

VEHICLE FINANCE CONFERENCE & EXPO

January 23-26, 2023

Hilton Anatole ★ Dallas, Texas



USED CAR OUTLOOK

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MERICAN FINANCIAL SERVICES ASSOCIATION **VEHICLE FINANCE CONFERENCE & EXPO** Hilton Anatole ★ Dallas, Texas January 23-26, 2023 THE LONE STAR STATE

J.D. POWER

THE RETURN OF DEPRECIATION



WHOLESALE PRICES ARE COMING OFF THE RECORD HIGHS

AVERAGE WHOLESALE PRICES (0-8YO, THOUSANDS)

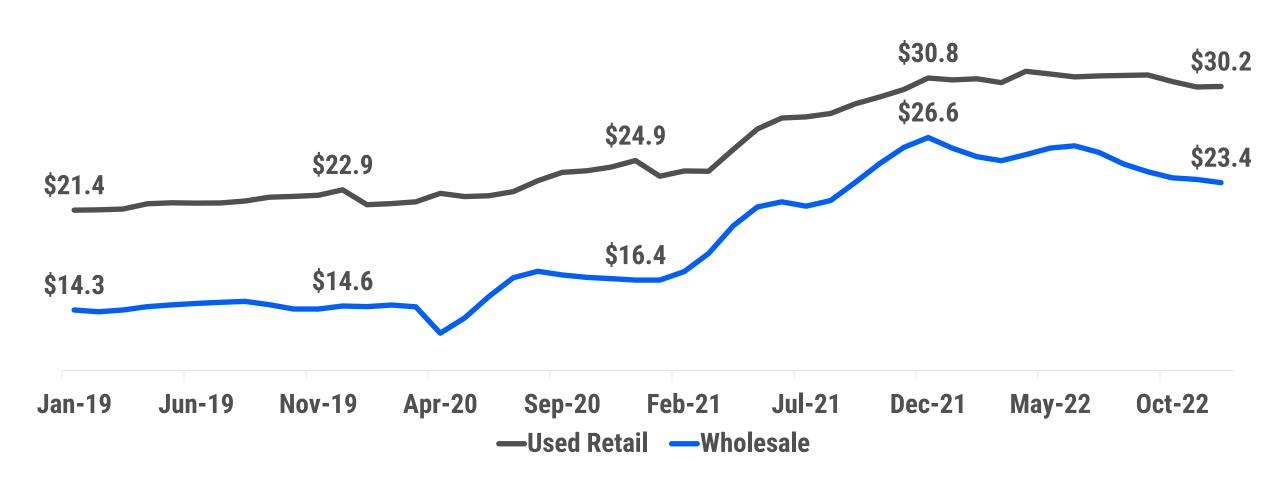


Jan-00 Jan-02 Jan-04 Jan-06 Jan-08 Jan-10 Jan-12 Jan-14 Jan-16 Jan-18 Jan-20 Jan-22



