



# Manheim Market Insights

January 2024 Mid-Month

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# Wholesale Trends Starting Fairly Normal

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- Wholesale values decreased a bit in the first part of January, falling a little more than we typically see early in the year. With only two weeks of data, we will see what the rest of the month brings.
- Days Supply grew into year end and started a bit higher than the last couple of years so far in 2024, on cue with recent weekly trends.
- Used retail prices have seen some declines early this year, across the board in terms of age/model year.
- The Weather – Mother Nature has impacted the majority of the United States this week and that caused Manheim to move to digital sales at many locations – which will impact us over the next several weeks.

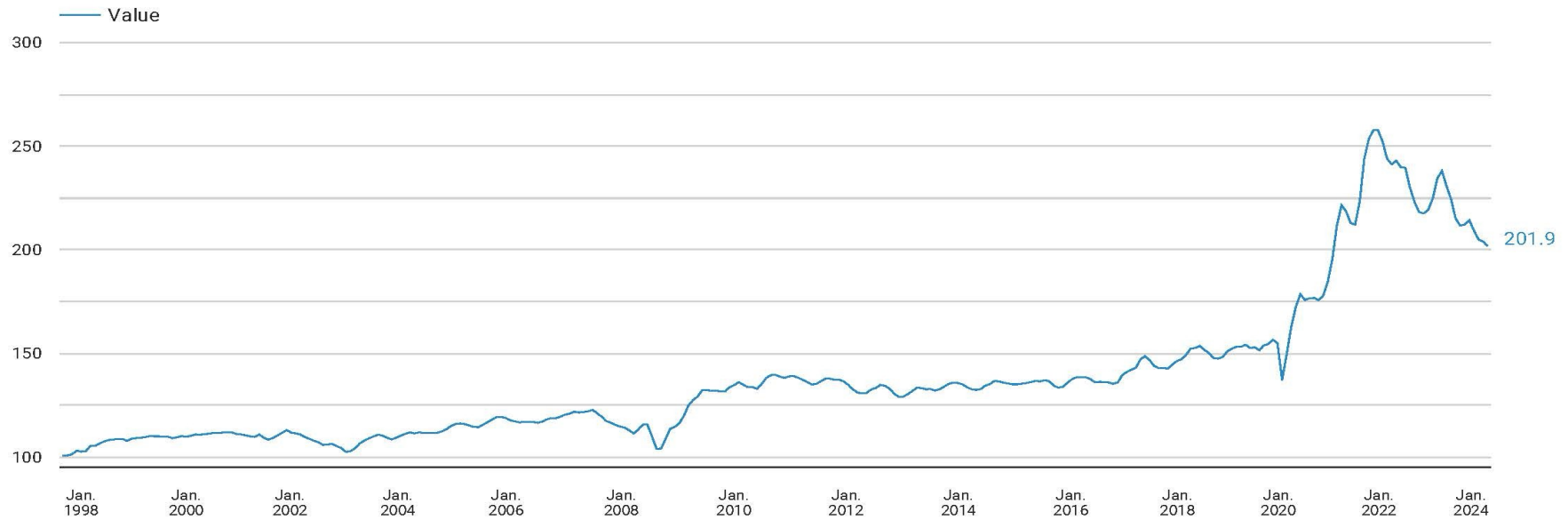


# January Mid-Month MUVVI



## Manheim Used Vehicle Value Index

**MANHEIM USED VEHICLE VALUE INDEX**  
*Mid-January 2024*

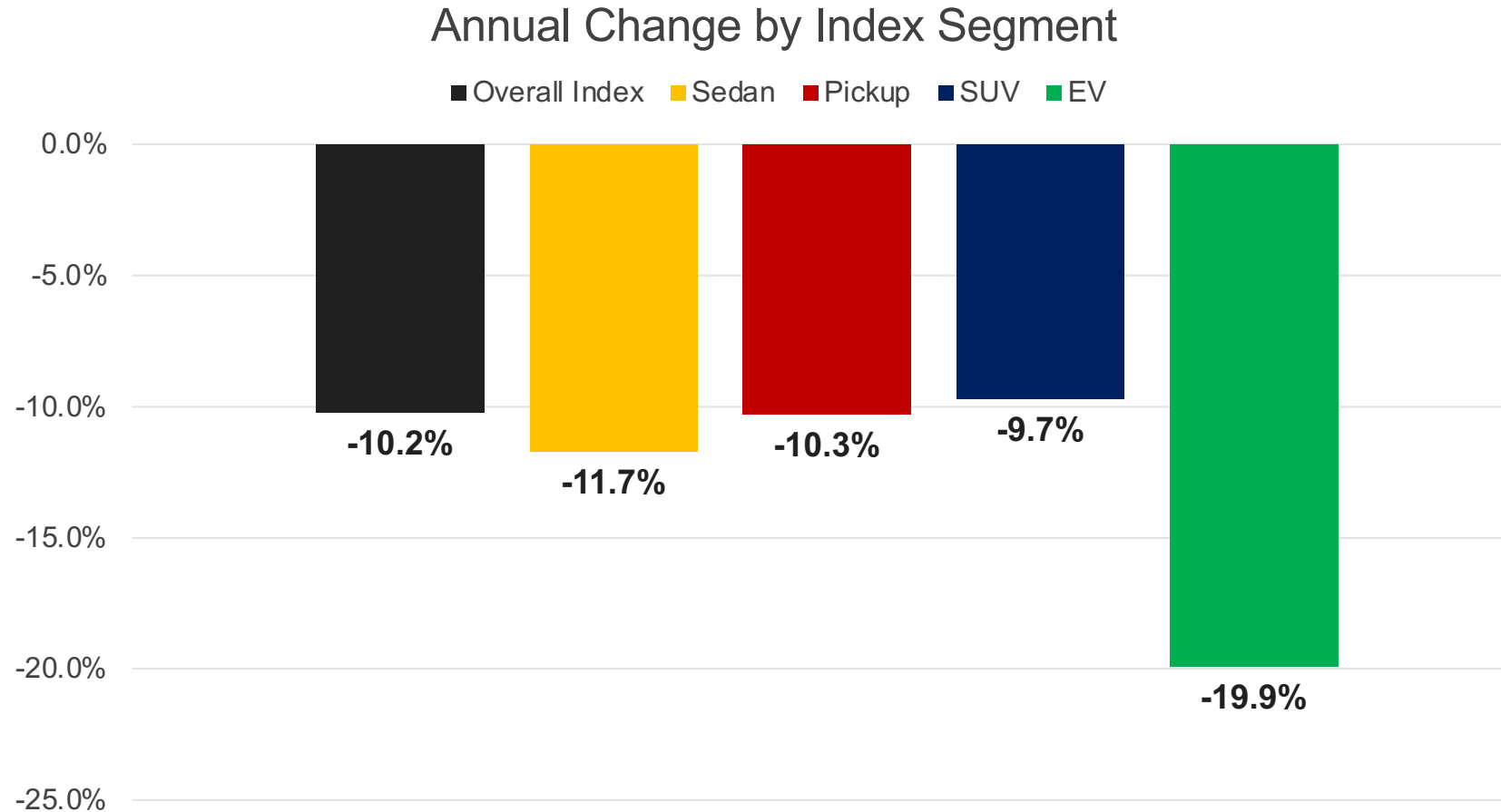


**Manheim**  
by Cox Automotive



# January MUVVI Changes by Segment

Early 2024 declines are higher for Sedans & Pickups while EV's show much higher Y/Y depreciation



