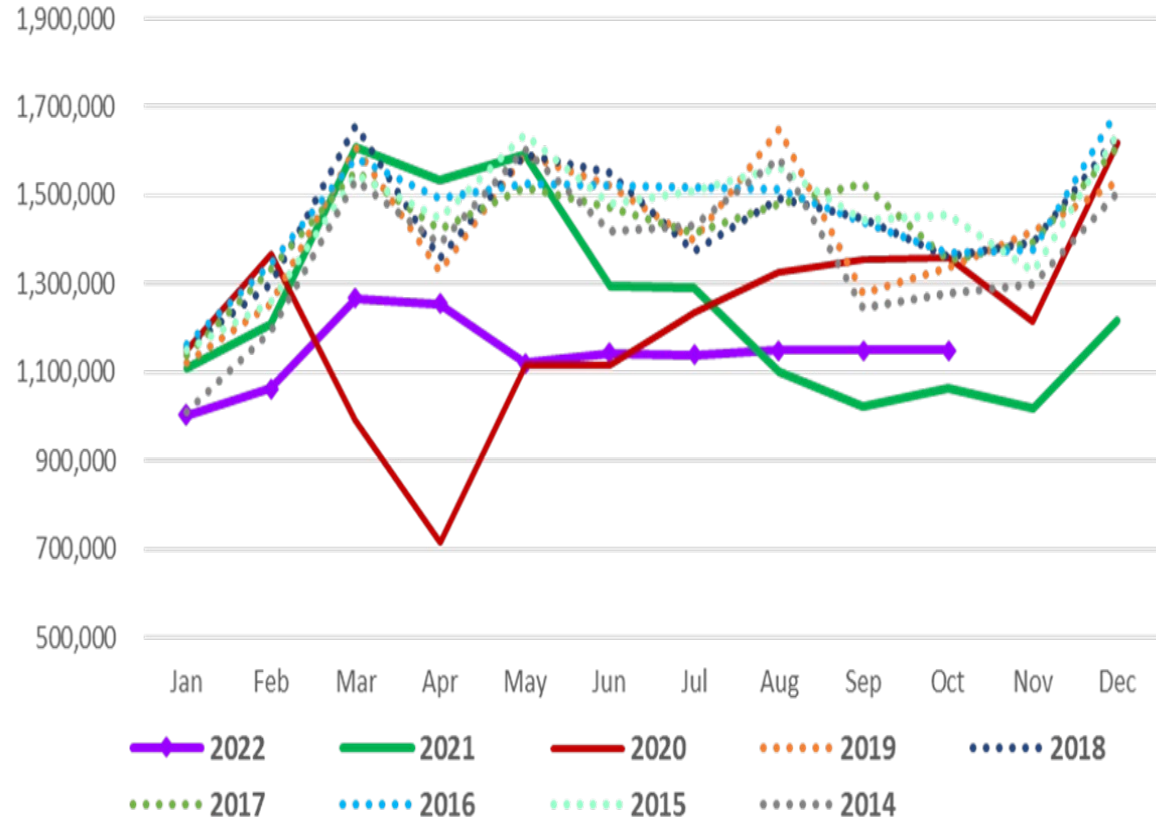
10-Year vs. Mortgage and Auto Loan Rates



