

2024 Forecasts

Updated June 24, 2024

15.7M
NEW SALES
(2023: 15.5M)

12.8M
NEW RETAIL SALES
(2023: 12.7M)

2.9M
FLEET SALES
(2023: 2.8M)

2.9M
**NEW LEASE
VOLUME**
(2023: 2.7M)

23%
**LEASE
PENETRATION**
(2023: 21%)

2.7M
CPO SALES
(2023: 2.6M)

36.8M
USED SALES
(2023: 36.4M)

19.6M
USED RETAIL SALES
(2023: 19.3M)

-2.3%
**DEC 2024 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX**
(2023: -7.0%)