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# Manheim Market Insights

August 2024 Mid-Month

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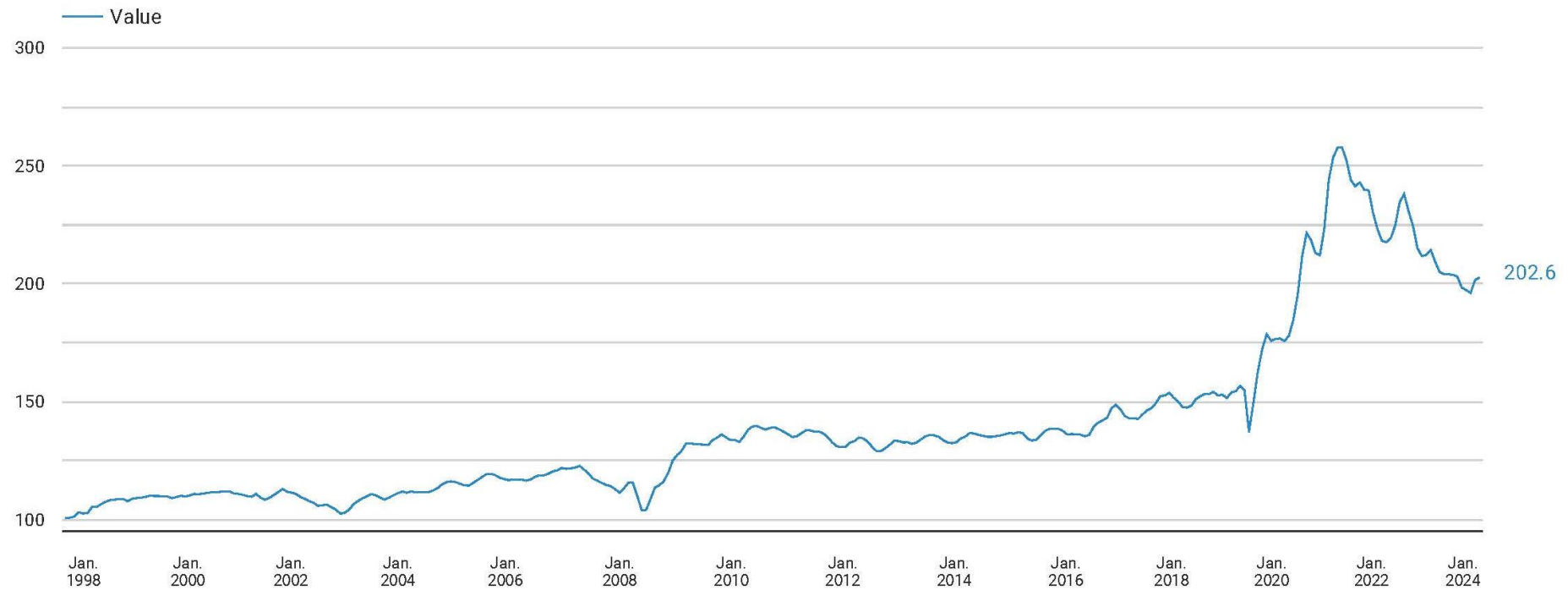
## Wholesale Trends Continue From July

- **Wholesale Values:** Continued strength
- **Sales Conversion:** Not slowing down
- **Manheim Days' Supply:** Pretty normal at this time, even with a bit higher inventory
- **Age Mix of Wholesale Units:** Trending lower



