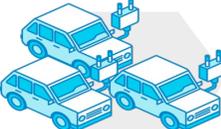


10 PREDICTIONS FOR 2023

-  **1** A Slow-Growing Economy Will Place Pressure on the Automotive Market.
-  **2** New-Vehicle Inventory Levels Will Continue to Increase.
-  **3** Total Retail Vehicle Sales Will Fall in 2023, as New-Vehicle Sales Grow, Used Sales Decline.
-  **4** Sales of Electric Vehicles in the U.S. Will Surpass 1 Million Units for the First Time.
-  **5** Used-Vehicle Values Will See Above-Normal Depreciation for a Second-Straight Year.
-  **6** Vehicle Affordability Will Be the Greatest Challenge Facing Vehicle Buyers.
-  **7** All-Cash Deals Will Increase to Levels Not Seen in Decades.
-  **8** Dealership Service Operations Volume and Revenue Climb.
-  **9** Half of Vehicle Buyers Will Engage With Digital Retailing Tools.
-  **10** Federal Incentives Will Encourage More Fleet Buyers to Consider Electrified Solutions.