



# Manheim Market Insights

October Mid-Month

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COX AUTOMOTIVE

# Wholesale Trends Are More Normal

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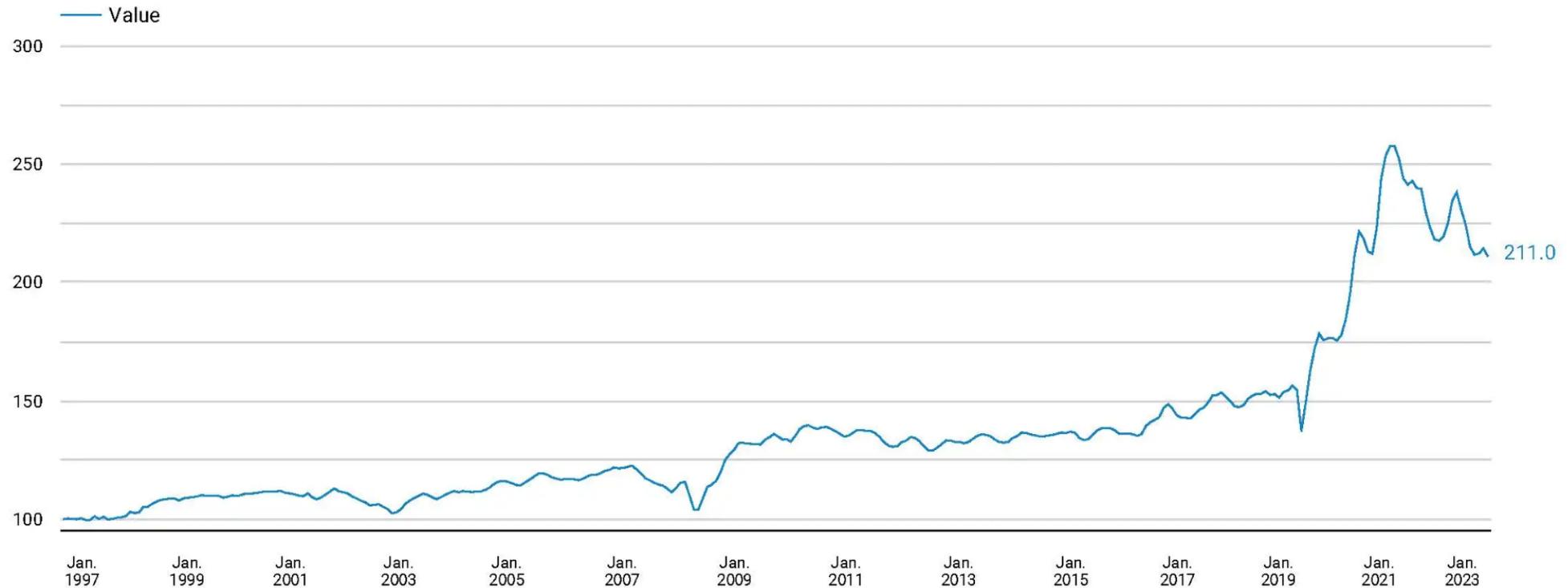


- Wholesale values decreased in the first half of October after showing a bit more strength in September. Manheim's days' supply has been steady in the first half of the month though it is lower than last year.
- MMR Index values have accelerated their declines in the last couple of weeks, declining at rates typically seen at this time of year.
- Used market supply remain tighter than last year, and prices are holding relatively steady overall. Monthly Loan Payments have continued to increase as higher rates continue to impact affordability.
- Loan defaults are up vs 2022 overall. Looking under the hood, we need to understand how defaults are moving in different credit tiers.

