

2025 Forecasts

Updated Sept. 25, 2025

COX AUTOMOTIVE

 **15.8 - 16.4M**
16.1M Baseline

NEW SALES
(Original Forecast: 16.3M)

 **12.9 - 13.3M**
13.1M

NEW RETAIL SALES
(Original Forecast: 13.3M)

 **2.8 - 3.0M**
2.9M

FLEET SALES
(Original Forecast: 3.0M)

3.1 - 3.3M
3.2M

**NEW LEASE
VOLUME**
(Original Forecast: 3.3M)

 **24%**

**LEASE
PENETRATION**
(Original Forecast: 25%)

 **2.5 - 2.7M**
2.6M

CPO SALES
(Original Forecast: 2.5M)

37.9 - 38.5M
38.3M

USED SALES
(Original Forecast: 37.8M)

 **20.0 - 20.5M**
20.3M

USED RETAIL SALES
(Original Forecast: 20.1M)

1.5% - 2.1%
1.8%

**DEC 2025 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX**
(Original Forecast: +1.4%)