



“The various car segments experienced broad market strength, particularly within compact, mid-size and full-size models. Increased interest from dealers and higher sale percentages were noted in the auction lanes last week.”

Anil Goyal, Senior Vice President of Automotive Valuation and Analytics



Model Years: 2008-2014, Volume-Weighted Wholesale Average Values, Weekly Change from 3/10/17 to 3/17/17

Commercial Compact Vans Getting another Look after Months of Low Performance

- Volume-weighted, overall car segment values decreased by only 0.17% last week, lower than the depreciation rate of 0.46% seen in the previous four weeks.
- Prestige Luxury Car and Sub-Compact Car segments declined the most by 0.99% and 0.58%, respectively.
- Volume-weighted, overall truck segment (including pickup, SUVs and vans) values decreased by 0.36% last week, similar to the depreciation rate of 0.37% seen in the previous four weeks.
- Compact Van values saw an increase of 1.17%. Mid-Size Luxury Crossover/SUV saw the most decline by 0.77%.

Sentiment from the Auction Lanes

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

"Lots of snow on the cars coming through in Chicago today but the prices were stable and especially good on full-size trucks." Mark from IL

"Prices exceptionally strong in Boston today. Sold percentages had the remarketers smiling." Bob in MA

"Watched a closed sale today and while they sold at a high percentage the values weren't as strong as normal for a closed sale environment." Laura from TX

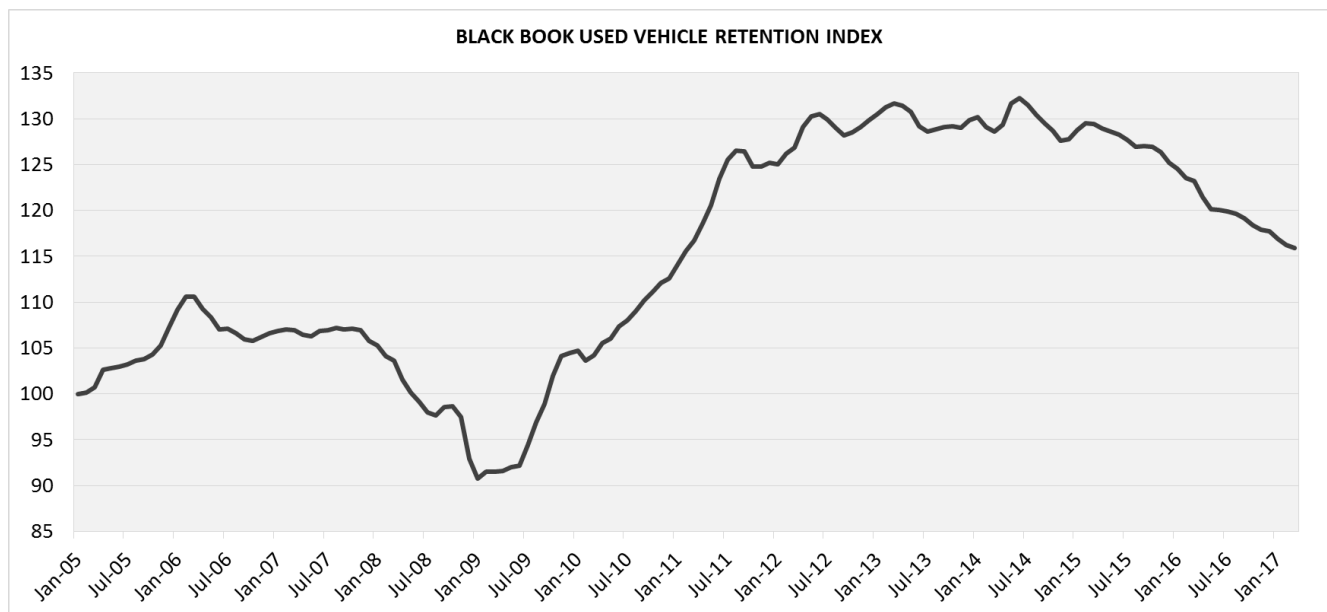
"Great sale today! Tax money has caused percentages and values to be very high. Anything \$7,000 or less with decent miles sells. Anything!" Auction GM in PA

"Prices were up from last week with half ton pick-up trucks in demand." Doug in TN

"Activity was really good today on almost every consigned vehicle. Several dealers presented a very positive outlook for the spring market." Dudley in OH



Black Book Index



The Black Book Used Vehicle Retention Index remained relatively flat in March 2017, declining by just 0.3%. However, the index has dropped by 6% in the last 12 months. The purpose of Black Book Wholesale Used Vehicle Retention Index is to provide an accurate and unbiased view of the strength of used vehicle wholesale market values. It is calculated using Black Book's published Wholesale Average value on two- to six- year old used vehicles, as percent of original typically-equipped MSRP. The index is weighted based on registration volume and adjusted for seasonality, vehicle age, mileage, condition, segment mix and inflation (MSRP).

Vehicle Highlight



2017 Volkswagen Golf R 4 Door Hatchback: Base MSRP starts at \$36,475 including factory destination charge. The Golf R has 2.0L TSI DOHC 16V turbo charged engine with 292 HP. Competition includes Ford Focus RS Hatchback, Subaru WRX STI Sedan, and Mini Cooper John Cooper Works Hatchback.

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