# October Mid-Month MUVVI



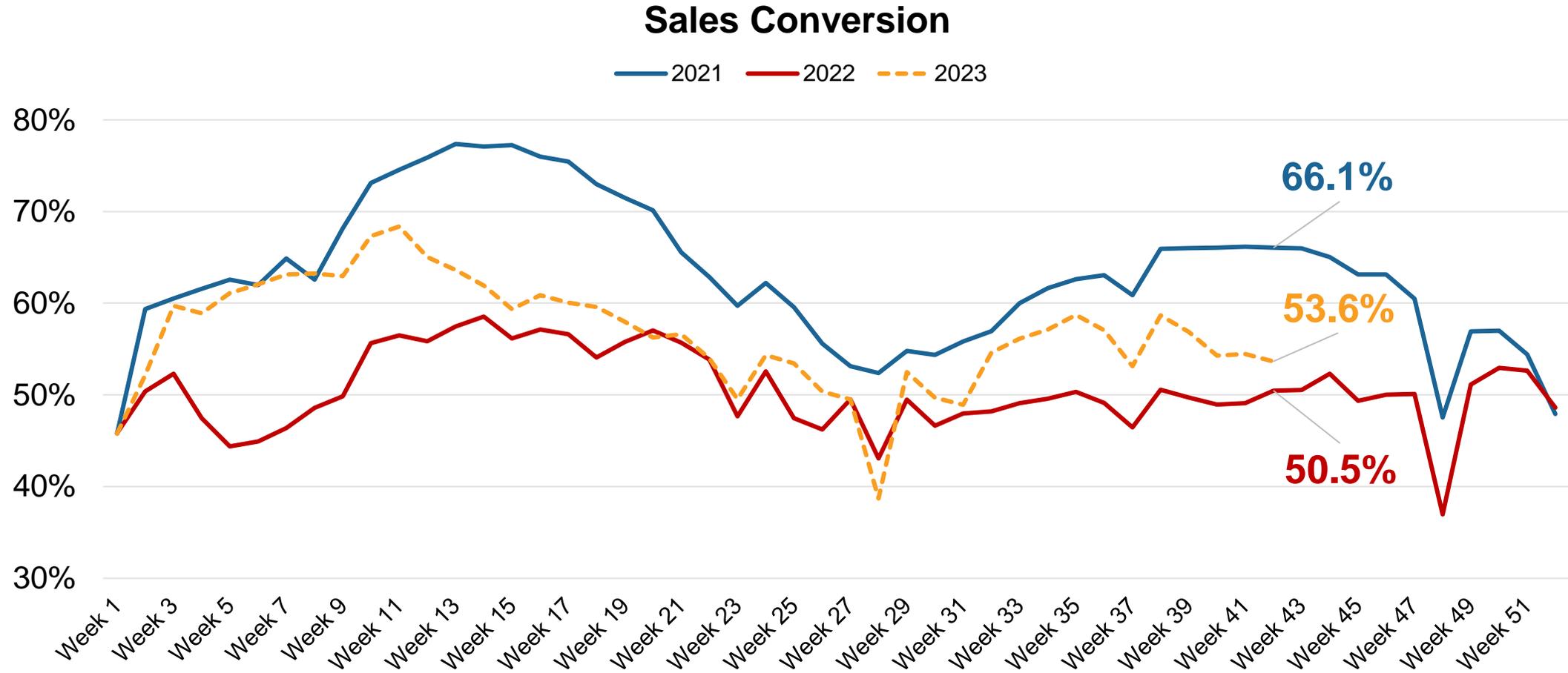
## MANHEIM USED VEHICLE VALUE INDEX Mid-October 2023





# Wholesale Sales Conversion

Sales conversion has drifted lower in the last couple of weeks from the highs in August

