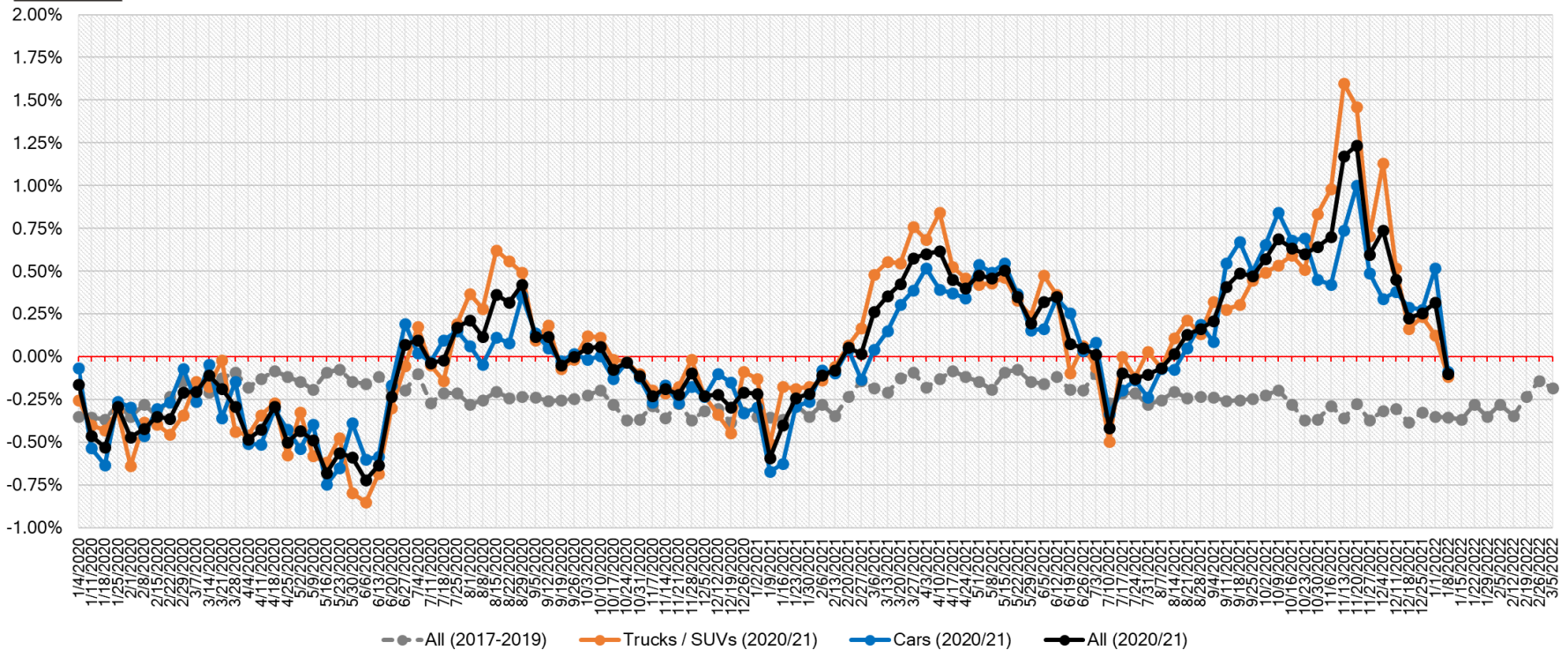


Wholesale Prices, Week Ending January 7th

For the First week since mid-August the Canadian used wholesale market did not see prices increase, Prices for both the Car segment and Truck/SUV slightly decline last week, as the market take a slight pause after the holiday season to reassess the latest Covid-19 restrictions across Canada. Overall, prices decreased -0.10% for the week. The Car segments was down -0.08% and Truck/SUV segments down -0.12%. The Full-Size Pickup- segment saw the largest price decrease (-1.12%) for the week, followed by Full-Size Crossover/SUV (-0.97%).

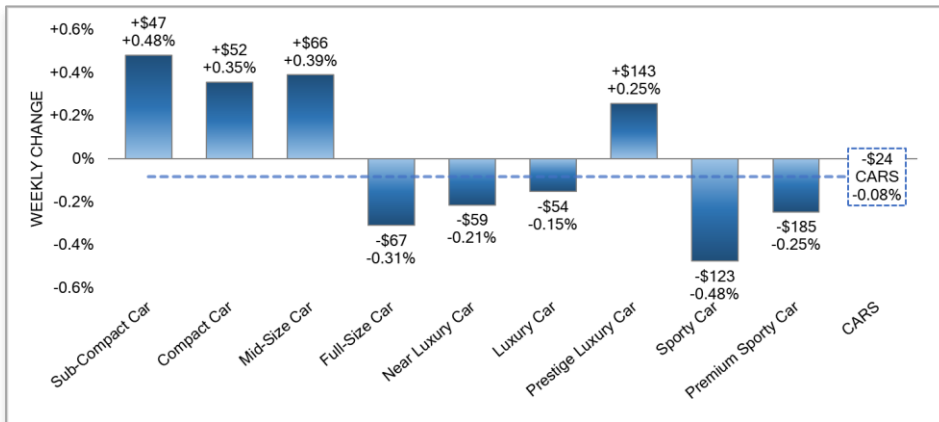
	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.08%	+0.52%	-0.34%
Truck & SUV segments	-0.12%	+0.13%	-0.37%
Market	-0.10%	+0.32%	-0.35%

