



Manheim Market Insights

December 2022 Update

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COX AUTOMOTIVE





Inventory Up. Pricing...

Interest rates and prices creating affordability challenges

New-vehicle inventory showing clear signs of increasing

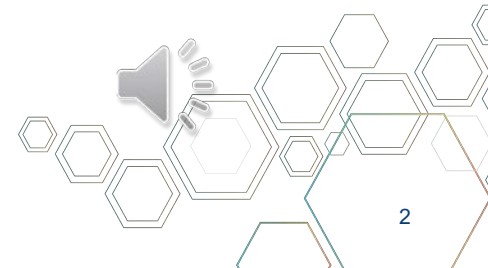
New-vehicle prices hit new record in November

Used retail sales softening but still solid

Wholesale prices continuing to decline

Used retail listing prices DOWN y-o-y in November

New Challenges in the Year Ahead

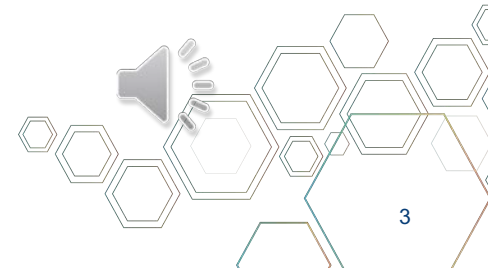


IMPACT OF HIGHER RATES

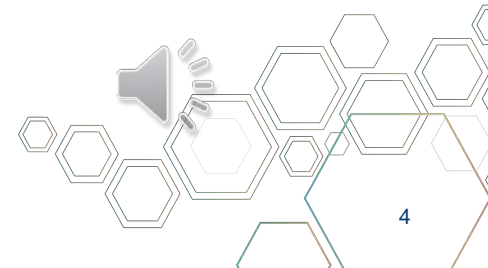
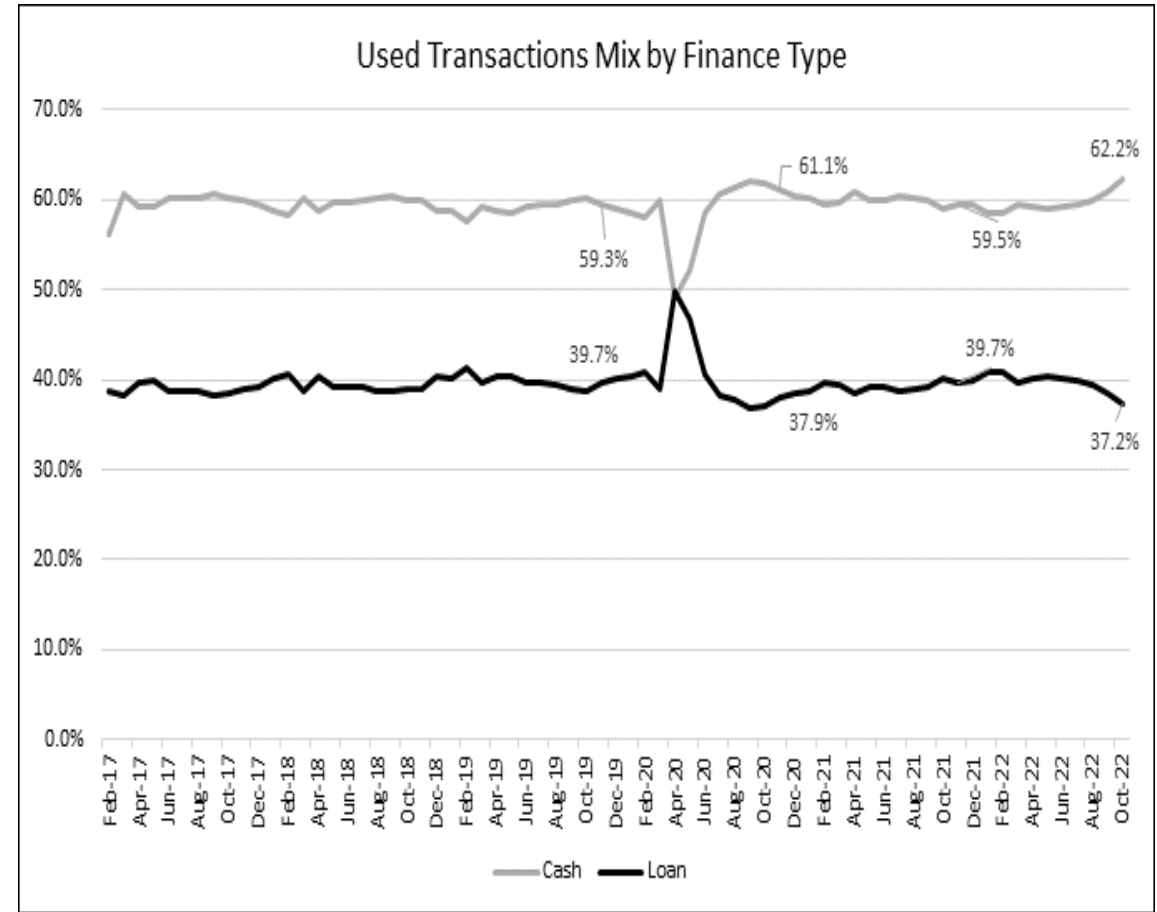
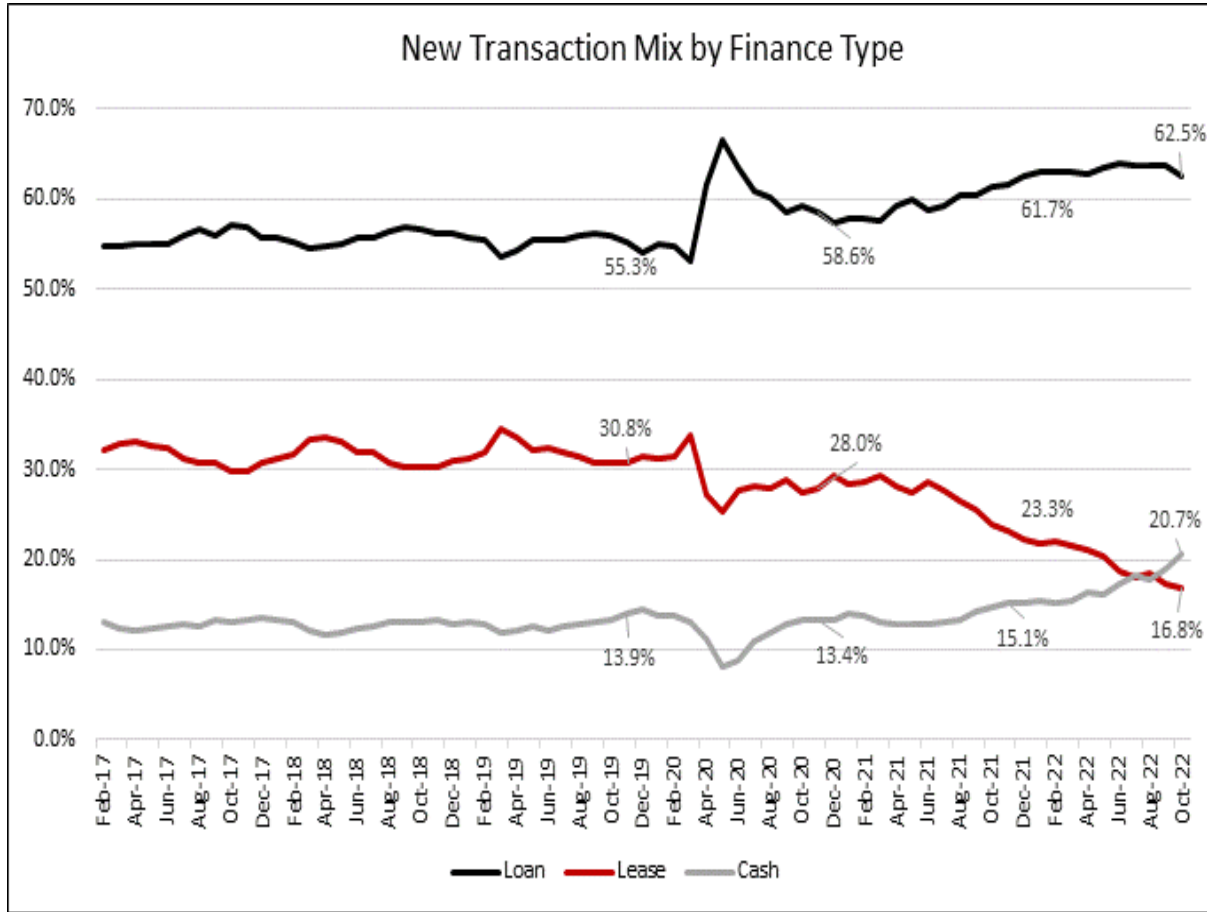