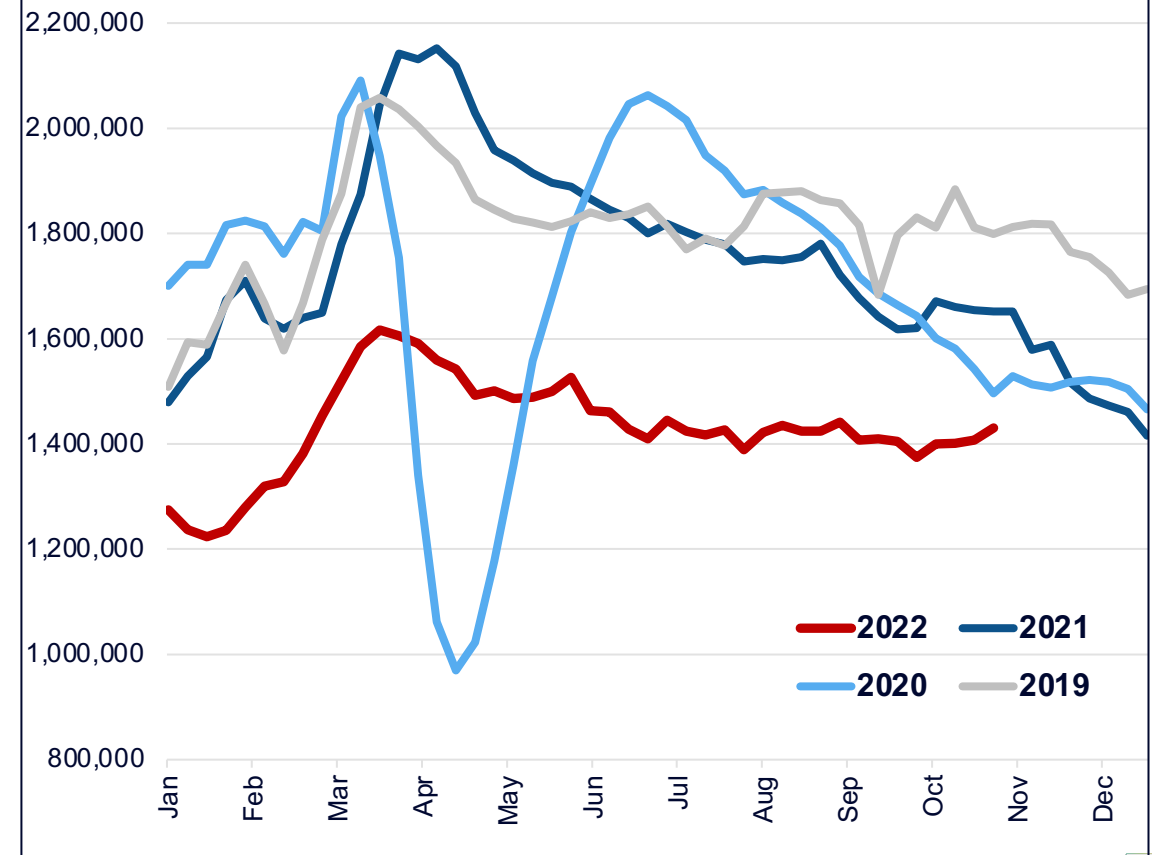
RETAIL SALES Consistent Demand



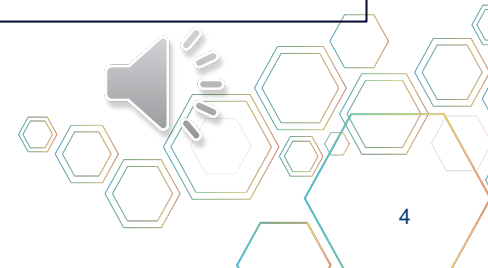
New Vehicle Industry Volume Trends



Rolling 30 Day Used Retail Sales weekly