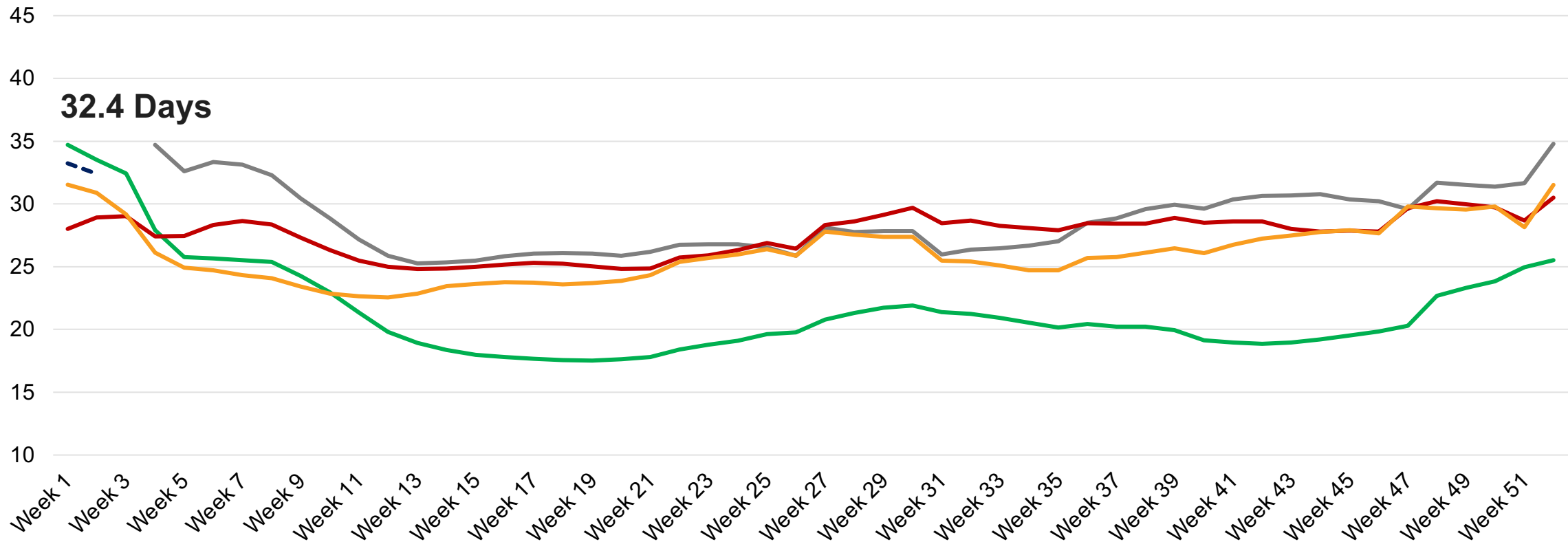


# Wholesale Supply Slowly Increasing

Inventory is +18% Y/Y and Sales are +9% as Days Supply begins 2024 at 32.4 Days, +5% Y/Y

## Wholesale Days of Supply

— 2019 — 2021 — 2022 — 2023 - - - 2024

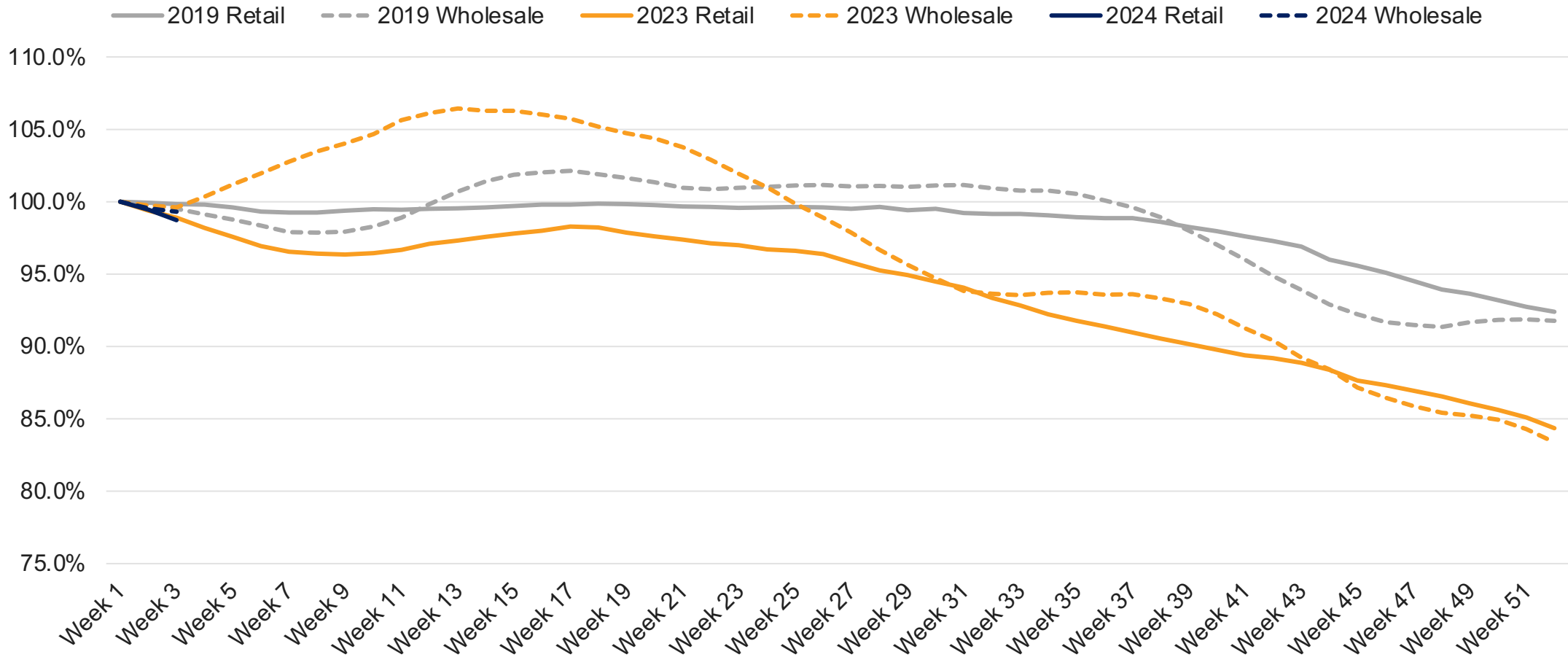


# Used Retail & Wholesale Prices



The average MY21 wholesale price is down 0.7% this year, while Retail has declined 1.3%

### 3YO Retail and Wholesale Price Indices



# Summary



Two weeks into the year & two data points don't make a trend. So, give everything some time to play out, while we look forward to tax season bringing some additional buyers in soon.

Right now, mother nature is dealing a blow to majority of the population and many businesses have been impacted. Manheim has shifted six auctions to digital only & operations slowed down across the northeast. Shout out to our operations teams out there – getting units ready for sale in the harshest of conditions! We appreciate you! Stay safe out there.

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