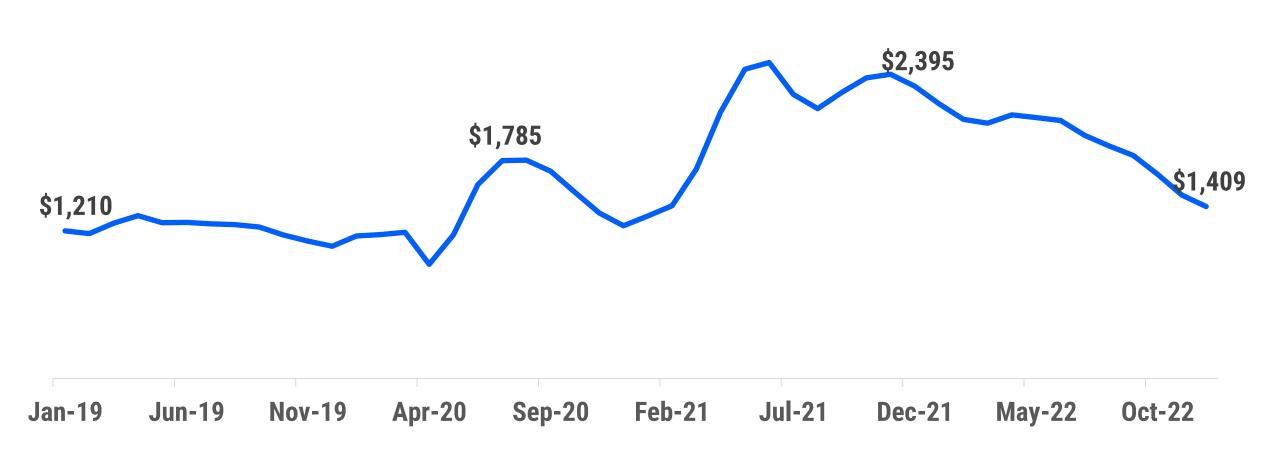
USED RETAIL PRICES ARE FALLING SLOWER THAN WHOLESALE

WHOLESALE v. USED RETAIL PRICES (THOUSANDS)



...BUT GROSSES HAVE FALLEN ALMOST TO PRE-COVID LEVELS...

