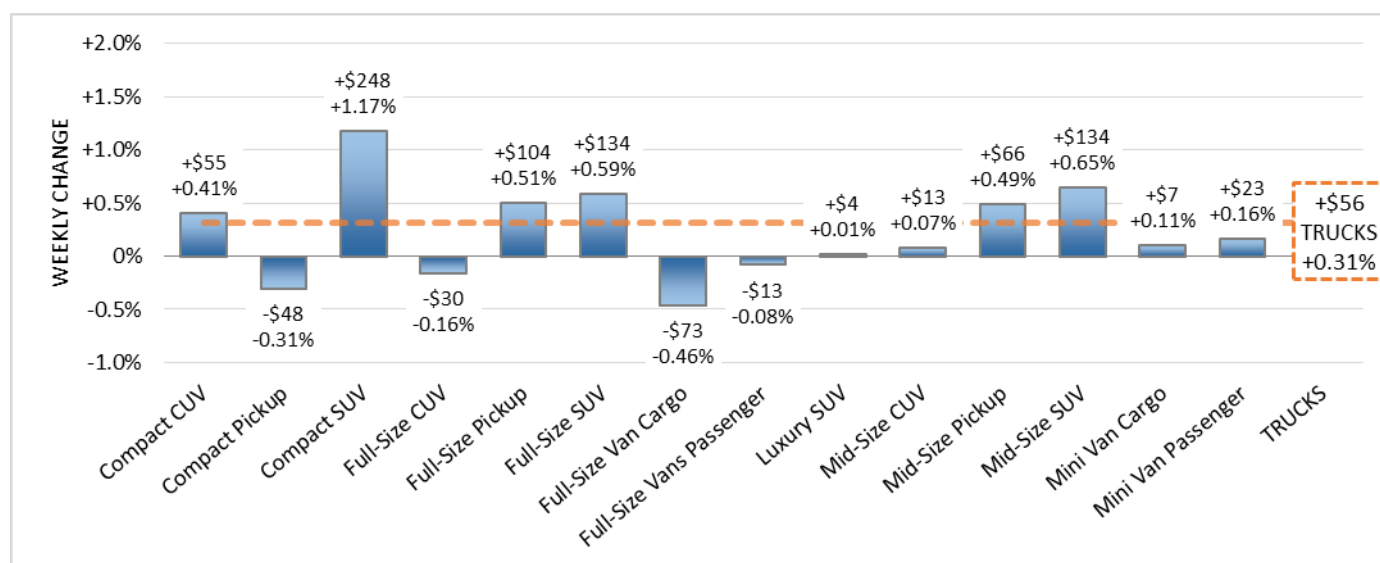
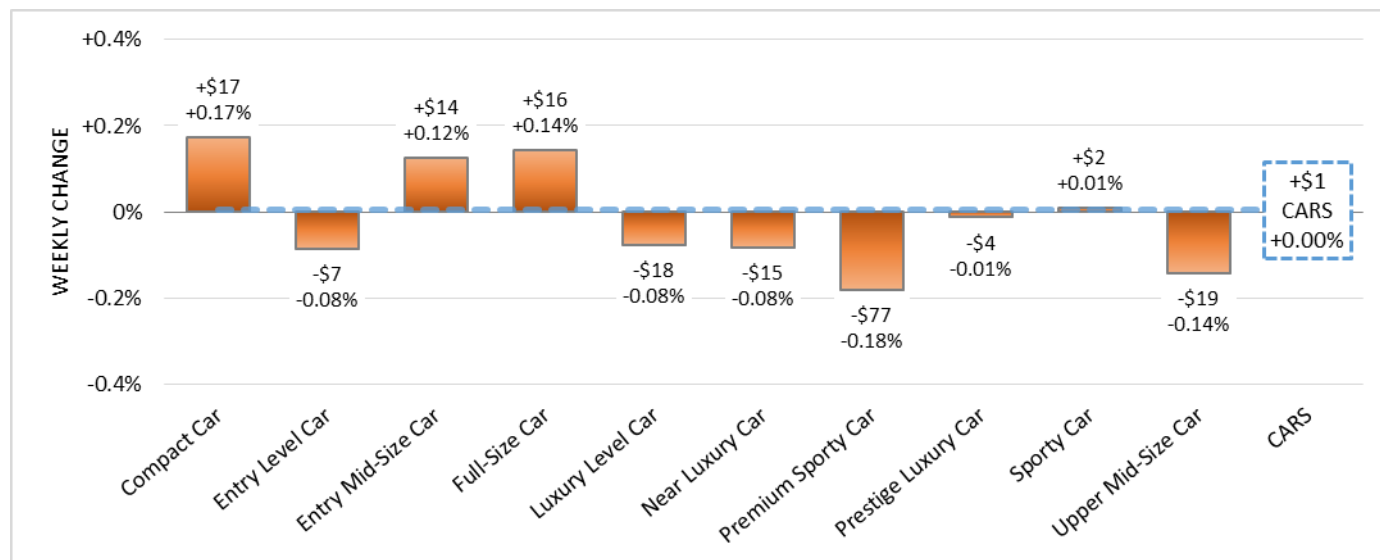