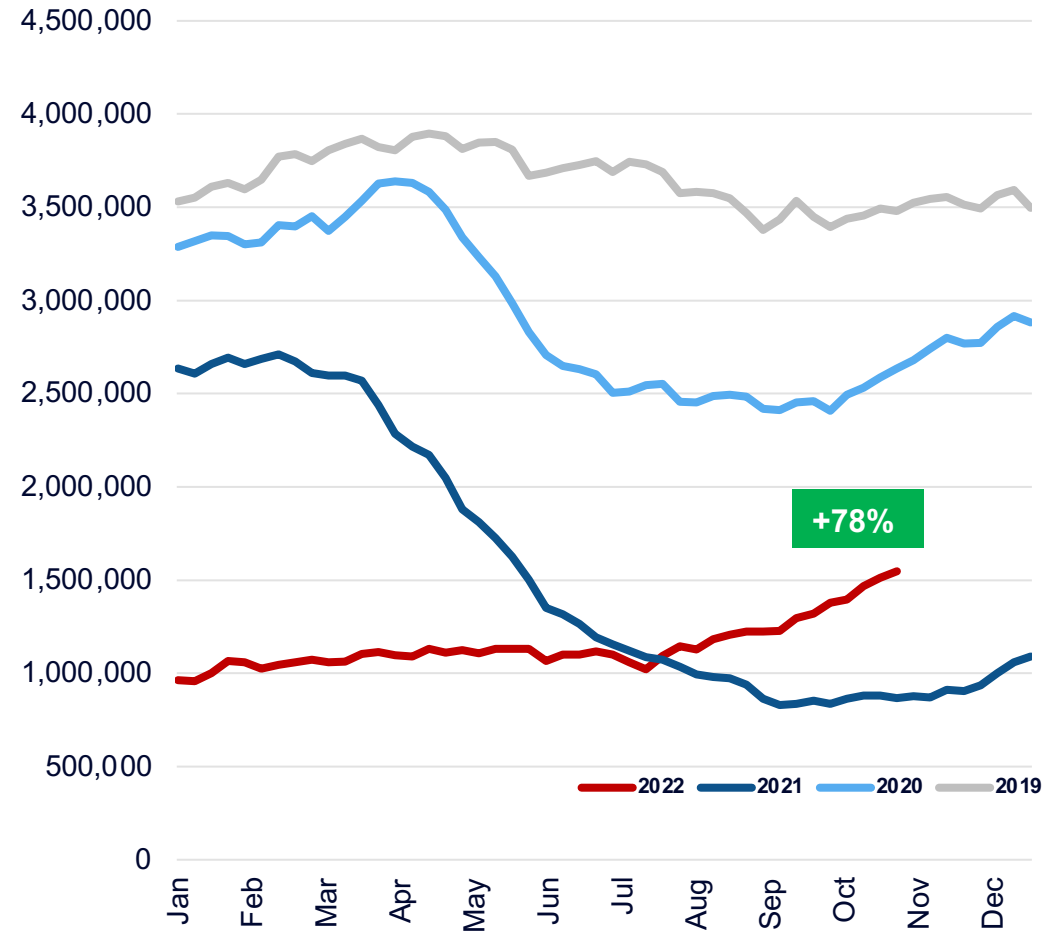
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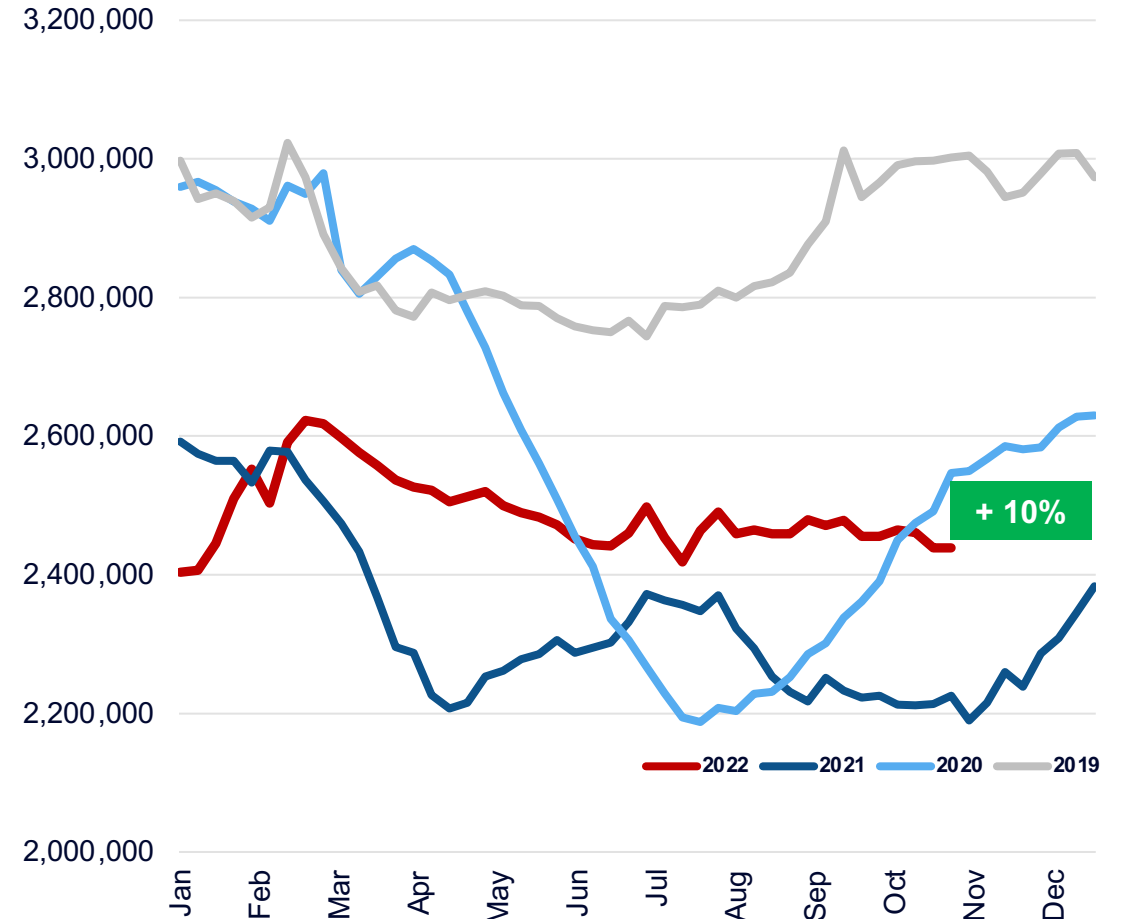
NEW & USED INVENTORY



