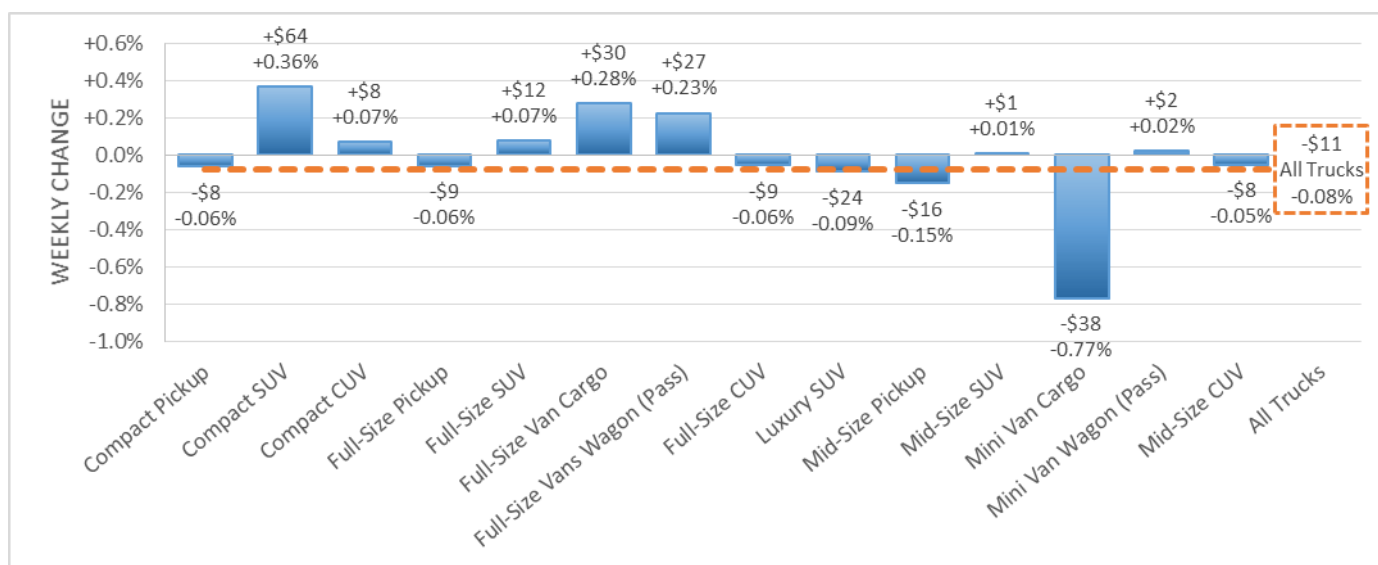
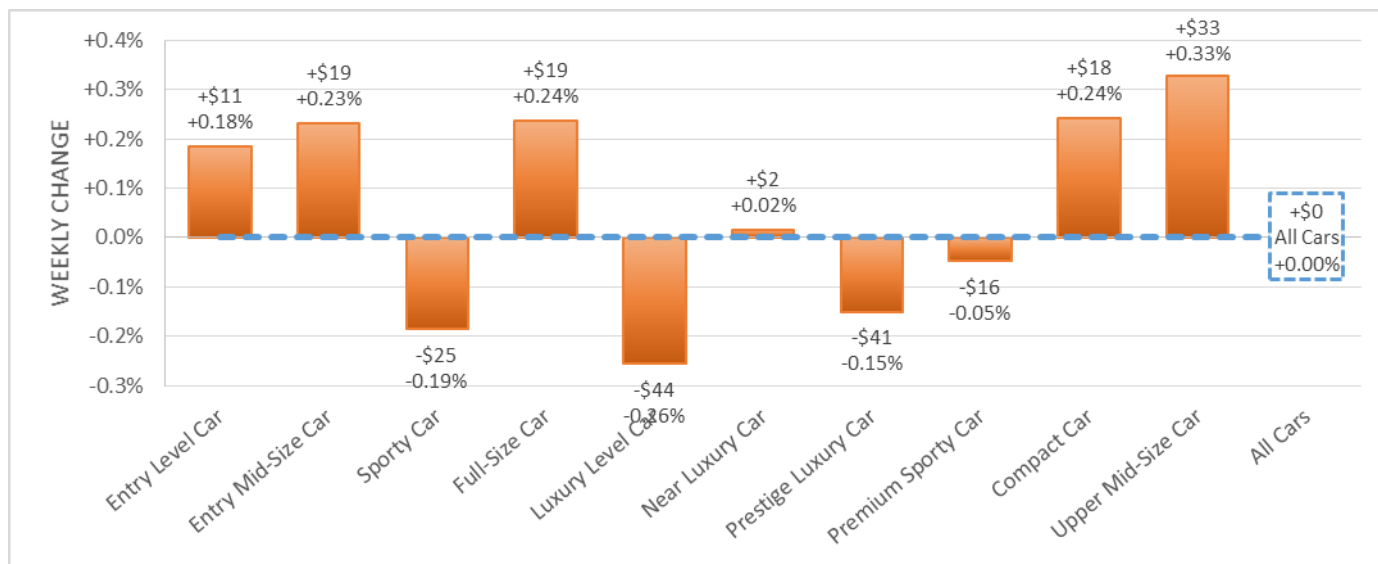




