



# Manheim Market Insights

May Mid-Month

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COX AUTOMOTIVE

# Used-Vehicle Market Slows

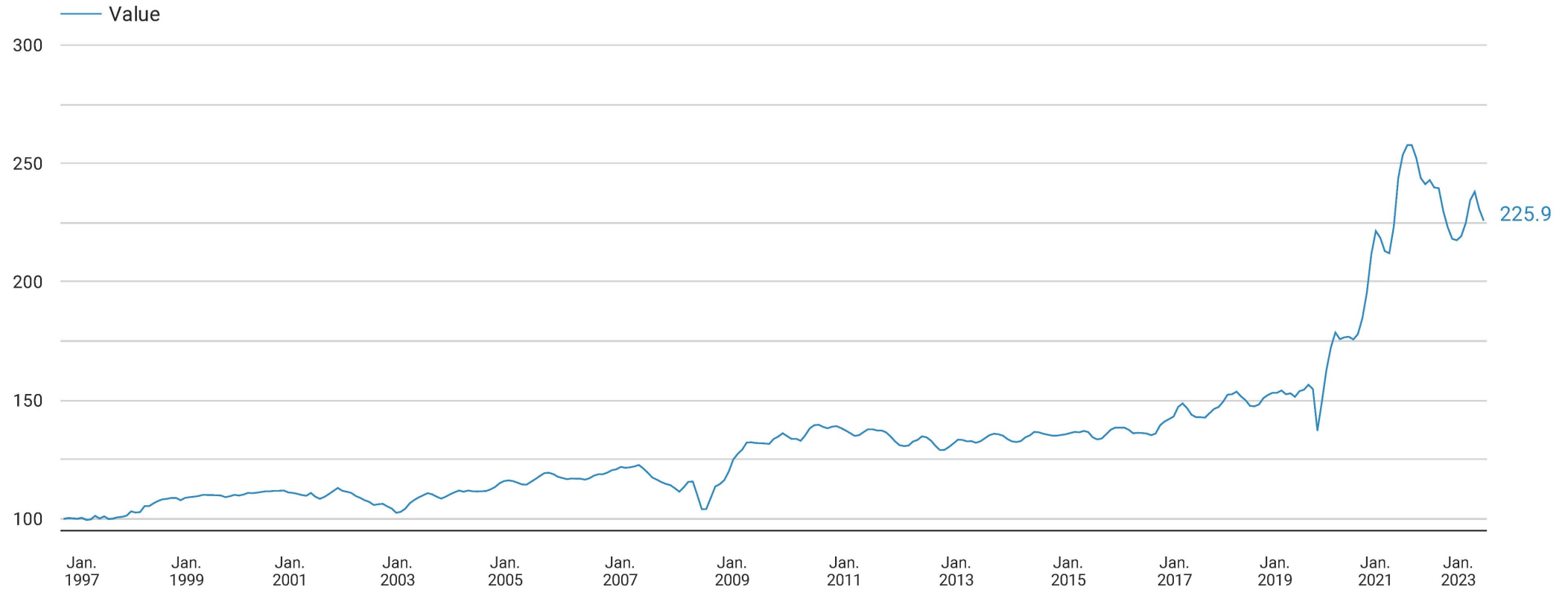


- Wholesale values have declined in the first half of the month – as we start to see more normal depreciation patterns.
- So far in May, we are seeing retail sales lower vs 2022 levels, but they picked up a little against the end of April. While we see some softness in the market – we want to make it clear: *The sky is not falling.*
- Affordability continues to be a key issue. The FED raised rates again in May for the 10<sup>th</sup> consecutive time. Interest rate + higher inflation = consumer strain.
- Economic uncertainty continues to drive caution in both the economy and our markets. From banking issues to interest rates to debt ceiling discussions: discretion is the better part of valor.