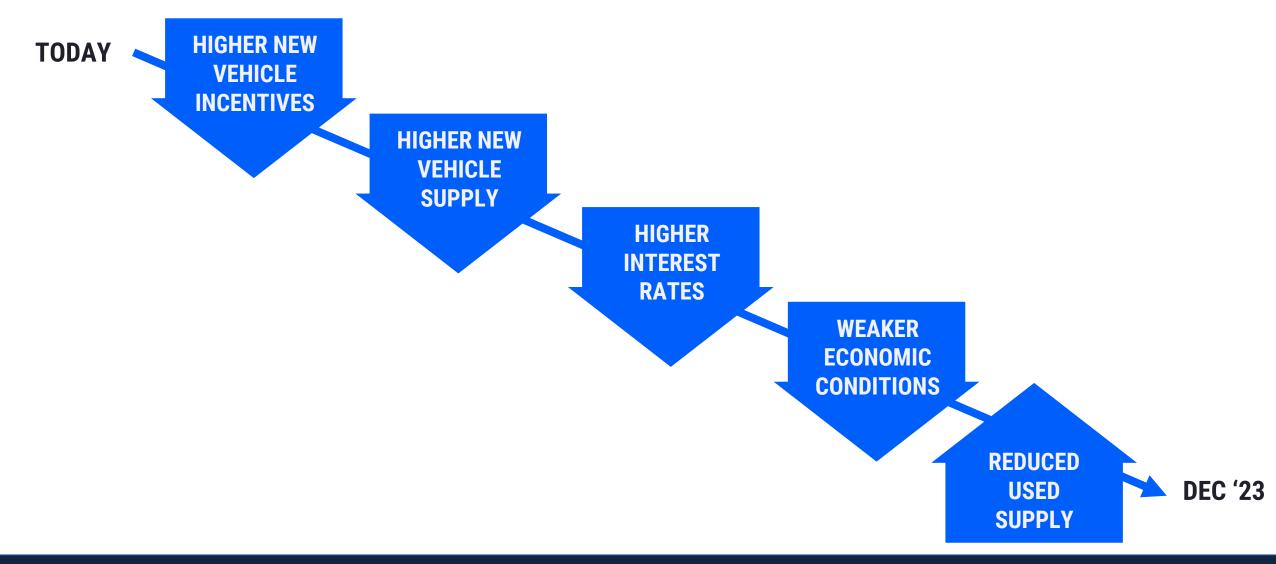
USED FRANCHISED DEALER GROSS



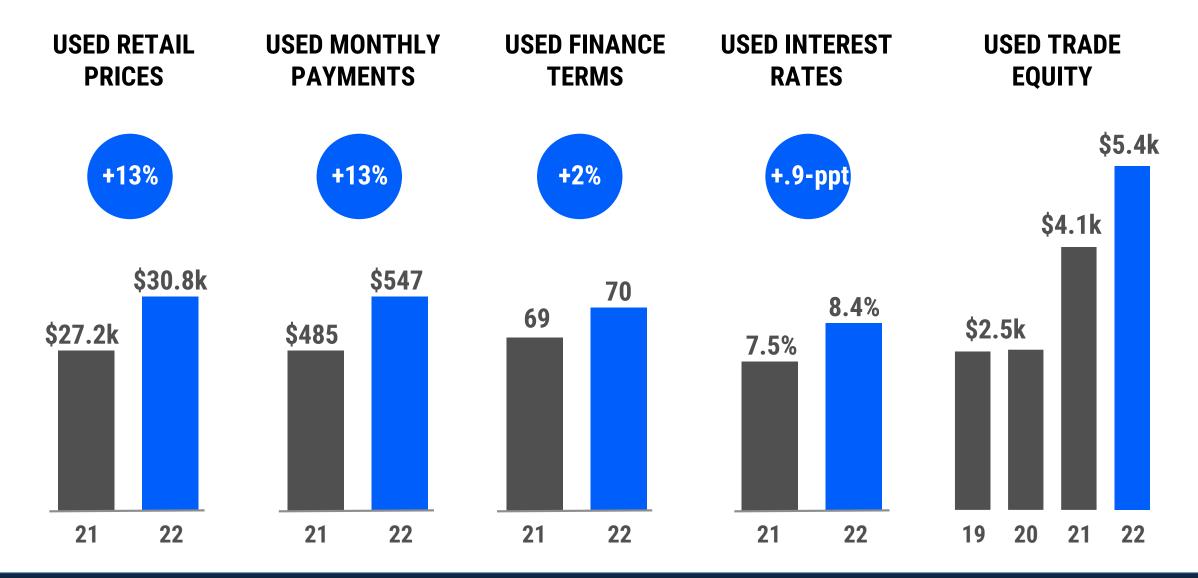
HOW MUCH WILL VALUES FALL IN 2023?



