

Used Vehicle Market Update: June 2026

Week Ending June 20, 2026

Used vehicle values are holding. The wholesale market softened a little last week, but it is still sitting well above where it was in 2024 and 2025, and it is depreciating slower than this week normally does. If your car was totaled in Georgia, or you are filing a diminished value claim after a repair, that strength is money. It shapes the number an insurer should be putting on your vehicle, and it gives you leverage when they come in low.

Where the market stands

For the week ending June 20, 2026, the overall market slipped 0.19% on a volume weighted basis. Cars were down 0.08% and trucks and SUVs were down 0.23%. Put that next to the historical norm for this week, a decline closer to 0.27%, and the picture is clear. Values are easing, but at a slower pace than usual for late June.

Auction conversion fell to 58% from 62% the prior week. Buyers are still showing up in the lanes and online, but they are picky. Bidding is concentrating on the cleanest, most desirable inventory rather than chasing anything with low miles. Condition and resale demand are driving the action.

Cars held up better than trucks

The car side stayed firm. Near luxury cars rose 0.23%, their seventh gain in the past eight weeks, with values climbing an average of 0.10% per week over that run. Older subcompact cars in the eight to sixteen year range gained 0.35%, posting increases in fifteen of the last nineteen weeks.

The softness in cars is concentrated in the newest stock. Models under two years old fell 0.16% and have now declined seven weeks in a row. Vehicles between two and eight years old slipped in seven of the last eight weeks. Buyers are paying up for desirable used cars and letting late model depreciation run its course.

Truck and SUV segments stayed under pressure

Trucks carried most of the weakness. Only one of the thirteen truck and SUV segments aged two to eight years moved up last week. There was some relief in full size pickups, where the decline eased to 0.26% after a sharp 0.52% drop the prior week. Newer full size pickups under two years old barely moved, down just 0.05%.

Small pickups went the other direction. After nearly flat performance the prior week at 0.01%, they fell 0.17%, a sign that pressure is building in that corner of the market.

The bigger picture: values are still elevated

Step back from the weekly noise and the trend favors vehicle owners. Black Book's wholesale price index for vehicles between two and six years old is tracking near 1.09 for 2026, comfortably above the 2024 and 2025 lines at the same point in the year. The used retail index is running near 1.05, also ahead of prior years. Retail inventory is turning in roughly 34 days.

In plain terms, this is a strong, stable used vehicle market by historical standards. Cars are selling, lots are not overstocked, and values are firm. That backdrop is exactly what you want behind you when you are negotiating a settlement.

What this means for your Georgia claim

Insurers price total loss and diminished value claims off the same market data you just read. When that market is firm, your claim should reflect it. Here is how it plays out.

Total loss settlements. Your actual cash value should be built on what comparable vehicles are actually selling for today, not a depressed estimate. In a market this firm, strong comparable sales support a higher ACV. If an adjuster hands you a number that assumes values are sliding, the data says otherwise, and that gap is yours to recover.

Diminished value claims. Diminished value is the resale value your car lost simply because it now carries an accident on its record, even after a quality repair. When used values are strong, the baseline your car is measured against is higher, so the dollar loss from that accident stigma is larger too. A firm market does not shrink a diminished value claim. It tends to grow it.

The takeaway. Do not accept the first offer. Insurers lean on internal valuation tools that often understate what your vehicle is worth in the current market. An independent appraisal puts a defensible, documented number in front of them, backed by the same kind of market evidence the carriers respect.

Get an independent number

If you are dealing with a total loss settlement or a diminished value claim in Georgia, we provide independent, documented appraisals built on current market data. Visit diminishedvalueofgeorgia.com or call 877.667.2326 and get a number you can stand behind.

Market data sourced from Black Book US Market Insights, week ending June 20, 2026. This update is provided for general information and is not legal or financial advice.