

2026 Forecasts

Updated October 2026



Indicates increase since Q2 forecast



Indicates decrease since Q2 forecast

 **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

 **0.2%**
(-0.2% versus 2025)

**DEC 2026 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX**