

“Active buying continued last week as Texas dealers replenished their inventory. Compact SUVs and Mid-Size Cars did well.”



Model Years: 2009-2015, Volume-Weighted Wholesale Average Values, Weekly Change from 9/8/17 to 9/15/17

Compact SUVs in Strong Demand

- Volume-weighted, overall car segment values decreased by 0.48% last week, similar to the average weekly decrease of 0.41% in values over the previous four weeks.
- Luxury and sporty vehicles in car segments declined the most while the Mid-Size Car segment showed a slight increase in value.
- Volume-weighted, overall truck segment (including pickups, SUVs and vans) values were nearly flat compared to the average weekly decrease of 0.27% in values over the previous four weeks.
- Compact Crossover/SUV and Compact Van segments increased the most among truck segments by 0.37% and 0.51%, respectively.

Sentiment from the Auction Lanes

Our editors and personnel attend about 60 auctions every week across the country to provide key insights:

“A dealer from San Antonio bought a lot of vehicles for strong money. He stated that he usually buys 15 units a week but bought 41 at this auction alone today to meet the demand back home.” Josh in GA

“Lots of no-sales as dealers and commercial accounts are holding their floor prices in advance of the anticipated high demand caused by the recent storms.” Jim in TN

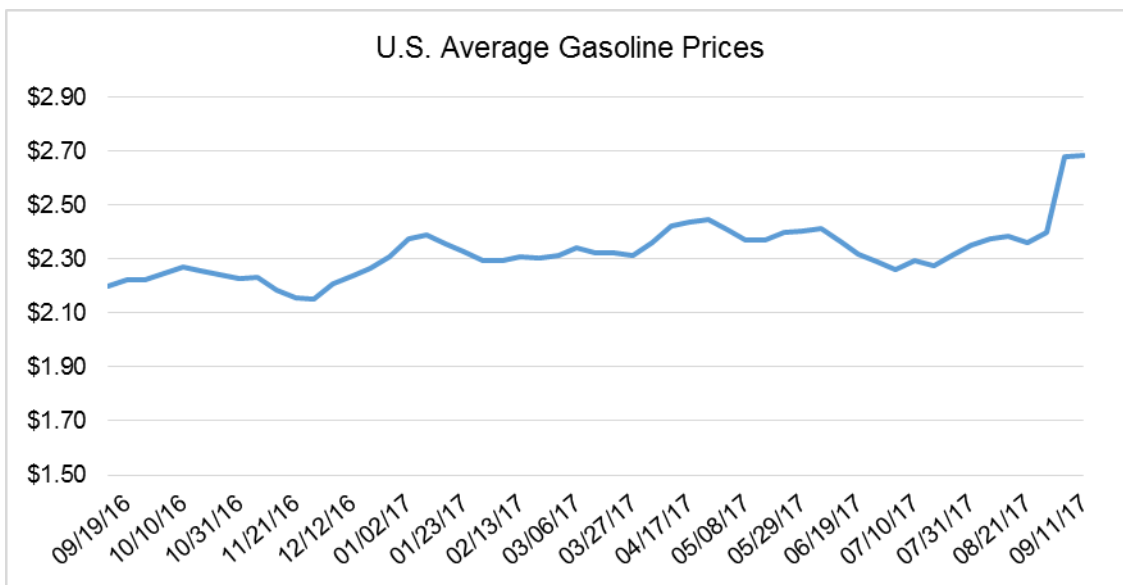
“Sold almost everything today and the buyers that usually don’t buy high mileage units were not discriminating today.” Richard in TX

“Hundreds of flooded new vehicles at the auction where they were marshalling them before they were to be crushed.” Tim in TX

“Low attendance and low vehicle volume but the vehicles that were here sold well.” Matt in CO



Gasoline Price Trend



Gas prices have been very stable in the last 12 months. However, the shutdown of the refineries as a result of Hurricane Harvey and increased demand due to Hurricane Irma have resulted in a sudden lift in gasoline prices.

Vehicle Highlight



The newly redesigned **2018 Buick Enclave** is powered by a 3.6L V6 (288 hp) and paired with a 9-speed automatic transmission. There is a new more luxurious trim to the Enclave called the Avenir. With MSRP starting at \$39,995, the Enclave’s main competitors are the Ford Explorer, Mazda CX-9, Honda Pilot, Toyota Highlander, and Volkswagen Atlas.