



COX AUTOMOTIVE

# Manheim Market Insights

December 2024 Mid-Month

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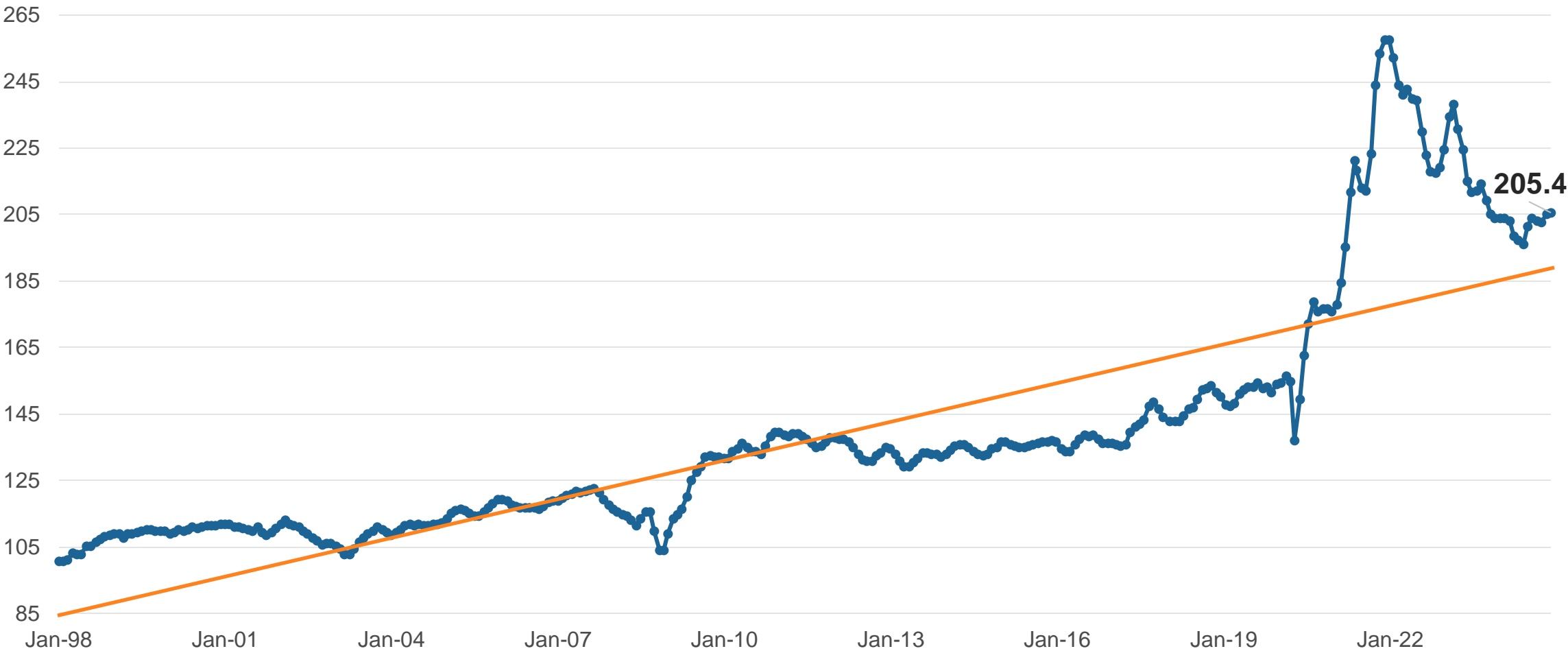
# The Wholesale Market Remains Tighter than Normal

- **Wholesale Values:** Looking fairly normal
- **Sales Conversion:** Holding at high levels
- **Manheim Days' Supply:** Tighter against last year and the long-term average
- **CALE (Lease equity):** Remaining positive overall but seeing a lot of variance at the brand level



# December Mid-Month MUVVI

The index was unchanged against the end of November and is now up 0.7% versus last year

