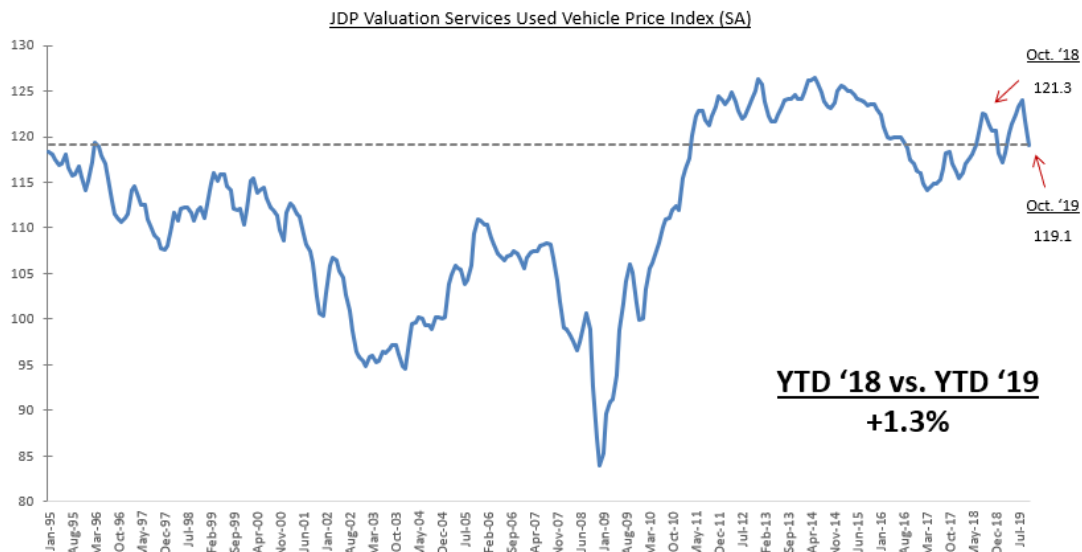


OCTOBER WHOLESALE MARKET UPDATE

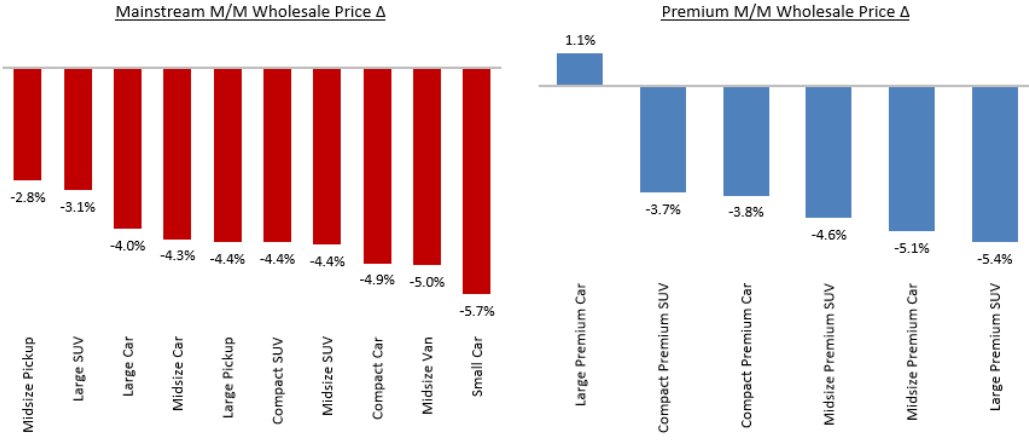
USED VEHICLE PRICE INDEX

- 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.
- 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.



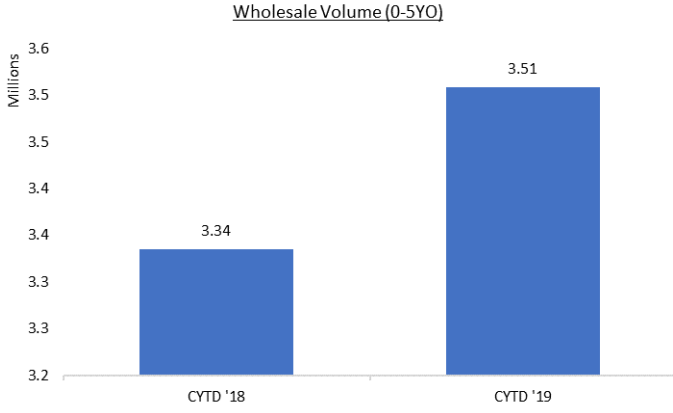
WHOLESALE PRICE UPDATE

- 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%.








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