# August Mid-Month MUVVI

## MANHEIM USED VEHICLE VALUE INDEX Mid-August 2024



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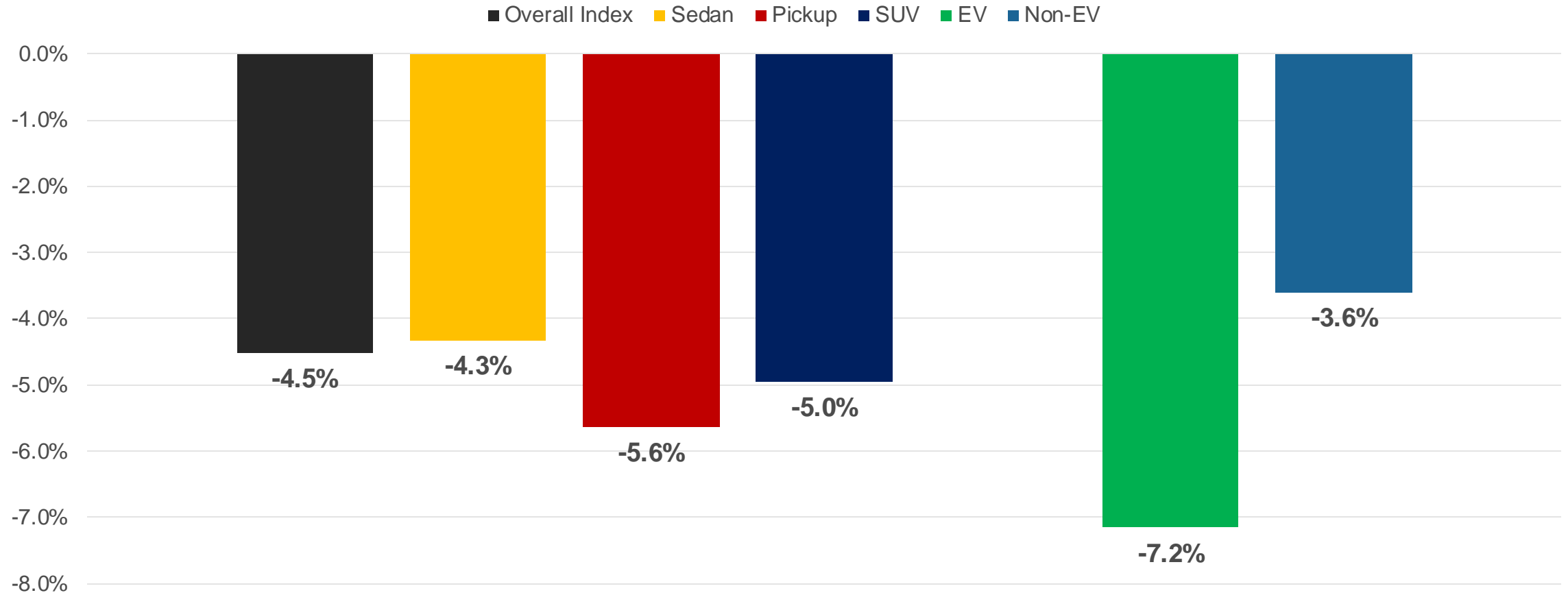


Manheim  
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# August Mid-Month MUVVI Changes by Segment

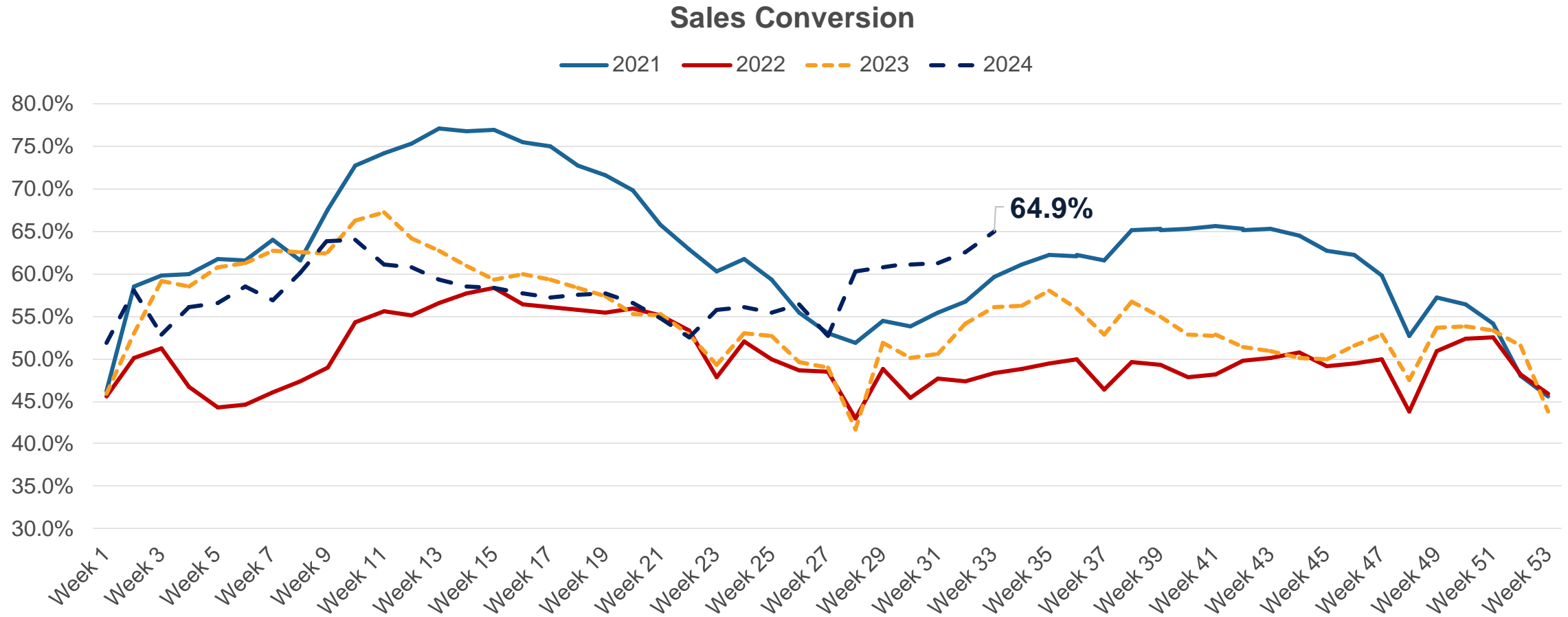
Sedans outperformed the market so far in August and EV depreciation is much closer to the market average