	60 Month			New Auto Loans 72 Month			84 Month		
	Nov-22	Nov-21	Var	Nov-22	Nov-21	Var	Nov-22	Nov-21	Var
	Avg Model Year	2022.6	2021.6	10 Months	2022.6	2021.5	11 Months	2022.6	2021.5
Amount Financed	\$35,927	\$34,878	\$1,050	\$43,040	\$40,798	\$2,242	\$45,599	\$45,474	\$125
APR	4.8%	2.5%	2.4 Pts	6.9%	4.6%	2.3 Pts	7.3%	4.9%	2.3 Pts
Down	\$9,900	\$8,391	\$1,508	\$6,347	\$5,665	\$682	\$4,007	\$3,686	\$322
Payment	\$676	\$619	\$57	\$733	\$650	\$83	\$694	\$641	\$53
Total Interest Paid	\$4,604	\$2,242	\$2,362	\$9,707	\$5,986	\$3,721	\$12,688	\$8,370	\$4,318

	60 Month			Used Auto Loans 72 Month			84 Month		
	Nov-22	Nov-21	Var	Nov-22	Nov-21	Var	Nov-22	Nov-21	Var
	Avg Model Year	2016.6	2015.8	8 Months	2018.3	2017.4	9 Months	2019.7	2018.8
Amount Financed	\$21,883	\$21,496	\$387	\$29,247	\$29,430	-\$183	\$39,657	\$40,814	-\$1,157
APR	8.8%	6.7%	2.1 Pts	10.9%	8.1%	2.8 Pts	8.1%	5.4%	2.7 Pts
Down	\$4,820	\$4,332	\$488	\$3,517	\$3,318	\$199	\$2,996	\$2,745	\$251
Payment	\$452	\$423	\$29	\$555	\$518	\$37	\$619	\$584	\$35
Total Interest Paid	\$5,245	\$3,864	\$1,380	\$10,694	\$7,840	\$2,854	\$12,348	\$8,237	\$4,112



