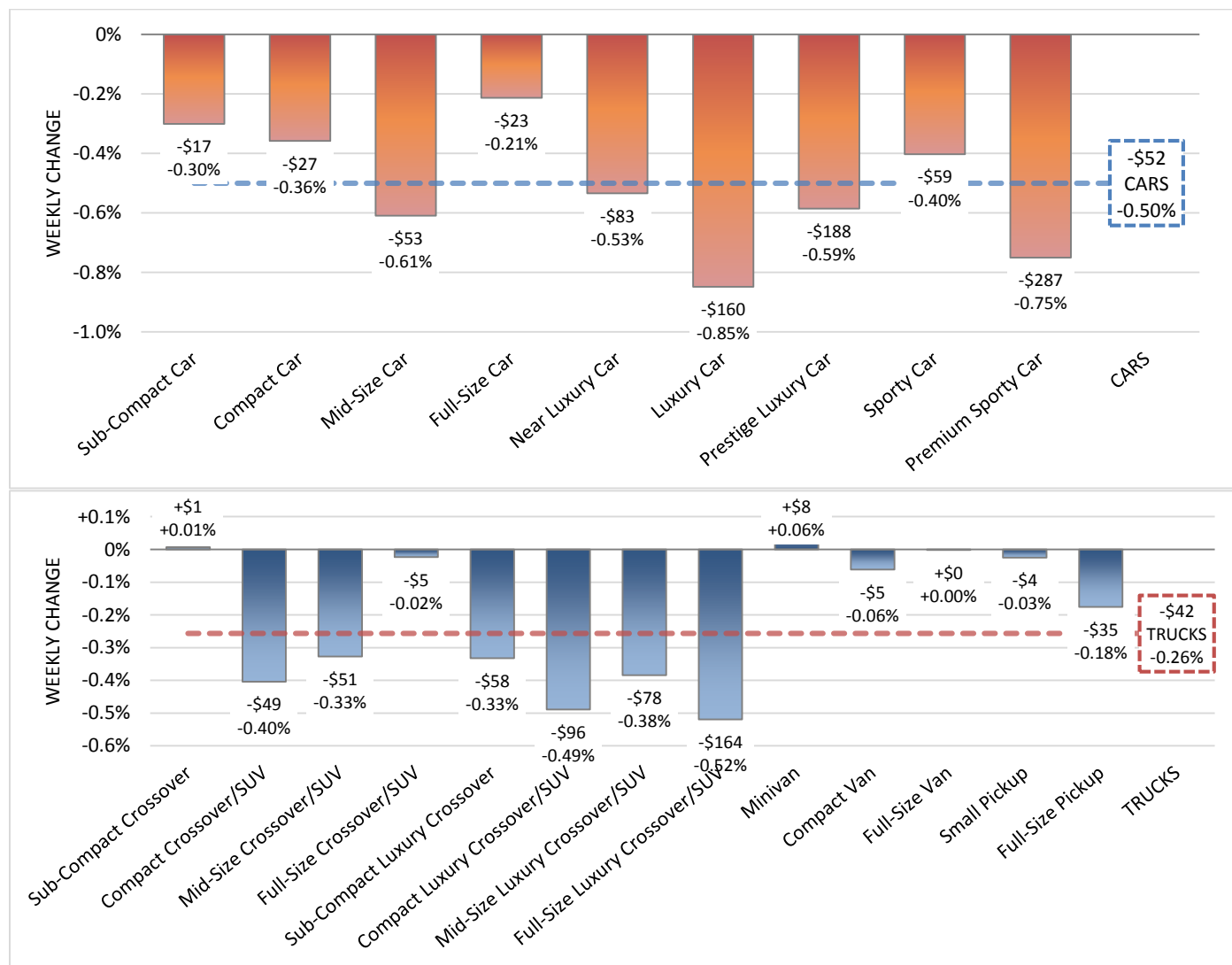


“Depreciation increased on both cars and light trucks. Car segments saw the highest weekly depreciation in seven weeks; however, prices in the Houston-area market remain elevated.”

Anil Goyal, Senior Vice President of Automotive Valuation and Analytics



Model Years: 2009-2015, Volume-Weighted Wholesale Average Values, Weekly Change from 10/6/17 to 10/13/17

Luxury Cars and SUVs Experience Higher Depreciation Rate

- Volume-weighted, overall car segment values decreased by 0.50% last week, worse than the average weekly decrease of 0.36% in values over the previous four weeks.
- Sub-Compact Car, Compact Car and Full-Size Car segments performed the best while Luxury Car and Premium Sporty Car segments declined the most.
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by 0.26% last week, worse than the average weekly decrease of 0.15% in values over the previous four weeks.
- Luxury Crossover/SUV generally performed the worst among truck segments.