### Annual Change by Index Segment



# Sales Conversion

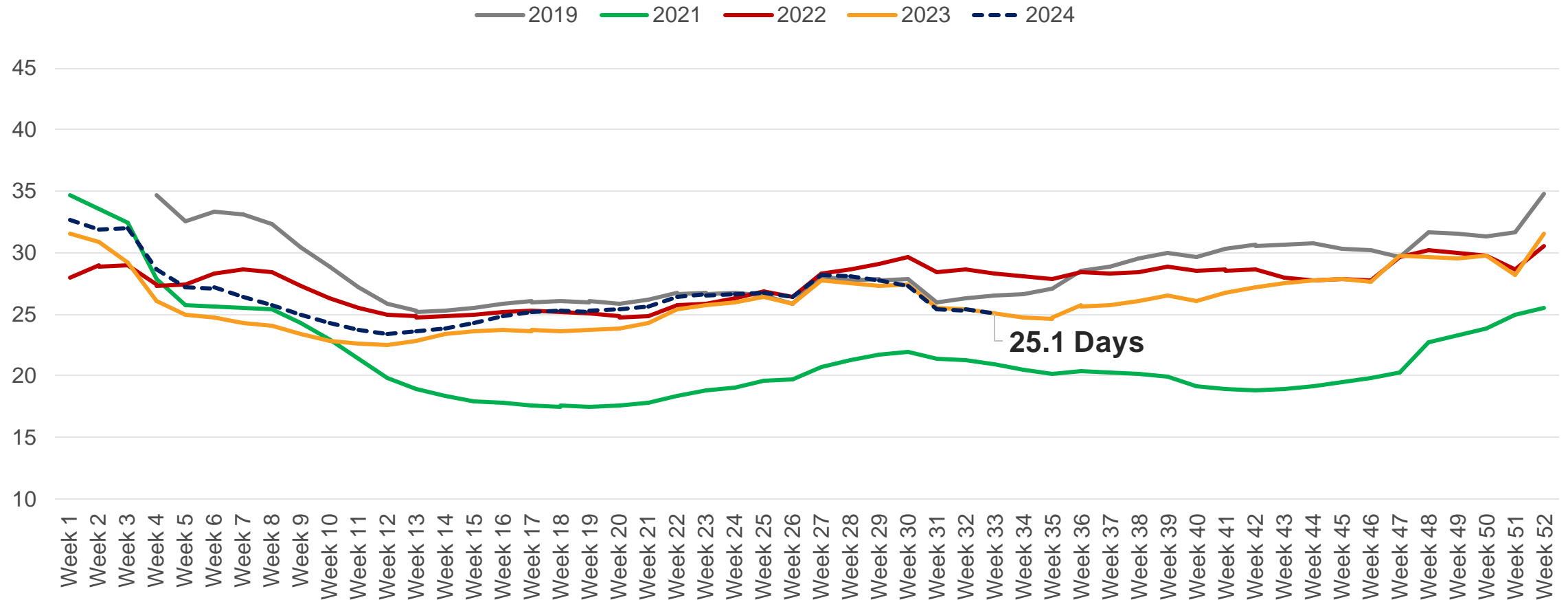
Sales Conversion hit its highest level in 2024 so far last week, clearly outside of normal trends



# Wholesale Supply Is Slightly Below Last Year

Inventory is +16% Y/Y and Sales are +14% as Days Supply falls to 25.1 Days, down 0.2% Y/Y