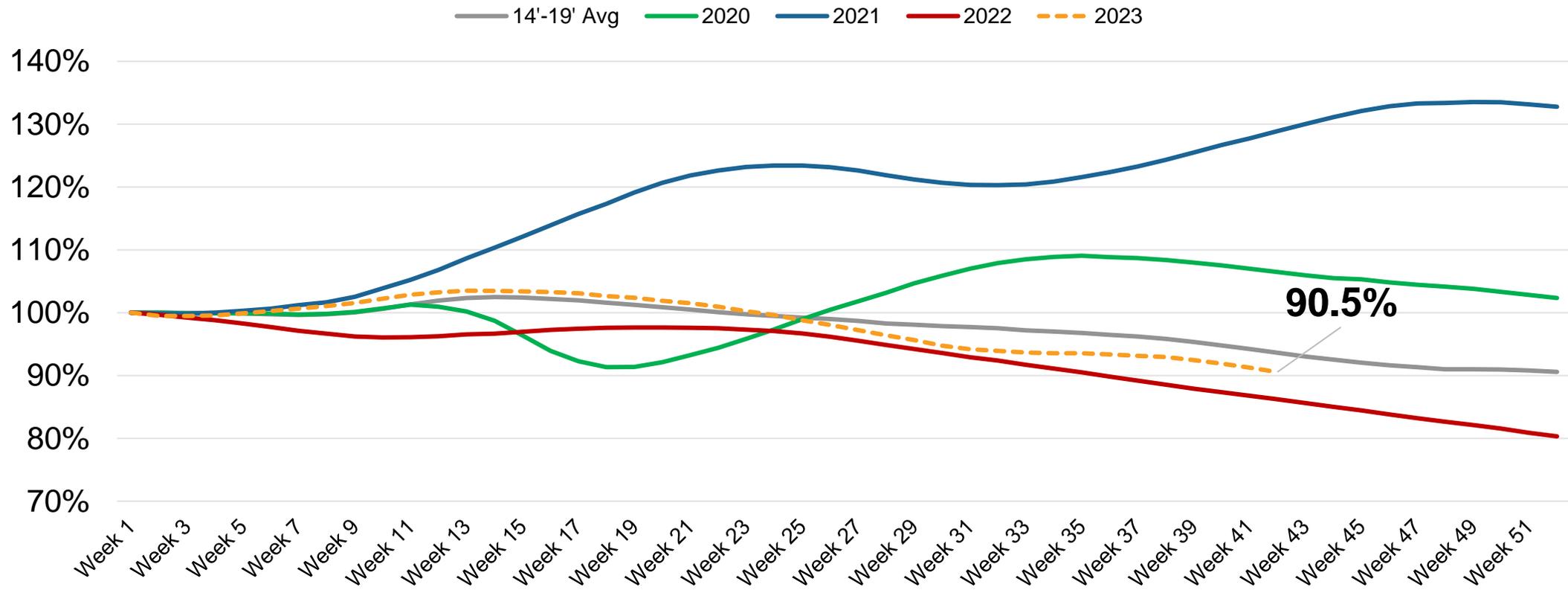


# Wholesale MMR Index



Wholesale MMR values flattened in early August & September but have fallen more in October

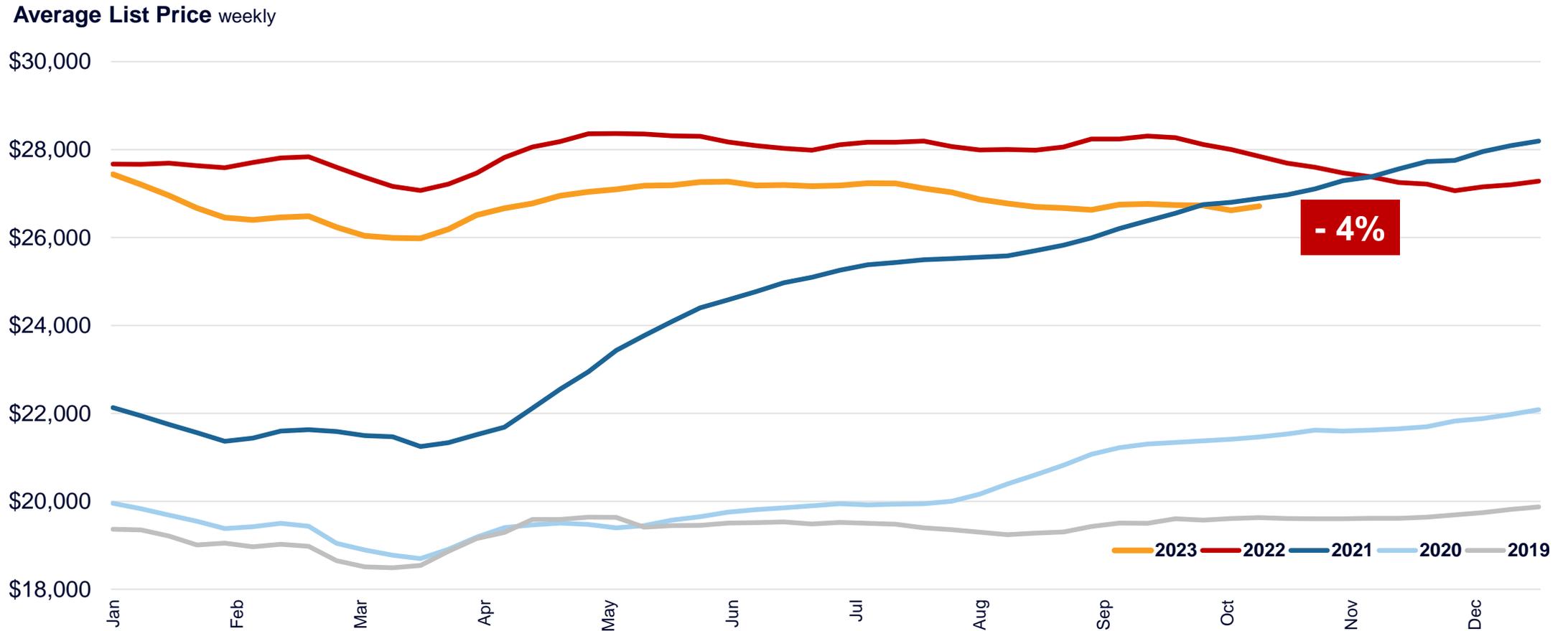
**Overall MMR Index Trends**  
All Model Years