New-Vehicle Listings weekly



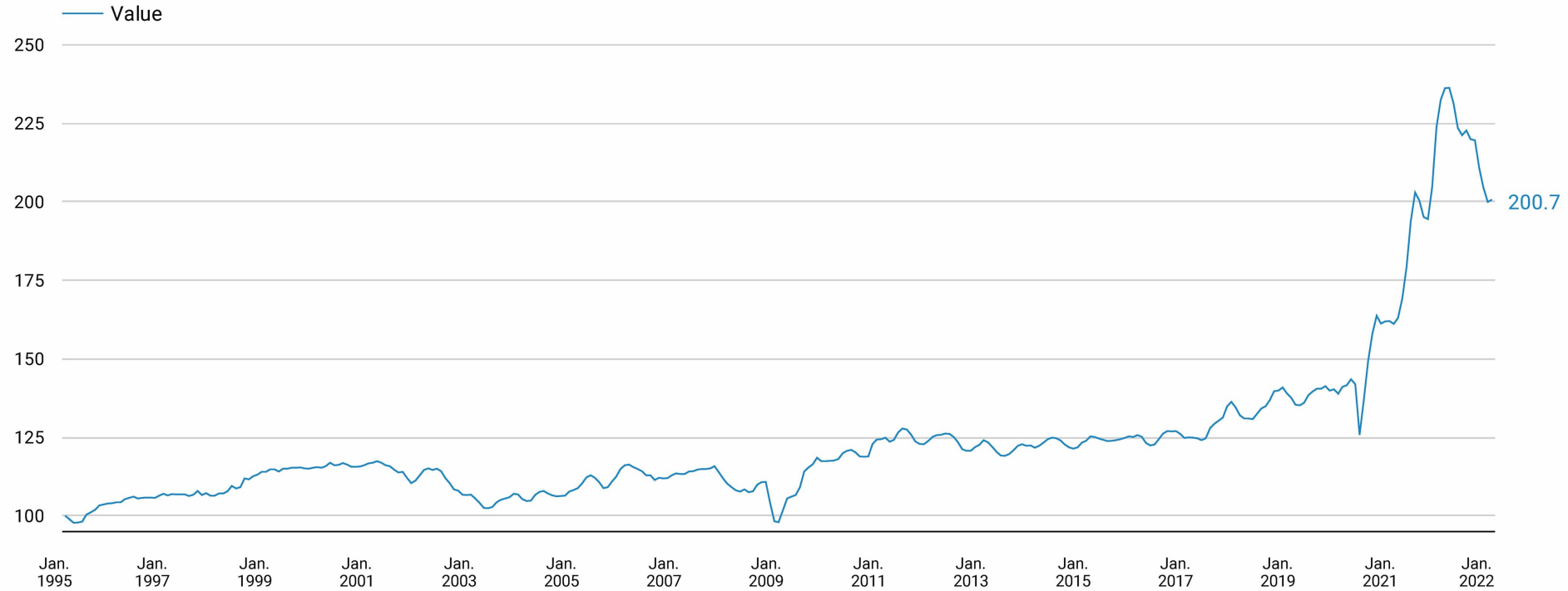
Used-Vehicle Listings weekly



NOVEMBER MID-MONTH MUVVI Declines Continue



MANHEIM USED VEHICLE VALUE INDEX *Mid-November 2022*



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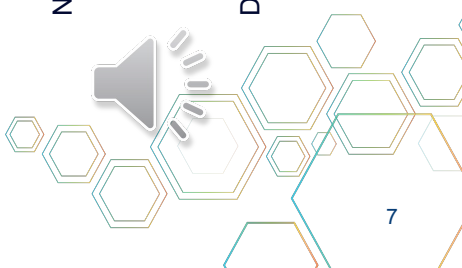