# May Mid-Month MUVVI



## MANHEIM USED VEHICLE VALUE INDEX *Mid-May 2023*



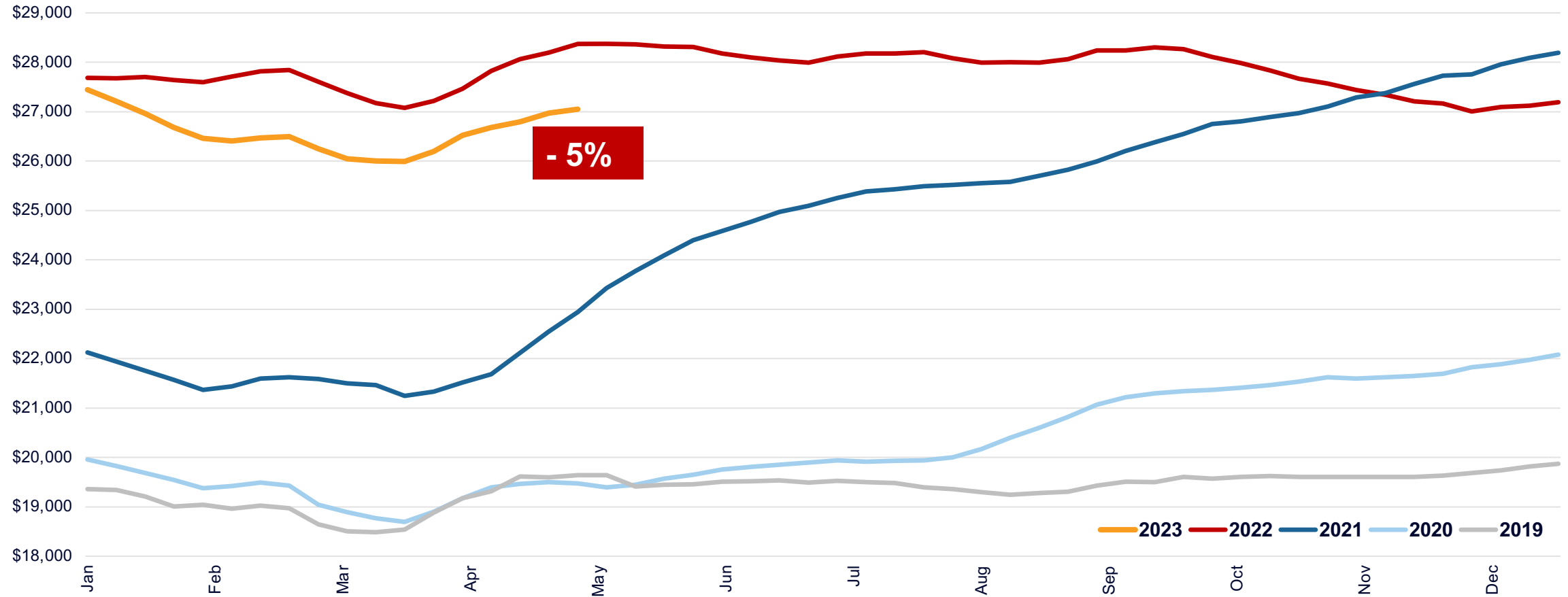


# Used Retail Prices



Pattern appears to normalize but below last year's level

Average List Price weekly

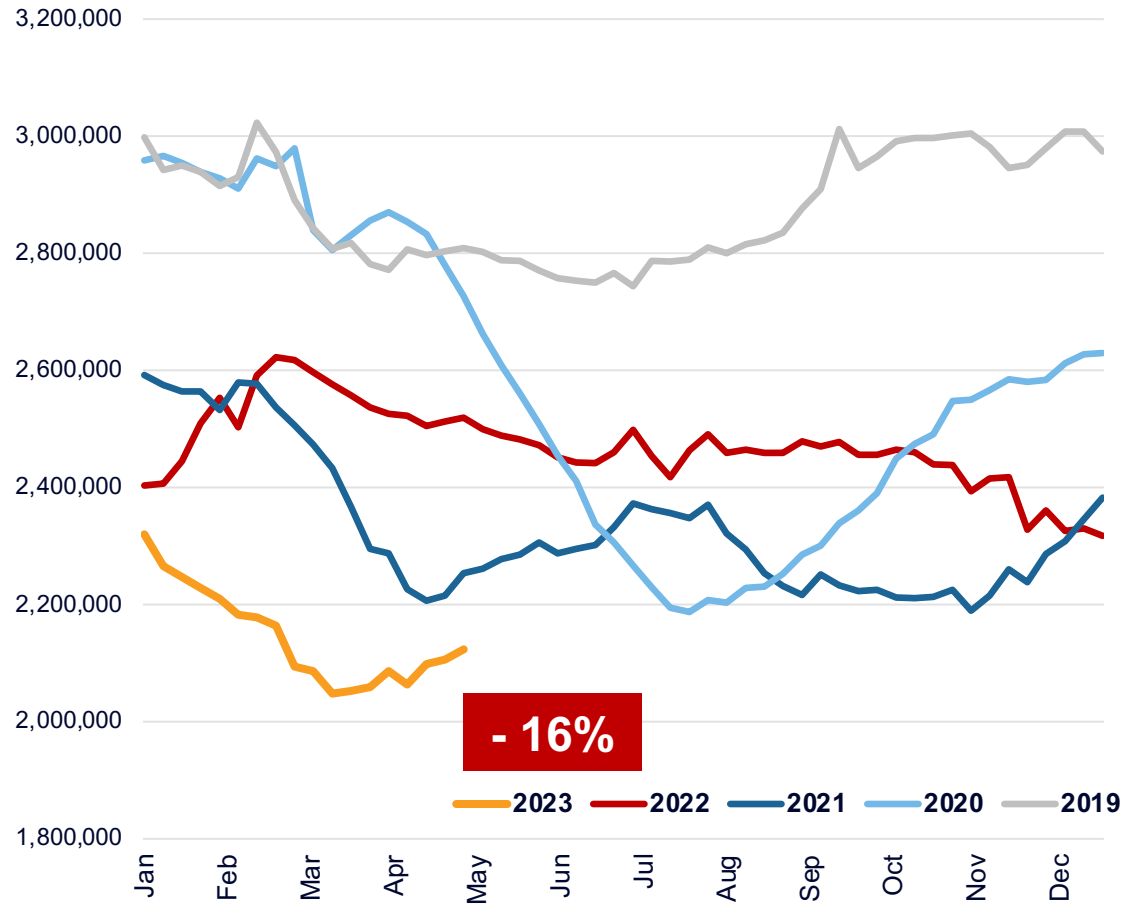