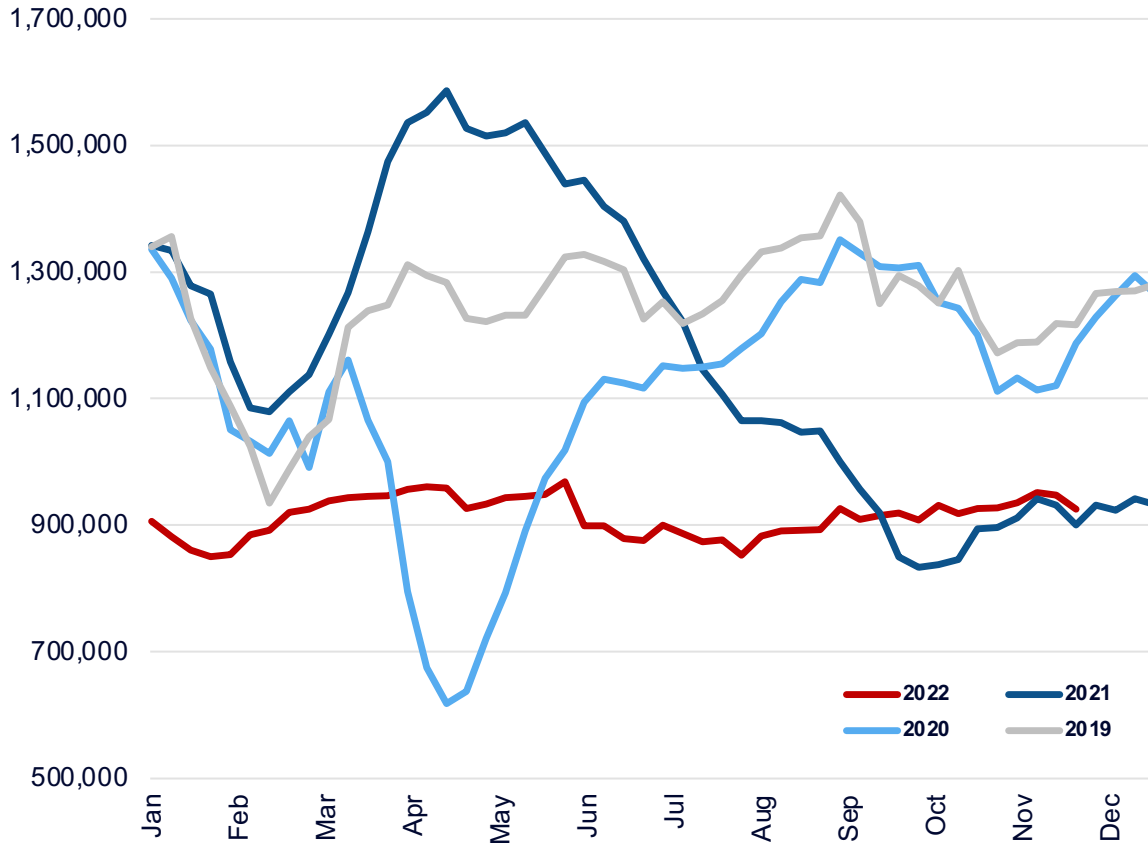
HIGHER RATES = MORE CASH BUYERS



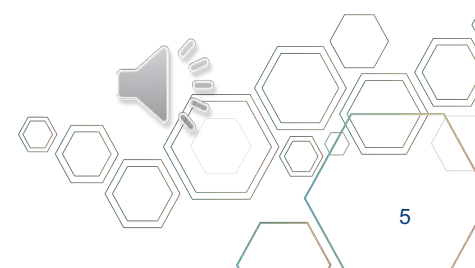
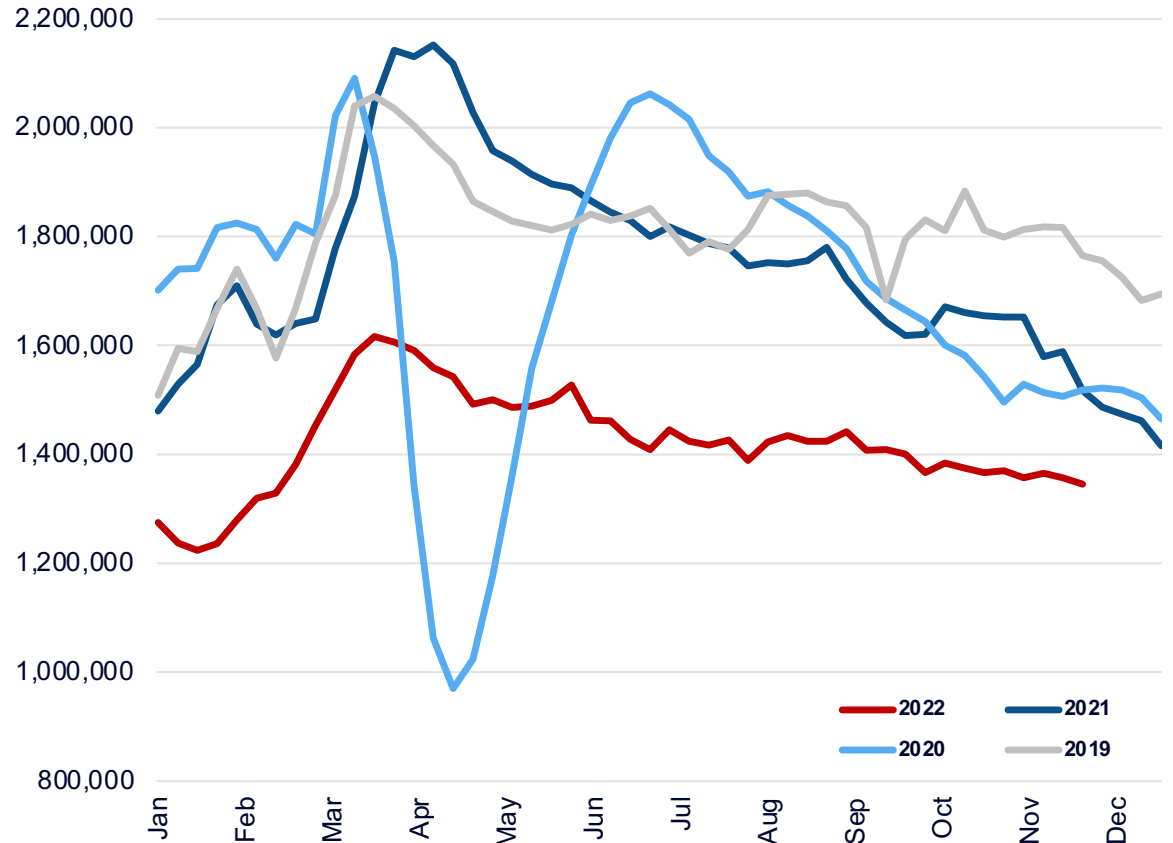
VEHICLE SALES Consistent Demand



