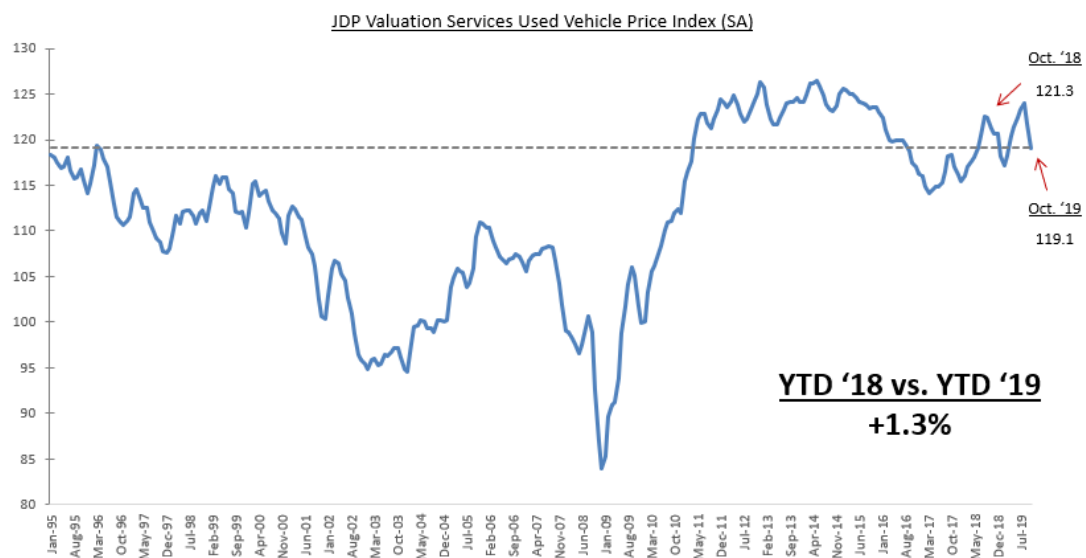


## OCTOBER WHOLESALE MARKET UPDATE

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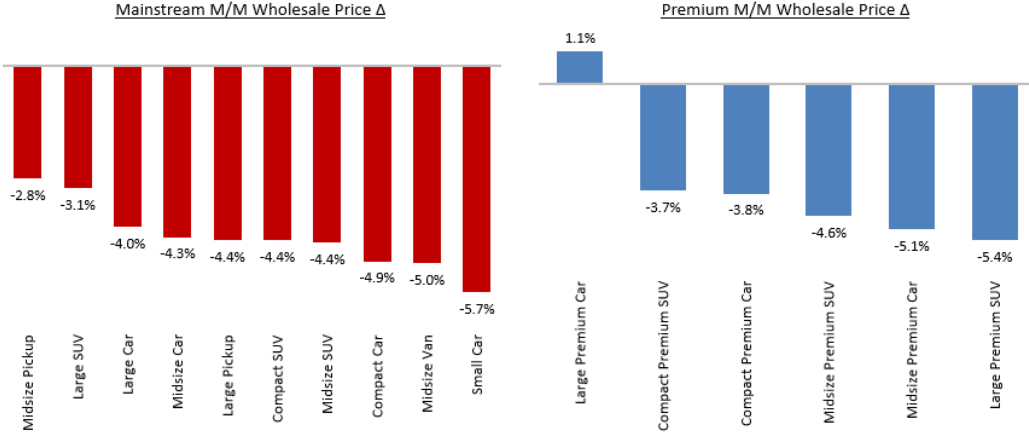
### USED VEHICLE PRICE INDEX

- J.D. Power's Used Vehicle Price Index dipped by 2.2% in October, marking just the third drop recorded this year. The month's performance placed the index 1.8% below September 2018.
- Year-to-date, however, prices are up 1.3% relative to the same 10-month period in 2018.
- Used price strength in 2019 can be attributed to a few factors including higher new vehicle prices, high levels of clean late-model off-lease units entering the market, and increased dealer demand for used vehicles.



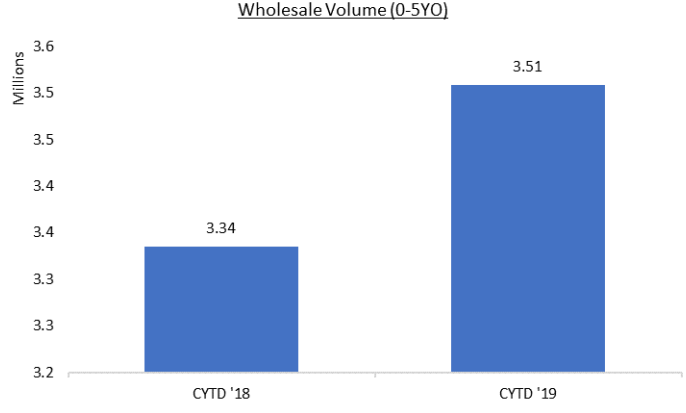
### WHOLESALE PRICE UPDATE

- Typical for the time of the year, segment level prices continued to cool from their peak in August.
- Prices on the mainstream side of the market softened by -2.8% to -5.7%.
- With the exception of large premium cars, premium segment prices declined by -3.7% to -5.4%.
- In general, losses matched expectations for the month in direction, however, the degree of loss was amplified by significant increases in month-over-month and year-over-year wholesale volume.



### WHOLESALE VOLUME UPDATE

- Through October 2019, wholesale volume is on average 5.2% greater than during the same period in 2018.
- Mainstream volume has grown by 4.9%, while premium volume has increased by 6.9%.





**J.D. POWER**



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