

2024 Forecasts

Updated Oct. 7, 2024

15.7M

NEW SALES

(2023: 15.5M)

12.7M

NEW RETAIL SALES

(2023: 12.7M)

3.0M

FLEET SALES

(2023: 2.8M)

3.1M

**NEW LEASE
VOLUME**

(2023: 2.7M)

25%

**LEASE
PENETRATION**

(2023: 21%)

2.6M

CPO SALES

(2023: 2.6M)

37.3M

USED SALES

(2023: 36.4M)

19.9M

USED RETAIL SALES

(2023: 19.3M)

-0.6%

**DEC 2024 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX**

(2023: -7.0%)