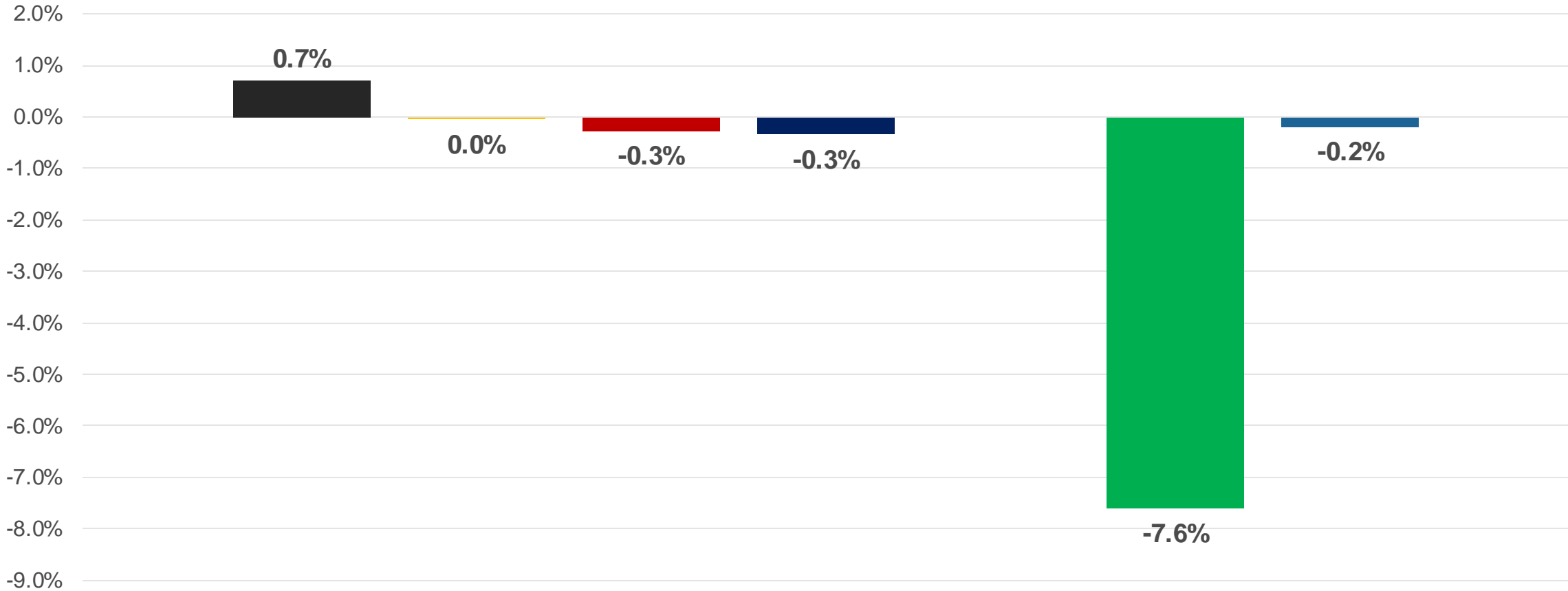


# December Mid-Month MUVVI Changes by Segment

The overall market is now up Y/Y though segments vary, EV's remain down but were stronger vs November