Rolling 30 Day Retail Sales weekly (NEW)



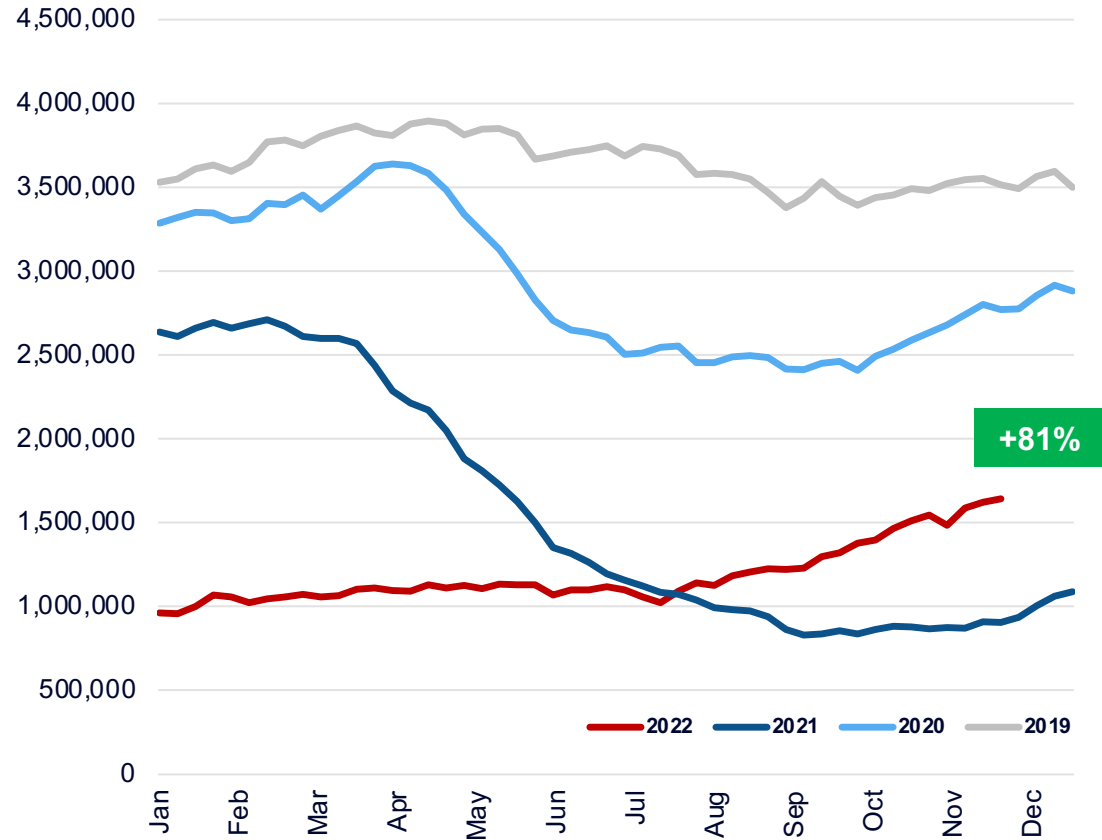
Rolling 30 Day Retail Sales weekly (USED)