*“The improved economy and still-low gas prices are resulting in broad strength in the market as a more diverse set of segments are getting looks from the buyers.”*

Anil Goyal, Vice President of Automotive Valuation and Analytics



Model Years: 2006-2012. Volume Weighted Wholesale Average Values. Weekly Change from 3/13/15 to 3/20/15

### Broad Strength in the Market

- Overall, the volume-weighted car value didn't change this past week.
- Overall, the volume-weighted truck value dropped by less than 0.1% last week.
- Typically in the middle of March, we see a very strong seasonality pattern with Entry Level and Compact Car segments as compared to other segments. This pattern looks to be muted so far as other cars segments show strength as well.
- Low gas prices could be equalizing demand for Full-Size Cars with Compact Cars as we see the same percentage lift in value in both segments
- Truck segments remain fairly stable and we saw broad strength across the high volume segments: Compact SUV, Compact CUV, Full-Size Pickup and Full-Size SUV

## Comments from the Auction Lanes

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

*“Demand is higher on clean history, low mileage sharp vehicles” – Gerry from Florida*

*“Auction sales were a little below average this week, probably due to lots of high mileage cars” – Jim from Seattle*

*“Anything under \$10000 was in demand” – Gene from Pennsylvania*

*“Almost all segments seemed strong” – Mark from California*



See you  
in the  
lanes!

### Industry Events

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

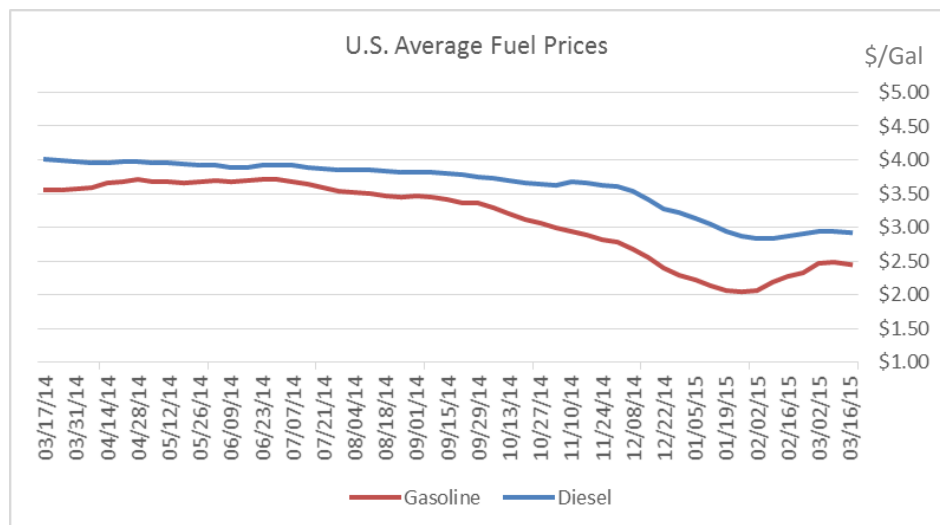


Consumer Bankers  
Association  
March 23-25, 2015  
Orlando, Florida



March 26-28, 2015  
Louisville, Kentucky

Hope to see you there!



### Fuel Prices May Be Stabilizing

- Gas prices dropped by 3 cents to \$2.453 last week
- Gas price prediction remains below the \$2.60 high for 2015
- Diesel dropped by 3 cents to \$2.917

### Vehicle Highlight



GM is coming back in the mid-size cargo van segment with **2015 Chevrolet City Express**. Main competition includes Ford Transit Connect, Ram ProMaster City and Nissan NV200.