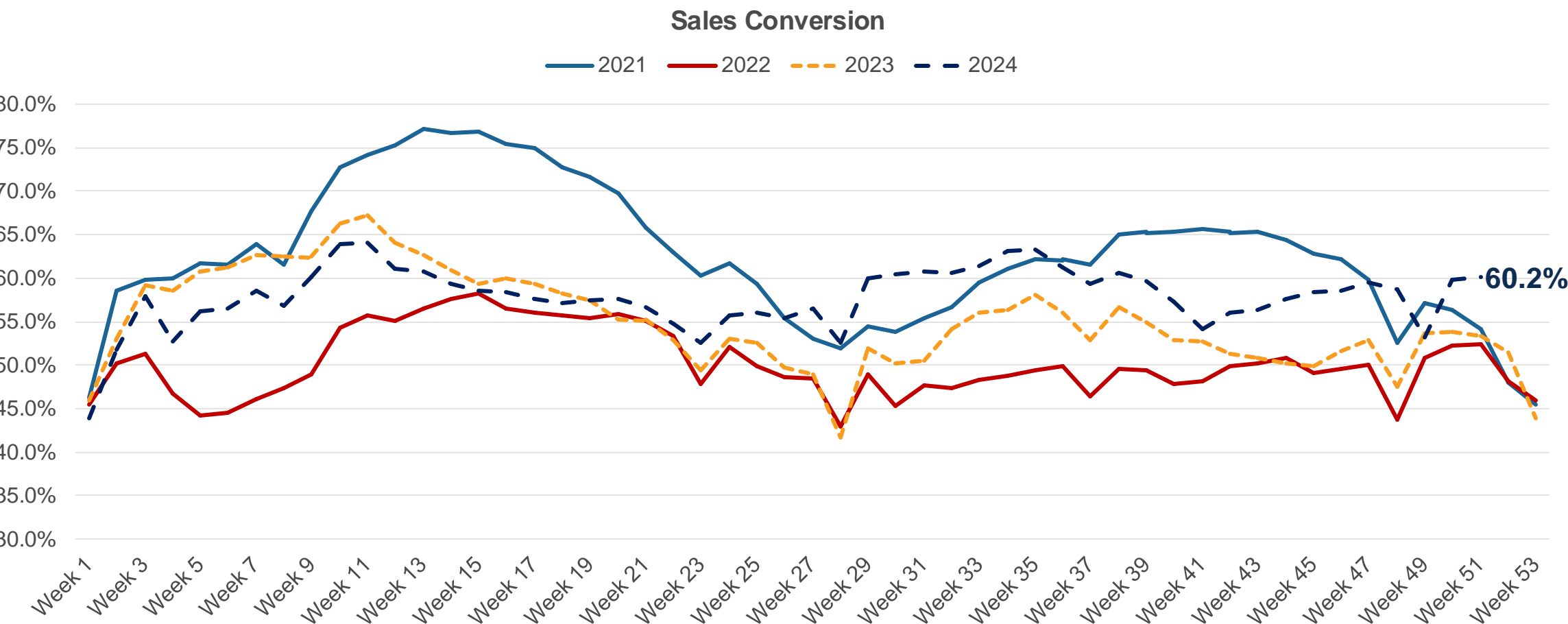
Annual Change by Index Segment

Overall Index Sedan Pickup SUV EV Non-EV



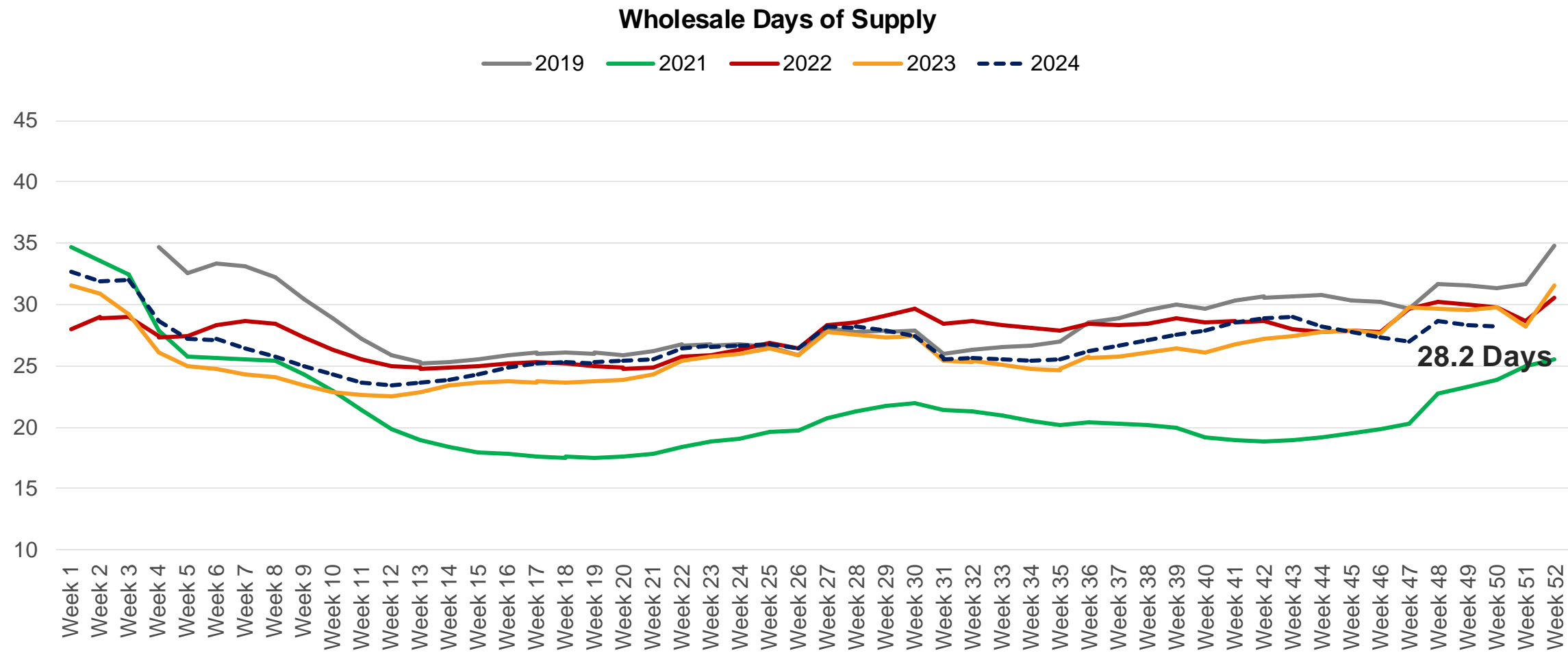
# Sales Conversion

Sales Conversion has continued to slowly increase and remains several points higher than previous years