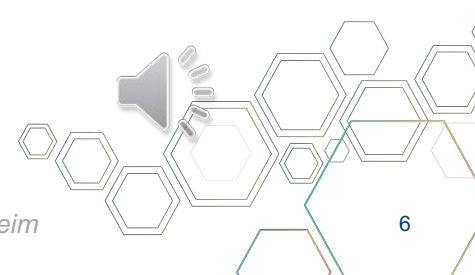
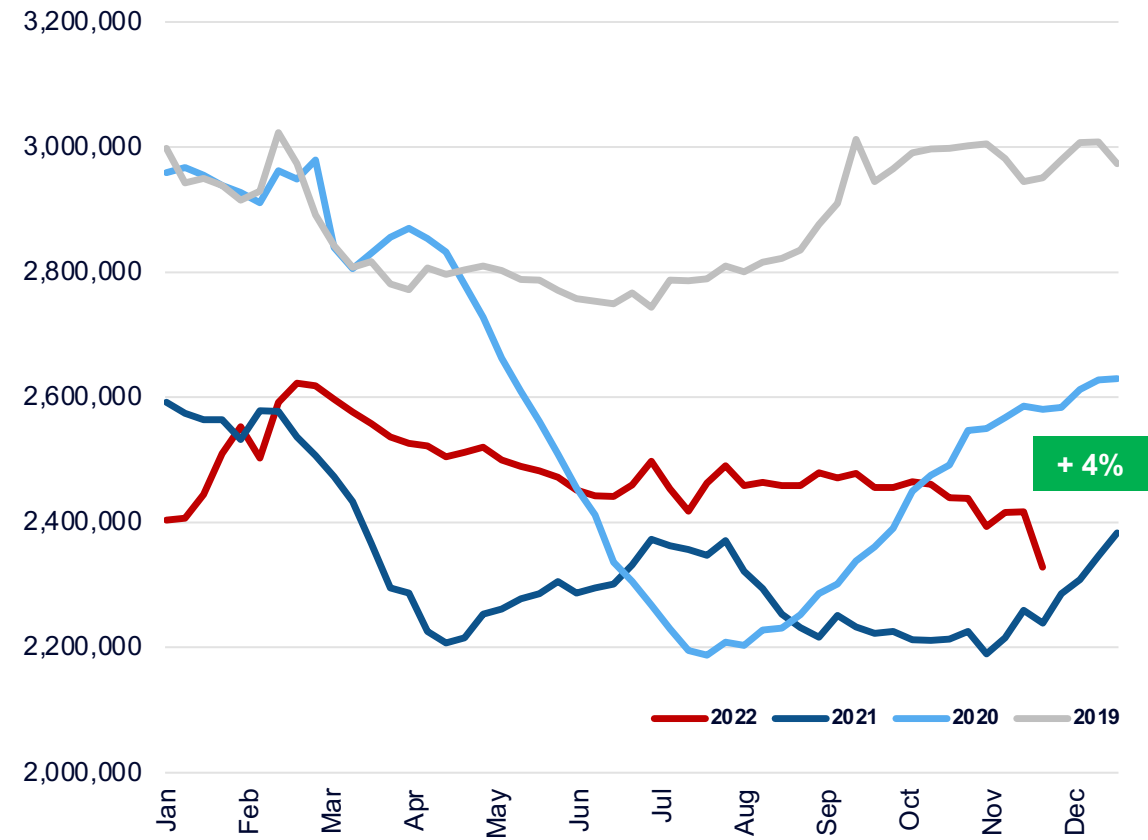
NEW & USED INVENTORY