# Used Retail Inventory Listings

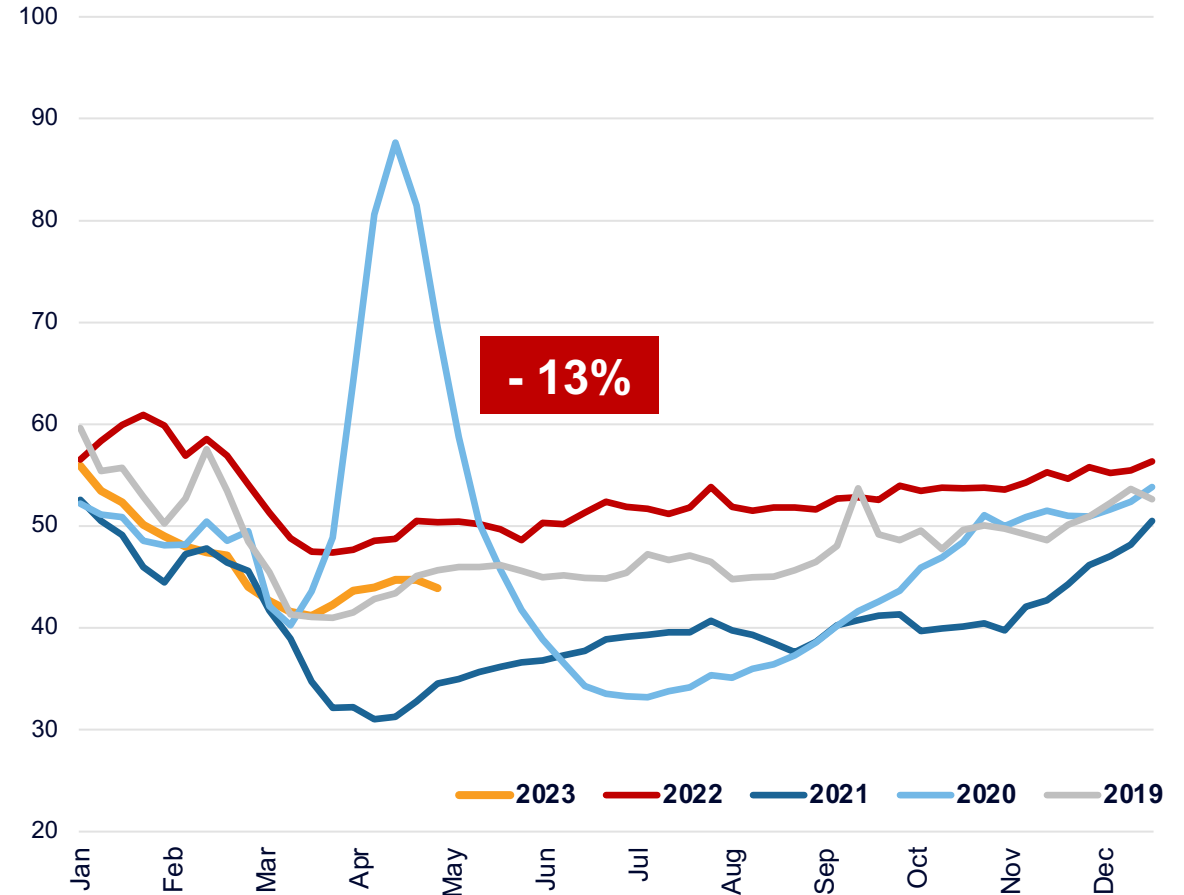


Days of supply down 13% from last year – spring selling season much leaner

Available Supply weekly



Days of Supply weekly

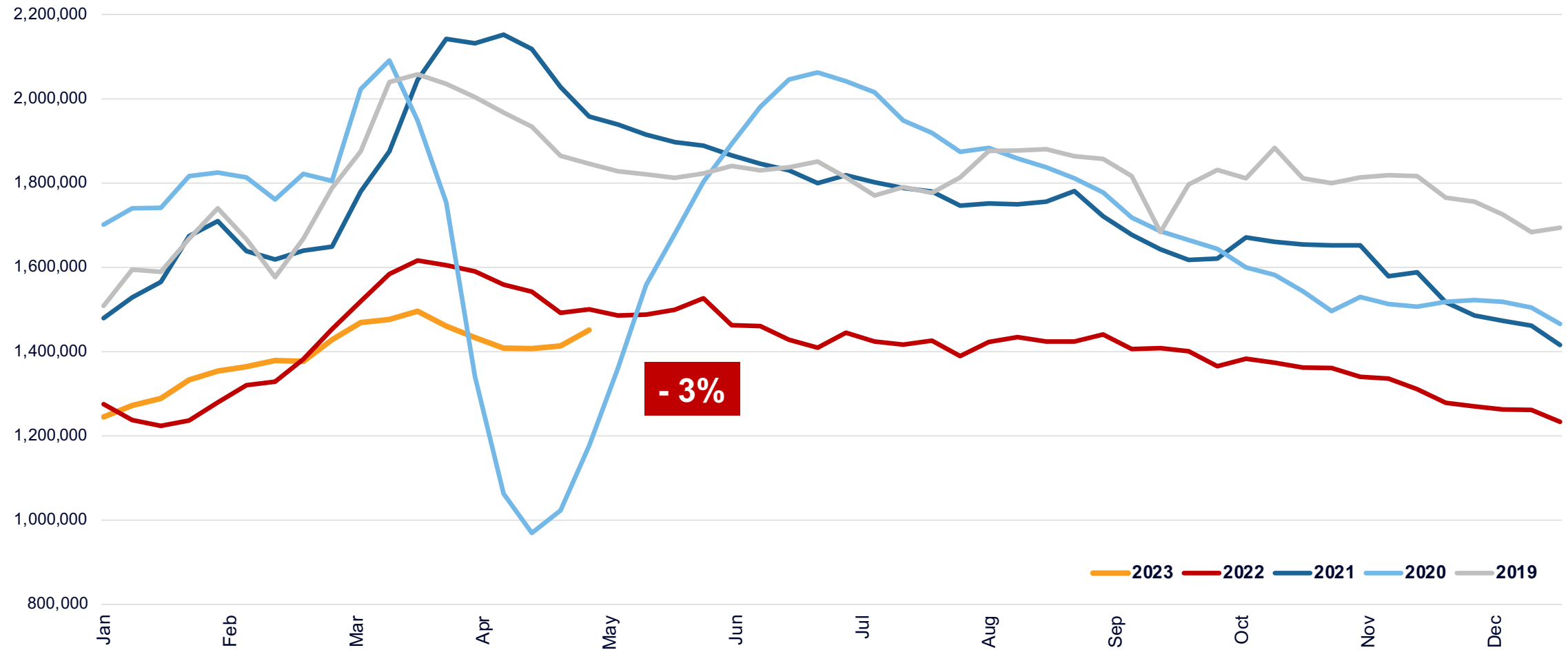


# Used Retail Sales



Recent Uptick, but generally trending below year-ago levels after fast start