# Used Retail Prices



Prices are 4% lower than 2022 overall as newer age groups increase in mix and older mix declines

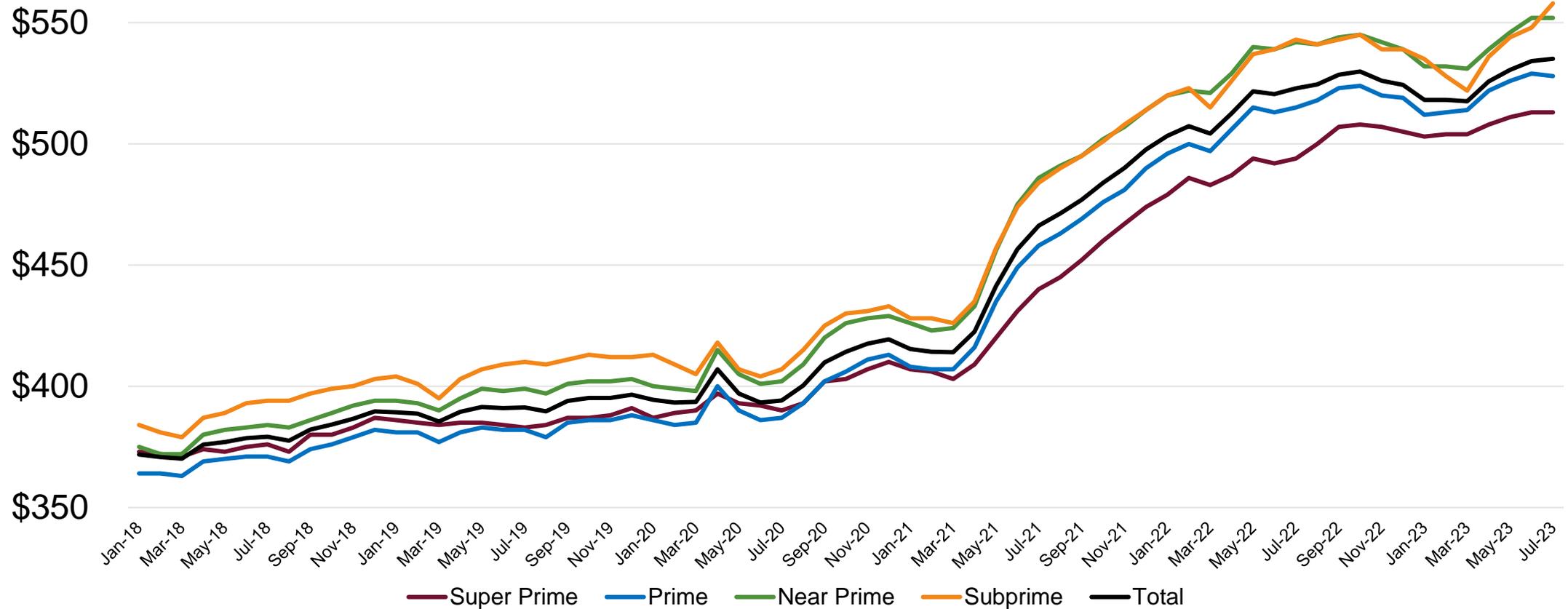


# Used Loan Payments by Credit Tier



Monthly Loan Payments are up substantially in the last two years as rates have risen