Available Supply New weekly



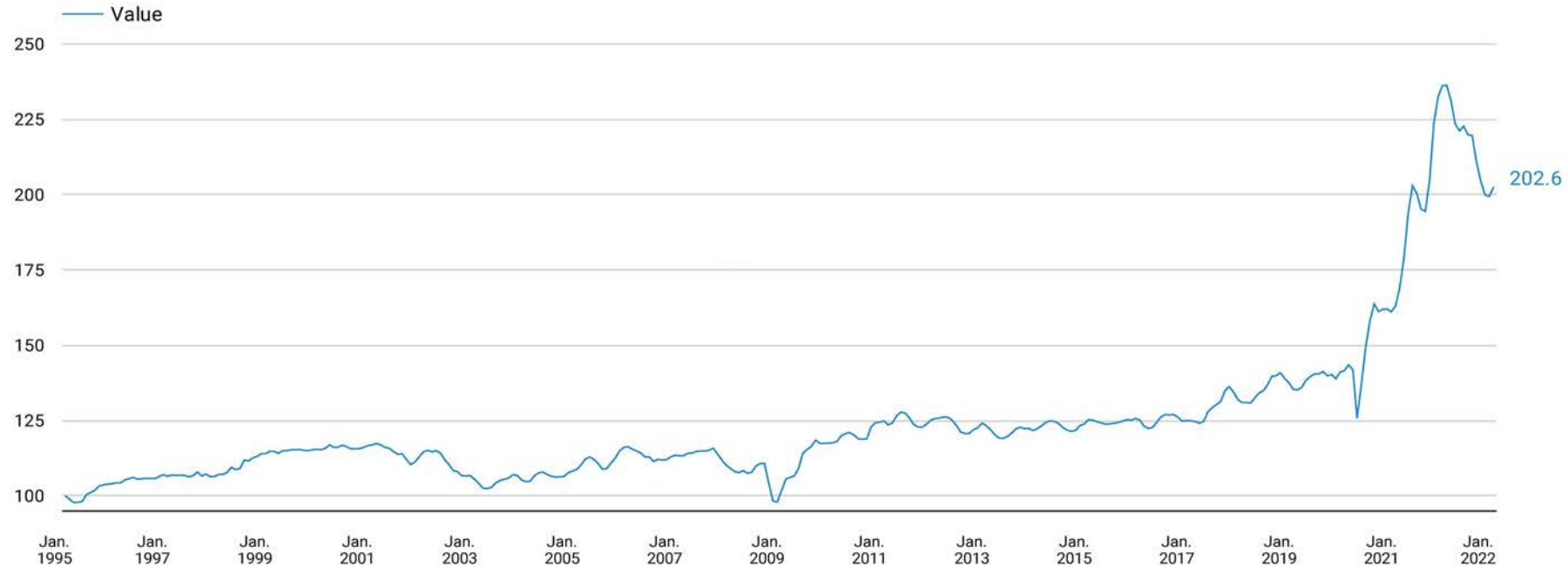
Available Supply Used weekly



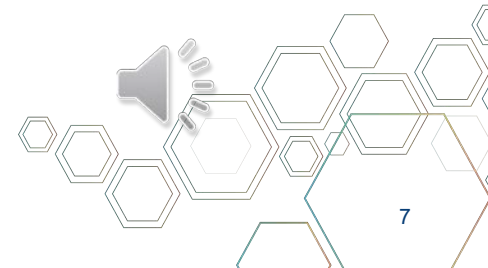
DECEMBER MID-MONTH MUVVI Seasonal Increase