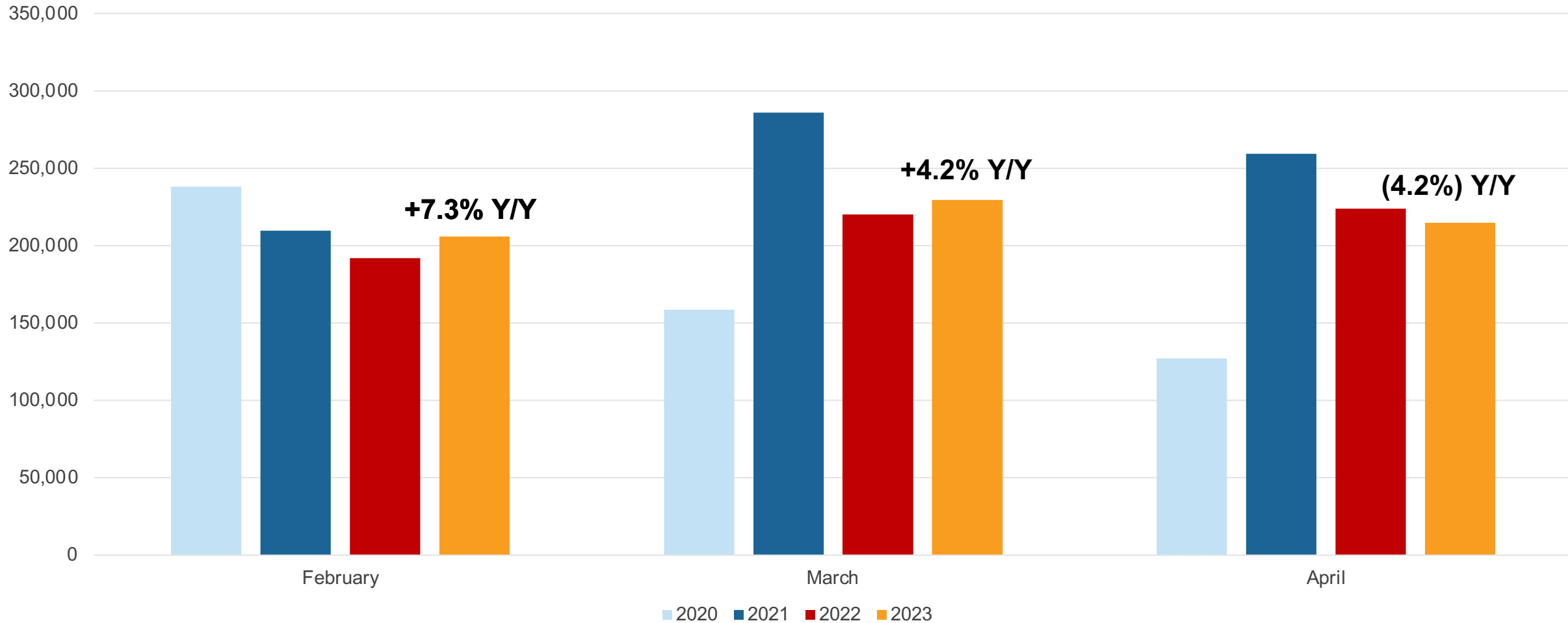
Rolling 30 Day Retail Sales weekly



# Certified Pre-Owned Sales



Slowed down in April, as new-vehicle inventory improves, CPO pipeline challenged



# Summary



Talks on the debt ceiling are making progress but...It ain't over til' it's over

We expect continued volatility until we have a deal – and although it appears parties may be ready to negotiate –be patient.

The debt ceiling issues will continue to unfold but it's unlikely we see a 'deal' until the last minute as both sides negotiate.

Buckle up folks – it might get a little bumpy.