Sentiment from the Auction Lanes

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

“Trucks and SUVs made up most of the consignment and an even larger portion of the sales conversions.” Mark in MI

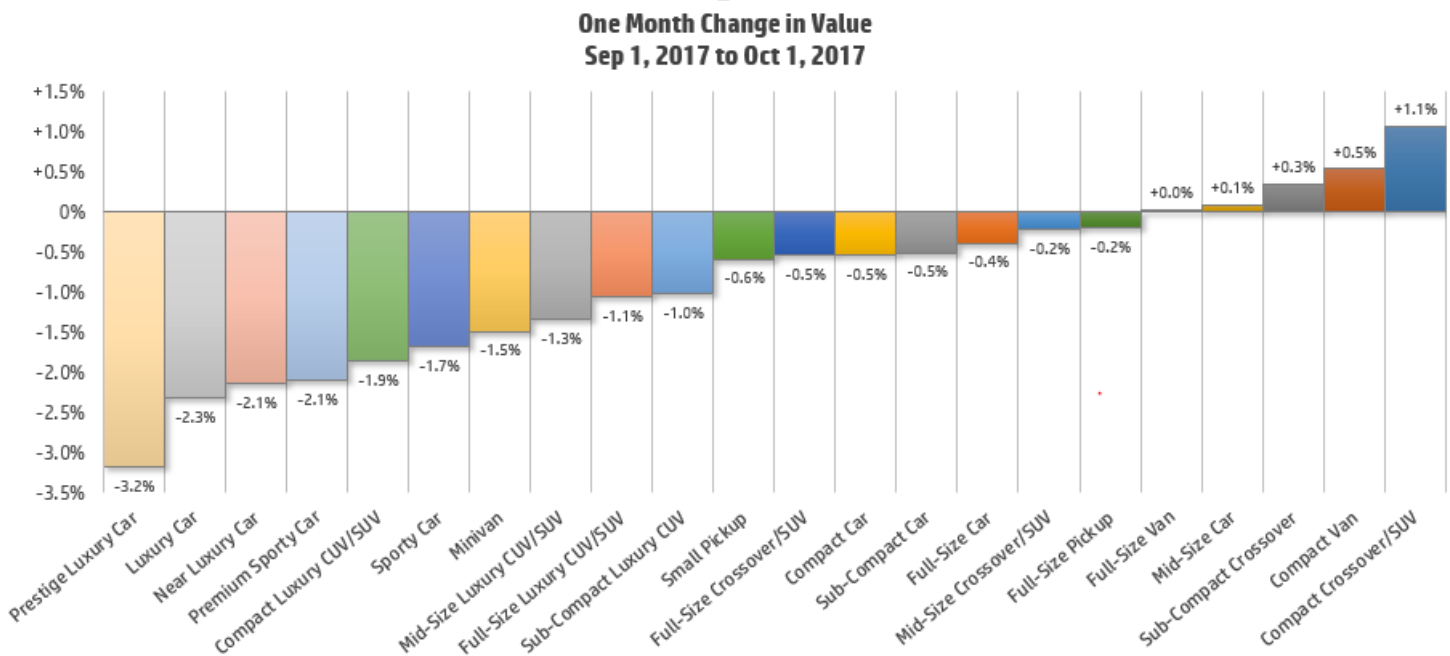
“Prices remain elevated and the buyers’ options remain good from an inventory standpoint. The supply has met the demand adequately after the hurricane due to the abundance of vehicles being shipped into our area.” Richard in TX

“The market is in neutral here, typical of the fall season. Dealers are more cautious with regard not only to what they will purchase but how much they will pay.” Auction GM in PA

“There is a lot of hesitation in the current market. The fact that dealers are buying lower priced vehicles which often have some type of damage and/or high mileage is evidence of their apprehension.” Israel in GA



Value Change by Segment



Small crossovers and compact vans increased in value during September. Due to the hurricanes, demand increased substantially for these replacement vehicles. On the other hand, luxury sedans dropped the most during the month.

Vehicle Highlight



2018 Kia Optima SX Turbo is equipped with a 2.0 liter Turbo I-4 GDI mated to a 6 speed automatic. The engine produces 245 HP and 260 lb.-ft. of torque while maintaining 22 MPG city and 31 MPG highway. The Kia Optima lineup includes the LX, S, LX Turbo, EX and top of the line SX Turbo ranging from \$23,395 to \$31,395 MSRP with destination. The main competitors include the Toyota Camry, Ford Fusion, and Hyundai Sonata.