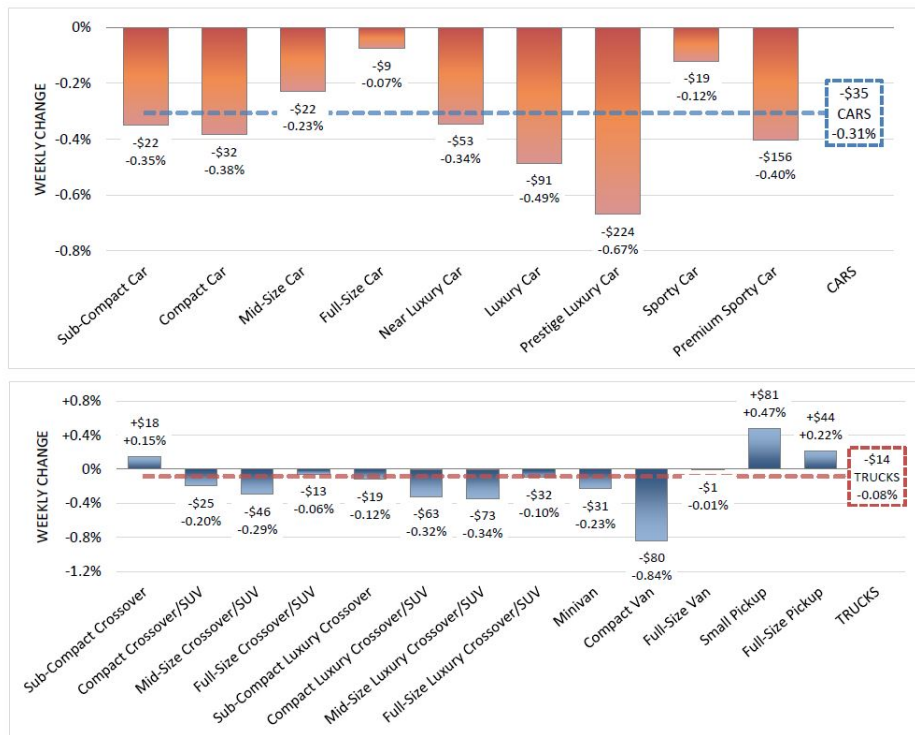


## Market Observations Report - June 2019

### Market Observations Report

- Cars declined greater than trucks.
- Day Supply for Full-Size Pickups is at a 4-year high.
- Used pickup values remain high.
- Incentives/Rebates are likely to increase on new trucks due to high supply.
- Volume-weighted, overall car segment values decreased by 0.31% last week of May 2019.
- Combined market values had decreased by 0.05% on average during the prior 4-week period.
- Prestige Luxury Cars decreased the most in value in May
- Volume-weighted, overall truck segment (including pickups, SUVs, and vans) values decreased by 0.08% last week.
- Truck market values were up by 0.03% on average during the prior 4-week period.



Model Years: 2011-2017, Volume Weighted Wholesale Average Values, Weekly Change from 5/24/19 to 5/31/19