“The wholesale market remains strong, especially for trucks; however, buyers are starting to show resistance as more no-sales are being reported all across the country.”

Anil Goyal, Vice President of Automotive Valuation and Analytics



Model Years: 2007-2013, Volume Weighted Wholesale Average Values, Weekly Change from 4/10/15 to 4/17/15

Market Sentiment Appears To Be Turning

- Overall, the volume-weighted car values were flat from last week.
- Overall, the volume-weighted truck values increased by +0.31% from last week.
- Small cars seem to be selling better than in past weeks. With a good supply in such segments, prices are likely to slowly decline through the rest of the year.
- Trucks showed broad strength across the SUV and Pickup segments.
- In our discussions with dealers, we gained insights that they have “enough inventory” and were mainly looking for “bargains” now.
- Several buyers were quoted saying that they feel the market will start dropping soon and they are being cautious as to what they are willing to pay for inventory replacement.

Comments from the Auction Lanes

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

“Lots of no-sales on 2014 and 2015 models.” – Richard from Florida

“Rental car market has been slow this week, not selling as well.” – Frank from Phoenix

“Dealers still finding it difficult to buy what they need.” – Rich from Milwaukee

“Buying was moderate today. Sale was not as good as last week.” – Gene from Pennsylvania

“Buyers said they were being cautious, waiting on market to fall.” – Richard from Tampa



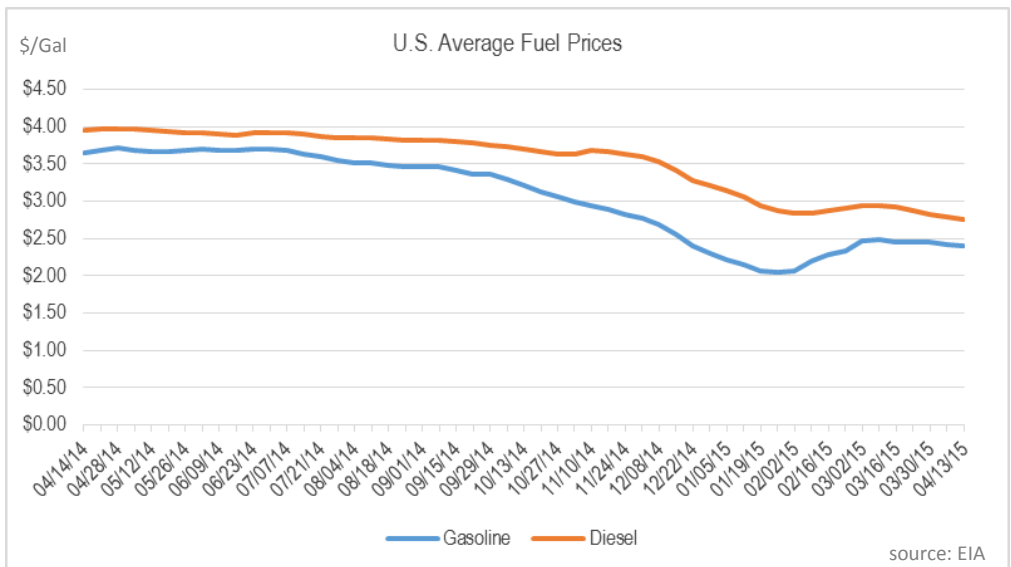
**See you
in the
lanes!**

Industry Events

Black Book personnel will be attending several upcoming events. Among them:



Hope to see you there!



Fuel Prices Continue to Decline Slowly

- Gasoline price decreased by \$0.005 to \$2.408
- Diesel price decreased by \$0.030 to \$2.754
- Forecast on fuel prices continues to be stable for the rest of 2015



Vehicle Highlight

2016 Fiat 500X is a new entrant in the Subcompact Crossover segment, with MSRP ranging from \$20,900 to \$29,900. Close competitors include Chevrolet Trax and Jeep Renegade.

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