



*The truck segments, particularly SUVs and pickups, are beginning to see larger declines after experiencing strong retention so far this year."*

Anil Goyal, Senior Vice President of Automotive Valuation and Analytics



Model Years: 2008-2014, Volume Weighted Wholesale Average Values, Weekly Change from 9/30/16 to 10/7/16

## Full-Size Van and Full-Size Pickup Values Starting to Drop

- Volume weighted, overall car segment values decreased by 0.57% last week, better than the depreciation rate of 0.66% seen in the previous four weeks.
- Sporty Car, Prestige Luxury Car and Compact Car segments declined the most by 1.20%, 0.99% and 0.82%, respectively.
- Volume-weighted, overall truck segment (including pickup, SUVs and vans) values decreased by 0.58% last week, higher than the depreciation rate of 0.43% seen in the previous four weeks.
- Full-Size Van, Mid-Size Crossover/SUV and Full-Size Pickup segments declined the most by 1.02%, 0.75% and 0.74%, respectively.

## Sentiment from the Auction Lanes

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

*"The dealer lanes were slow today with lots of no-sales, tough day to buy or sell." David from TX*

*"Lower volume of vehicles and dealer attendance today but still had strong internet activity on the right vehicles." Don from MN*

*"Prices seemed to be down on many but some particular trucks were still above average." Jim from WA*

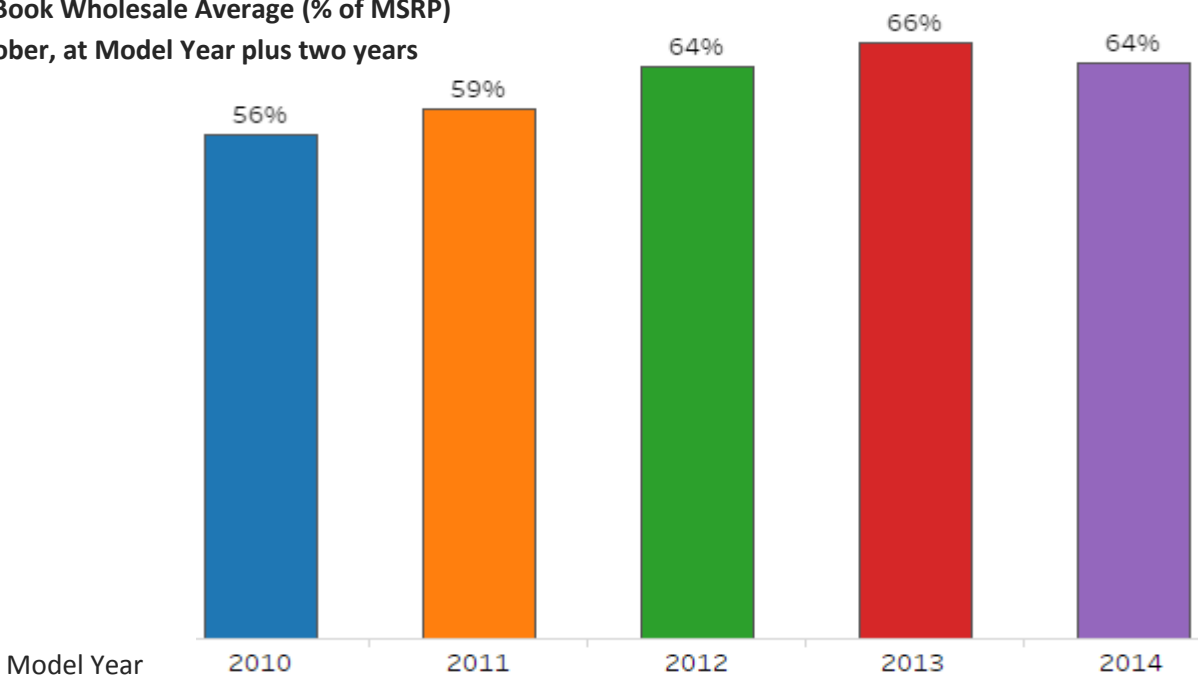
*"Sedans, SUV's and trucks were all in fairly good demand at today's auction." Ted from OH*

*"Very large consignment today with buyers being very picky of what they bid on." Mark from MI*



## Full-Size Pickup Retention Rate Trend

Black Book Wholesale Average (% of MSRP)  
in October, at Model Year plus two years



The chart above shows that the retention rate of full-size pickup trucks has climbed strongly in the past few years until this year when it declined slightly by 2 percentage points. For 2010 MY, the retention in October 2012 was 56%. In comparison, for 2014 MY, the retention in October 2016 rose to 64%.

## Vehicle Highlight



**2017 Fiat 500X** comes in Pop, Trekking and Lounge trim levels. The base MSRP starts at \$19,995 excluding factory destination charge. It offers more space than the Fiat 500. A 160-hp 1.4-liter turbo engine powers a six-speed manual and a 180-hp 2.4-liter powers the automatic transmission. Close competitors include Mazda CX-3, Kia Soul, Nissan Juke, Jeep Renegade, Honda HR-V, Chevrolet Trax and Buick Encore.

1745 N. Brown Rd., Suite 130, Lawrenceville, GA 30043 | 1.866.452.1400

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