# Wholesale Supply Remains Tighter Than Previous Years

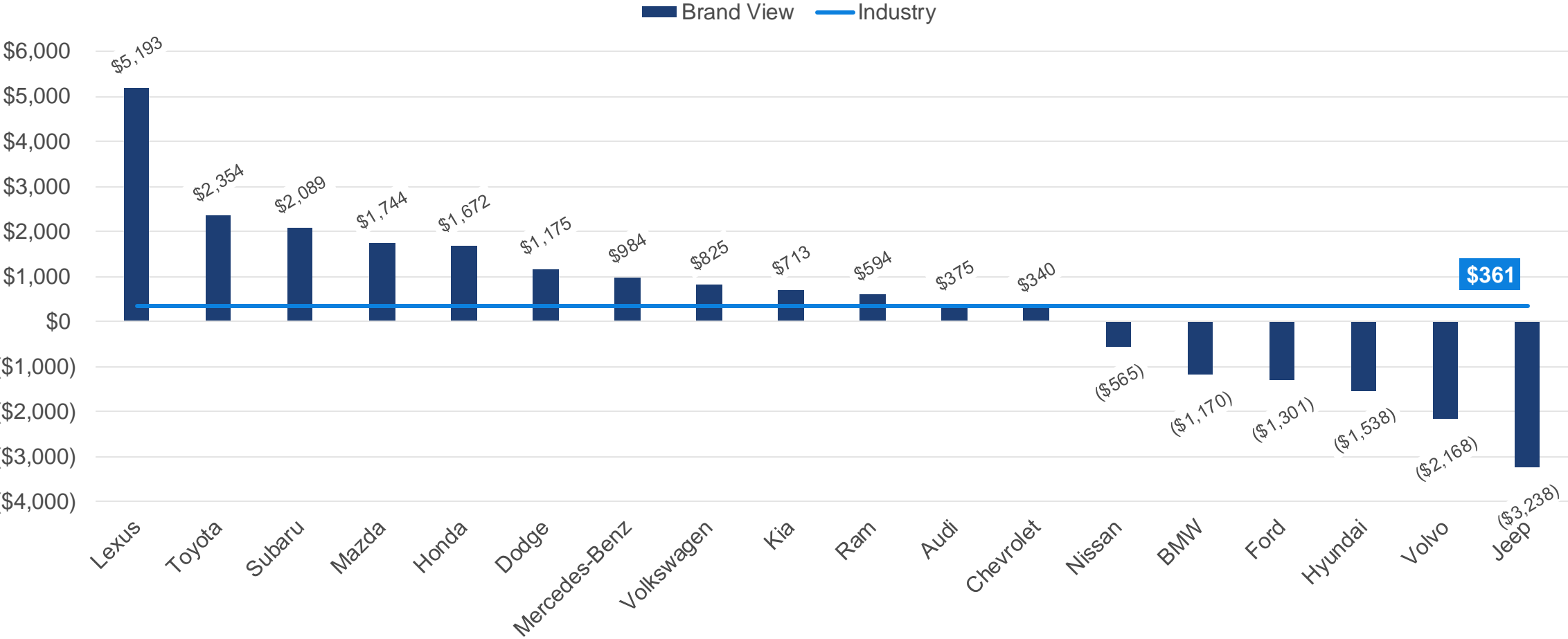
Year over year: Inventory up 12%, sales up 18% as days' supply down 4% to 28.2 days



# Lease Equity by Brand Showing Divergence

Industry level CALE is now just under \$400 but brands vary greatly from the industry overall

CALE by Make for November 2024



While the end of 2024 is nigh, don't let your guard down. No one deserves to be fooled into a triple-dog-dare and suffer the fate of Flick!

2025 is shaping up to be one interesting year, so keep following all our data and insights and be ready to hit the ground running!

