2026 Forecasts

Updated September 2026

Indicates increase since Q2 forecast

Indicates decrease since Q2 forecast

COX AUTOMOTIVE

↑ 16.1M *(-1.2% versus 2025)* **NEW SALES**	↑ 13.1M *(-2.3% versus 2025)* **NEW RETAIL SALES**	↑ 3.0M *+3.6% versus 2025* **FLEET SALES**
↓ 3.0M *(-7.0% versus 2025)* **NEW LEASE VOLUME**	↓ 23% *(-1% versus 2025)* **LEASE PENETRATION**	2.6M *(-1.8% versus 2025)* **CPO SALES**
↑ 38.5M *(-0.7% versus 2025)* **USED SALES**	↑ 20.5M *(-0.5% versus 2025)* **USED RETAIL SALES**	↓ 0.8% *(+0.4% versus 2025)* **DEC 2026 Y/Y MANHEIM USED VEHICLE VALUE INDEX**