### Used Monthly Loan Payment by Tier

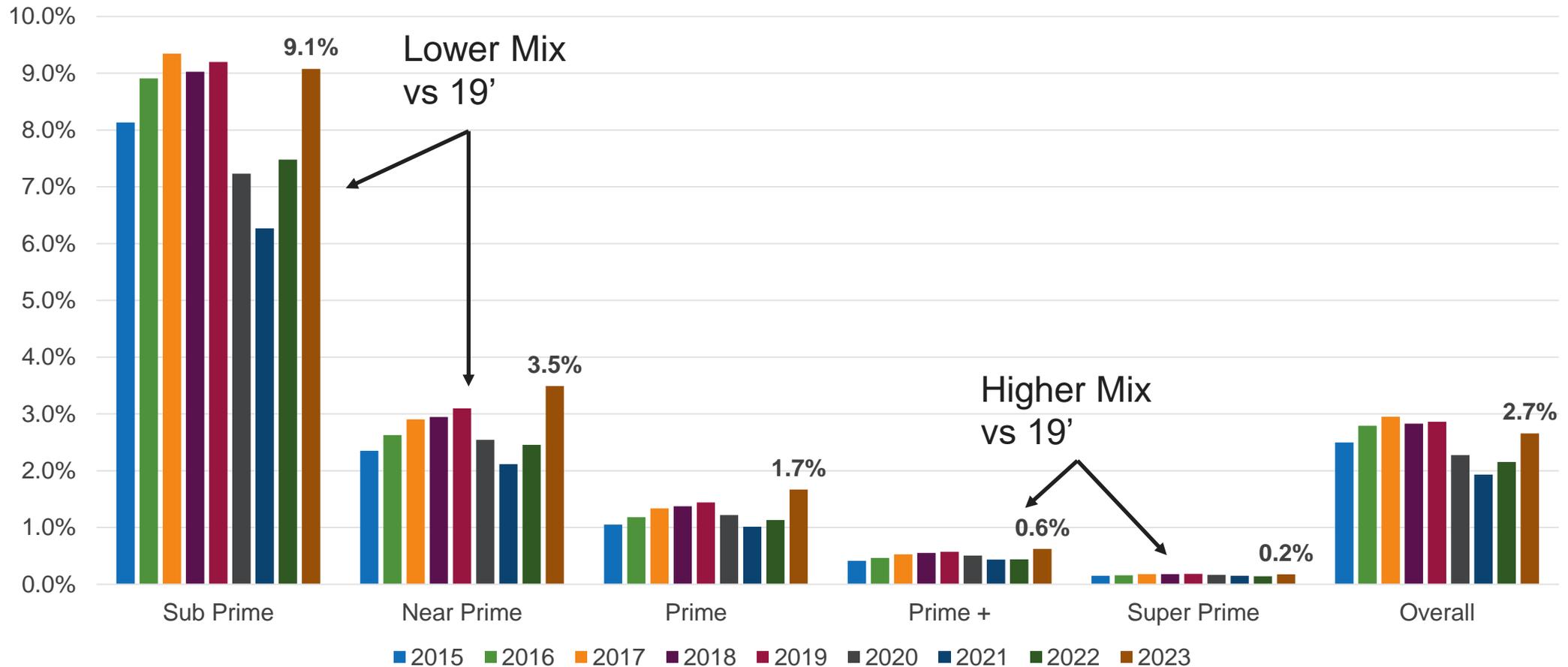


# Loan Defaults by Credit Tier



Overall Default Rates are rising back to pre-pandemic levels but default growth is higher in Near Prime & Prime

YTD Annualized Default % by Credit Tier



# Summary



While the wholesale market is seeing more normal trends again, there are a lot of clouds out in the marketplace. Interest rates continue to impact consumer sentiment and affordability, and the bond market has pushed rates higher in the past month.

Right now, there are many different geopolitical factors that can exert pressure on our markets. When faced with moments like these, we continue to push the importance of staying grounded with the data. It will guide our decision making in these turbulent times.