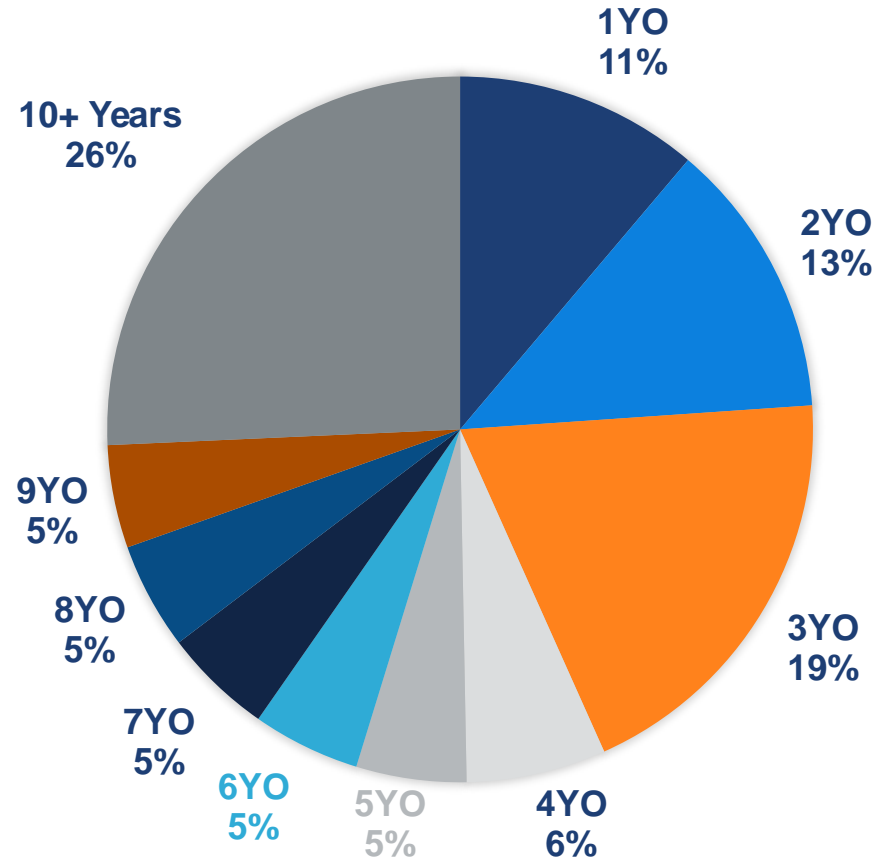
### Wholesale Days of Supply



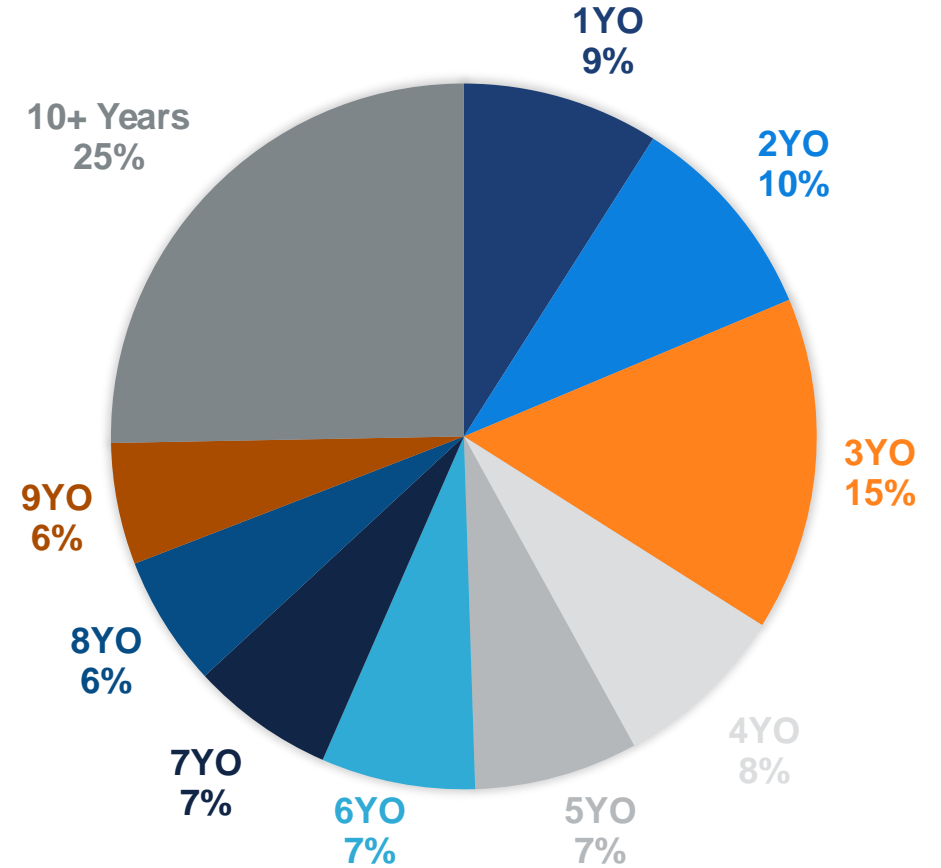
# Age Mix At Manheim Has Shifted To Older Units

Total 1 to 3YO vehicles are 9 points less in mix at Manheim offset with gains in 4 to 8YO units

## LONG-TERM AGE MIX AT MANHEIM



## CURRENT AGE MIX AT MANHEIM



## Summary

We are continuing to see trends from July move into August, and they may stick around for a little longer.

Keep an eye on the Fed and the economy overall – there's a lot that can impact consumers and our markets.