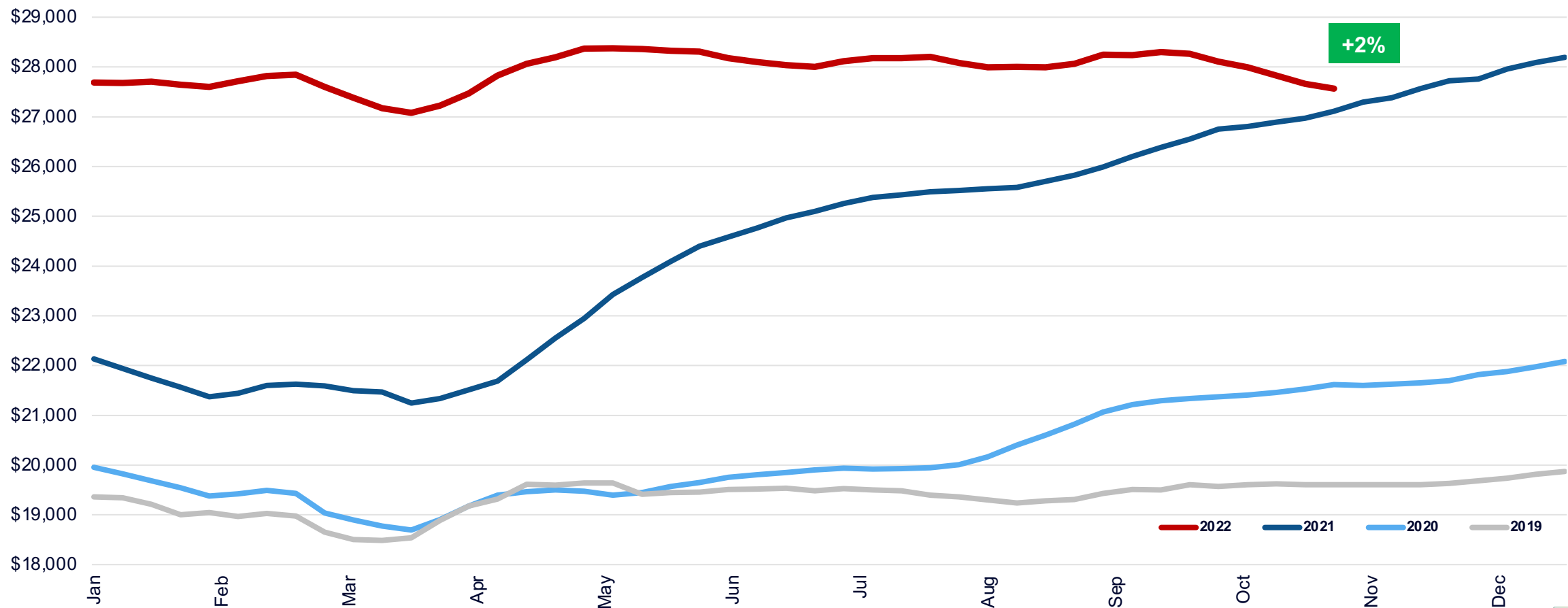
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USED RETAIL LISTING PRICES Now Up Just 2% From Last Year



Average List Price weekly



THE NEED FOR SPEED



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