MULTIPLE HEADWINDS WILL PUSH USED PRICES LOWER

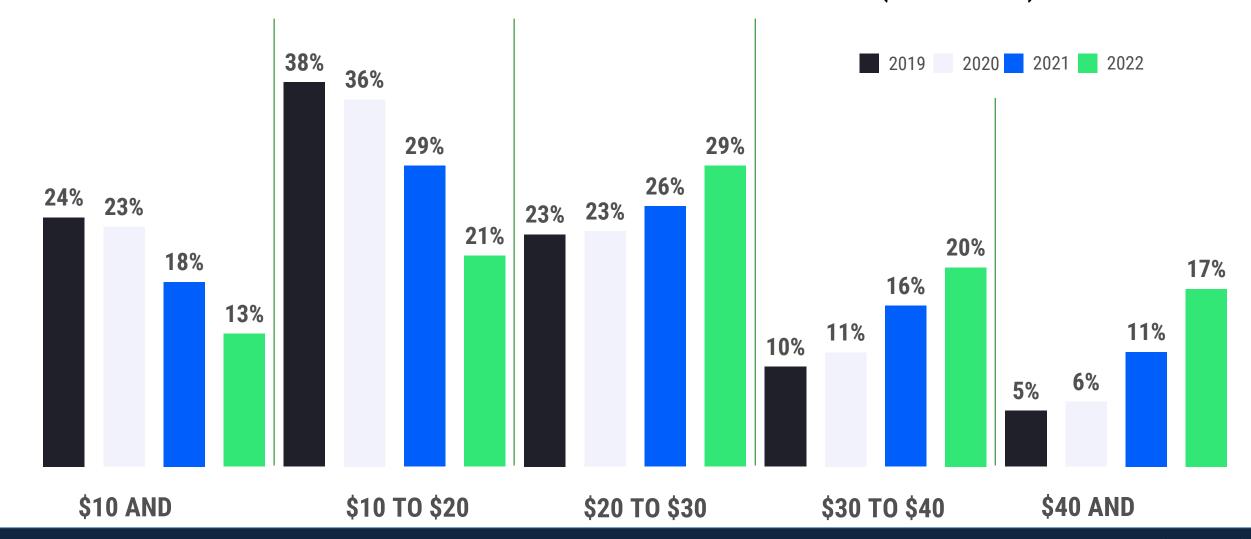


USED VEHICLE AFFORDABILITY WILL REMAIN A CONCERN

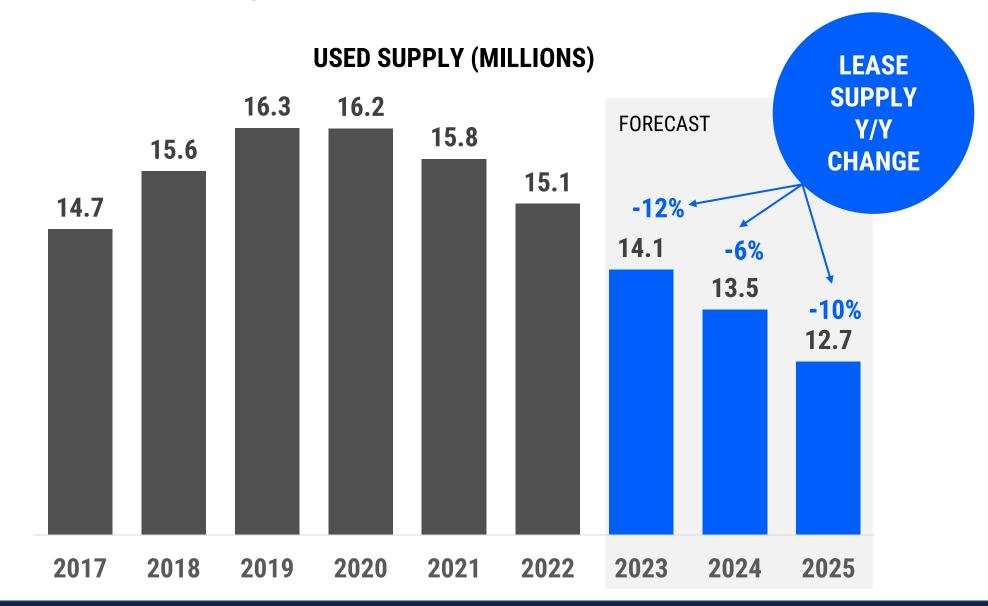


... AND FINDING AFFORDABLE VEHICLES CHALLENGING

MARKET SHARE OF USED VEHICLES SOLD BASED ON PRICE (THOUSANDS)



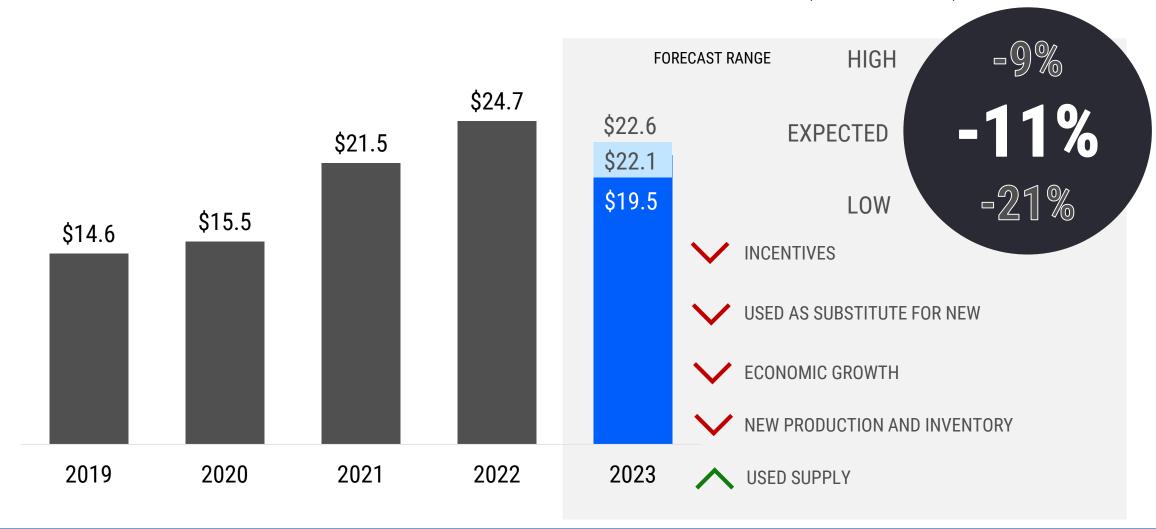
USED SUPPLY WILL TIGHTEN





USED PRICES HAVE PEAKED – CONTINUED SOFTENING IN '23

ANNUAL VALUATION SERVICES WHOLESALE PRICE FORECAST (THOUSANDS)





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