

U.S. Wholesale Car Market Sees Continued Downturn Mid-June 2025

Market Overview: Declines Deepen

In the week ending June 14th, wholesale vehicle values dipped by an average of 0.47%, following the previous week's steeper drop of 0.54%. Notably, this recent rate of decline outpaced the historical seasonal norm from 2017-2019, which averaged only 0.27% during the same period.

- Passenger cars declined by 0.37%
- Trucks and SUVs experienced a sharper fall of 0.51%
- Auction conversion rates slid below the 60% mark, signaling softer demand from buyers.

Car Segment Trends

Most car segments recorded price drops, with eight out of nine categories showing negative movement.

- Sub-compact cars faced the steepest drop at -0.98%, marking the second consecutive week of heavy losses.
- Premium sporty cars bucked the trend, rising modestly by +0.11%.
- Full-size cars (0-2 years old) continued to perform well, appreciating +0.94%, having increased in value in 14 of the last 15 weeks.

Truck & SUV Segment Breakdown

Trucks and SUVs faced more severe headwinds than cars:

- Compact and sub-compact crossovers/SUVs posted the largest losses at -0.76% and -0.70%, respectively.
- Newer full-size trucks (0-2 years old) declined more steeply week-over-week, falling -0.54%, more than doubling the prior week's -0.24% loss.
- A total of 12 out of 13 truck categories declined in value.

Broader Market Indicators

Wholesale & Retail Price Indices:

- The wholesale price index for 2-6-year-old vehicles continues to trend downward.

- Used retail prices are holding stronger, aided by transparent pricing models.

Inventory and Turnover:

- The Used Retail Active Listing Volume Index reveals a stable inventory pattern.
- The average days-to-turn for used vehicles is around 37 days.
- Auction conversion rates fell to 58%, down 2% from the week prior.