MANHEIM USED VEHICLE VALUE INDEX
Mid-December 2022



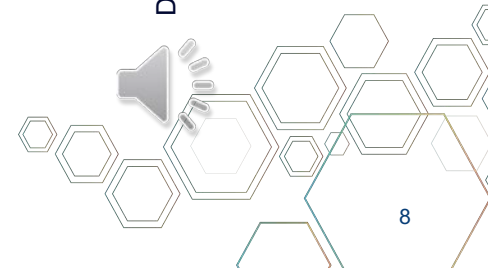
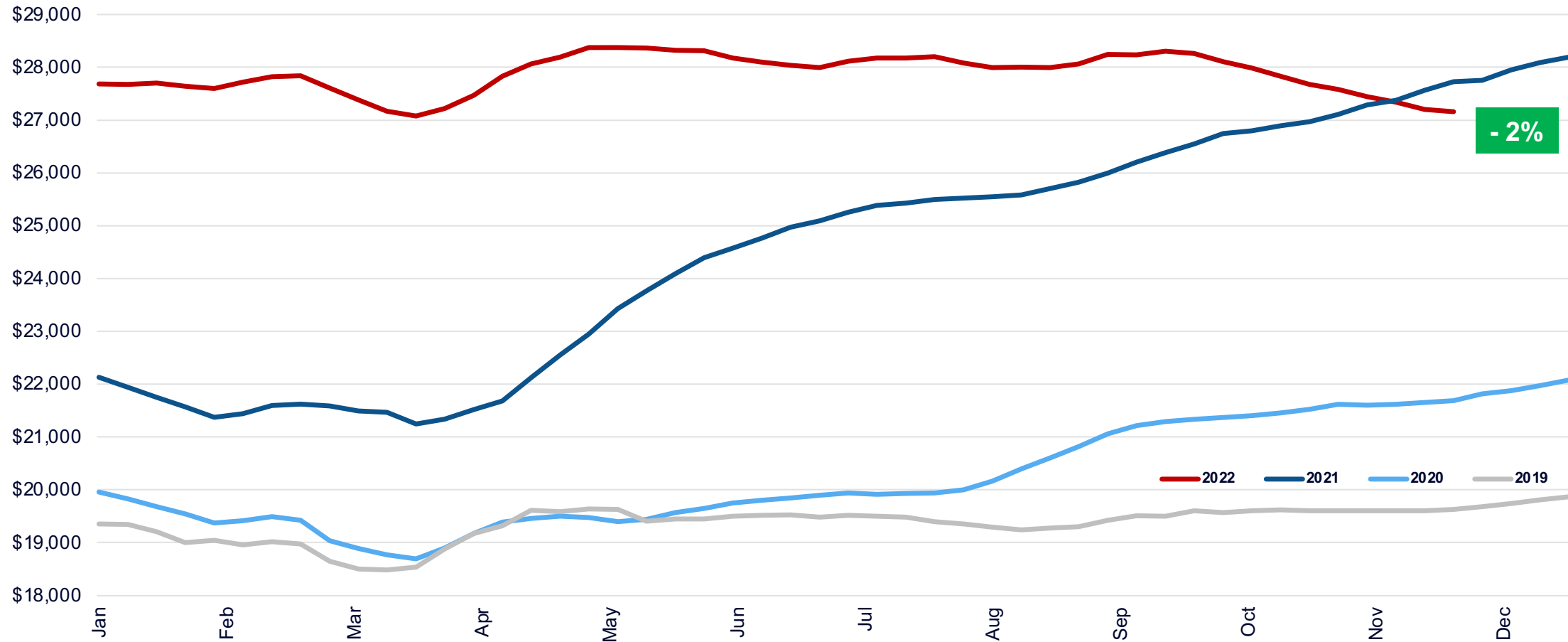
COX AUTOMOTIVE



USED RETAIL LISTING PRICES Now Lower Than Last Year



Average List Price weekly



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.

- **Cox Automotive Newsroom:** www.coxautoinc.com/newsroom/
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- **Auto Market Snapshot:** www.coxautoinc.com/marketsnapshot
- This dashboard is a one-stop dashboard for the most recent data points our team is tracking.
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