Week Over Week Wholesale Price Changes
(2-8-year-old vehicles)



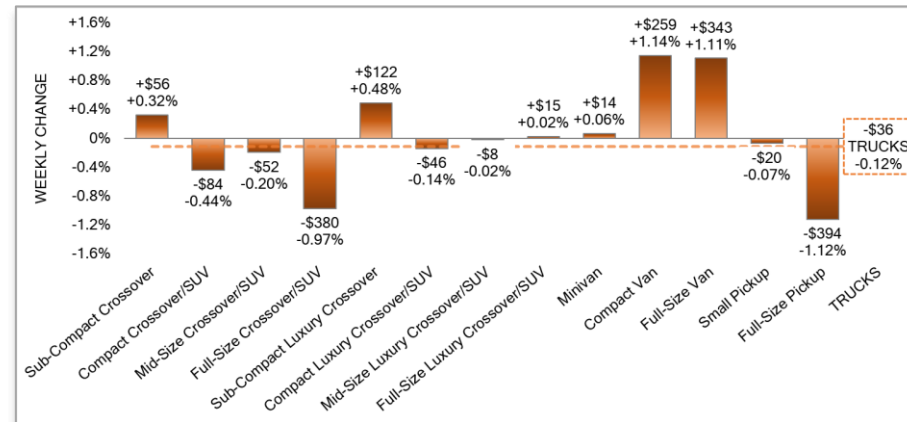
Car Segments

- Overall, volume-weighted wholesale used car prices decreased -0.08 for the week, stopping the 20-week positive trend.
- The Sub-Compact Car segment had the largest price increase for the week (+0.48%) followed by Mid-Size Car (+0.39%) and Compact Car (+0.35%).
- The Sporty Car segment saw the largest price decline for the week (-.48%) followed by Full-Size Car (-0.31%) and Premium Sporty Car (-0.25%).



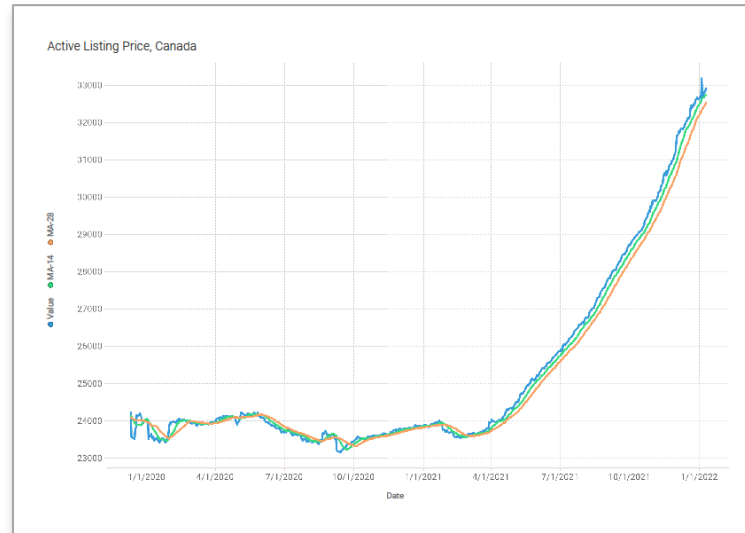
Truck Segments

- Overall, volume-weighted wholesale used Truck/SUV prices decreased -0.12% for the week. The first week since mid-August to see prices decline.
- Commercial Vehicles saw the largest price increase for the week, as Compact Van and Full-Size Van saw prices increase 1.14% and 1.11% respectively.
- For the 2nd straight week, Full-Size Pickup segment saw the biggest price decrease (-1.12%), followed by Full-Size Crossover/SUV (-0.97%).



Used Retail Prices & Listing Volumes

The average listing price for used vehicles continues to hit historic highs week-over-week, as the 14-day moving average now sits slightly below \$32,750. Analysis is based on approximately 120,000 vehicles listed for sale on Canadian dealer lots.



Wholesale

The Canadian wholesale market decreased overall for the first time in nearly 6 months.

Supply remains low while demand continues to be strong on both sides of the border. Upstream channels continue to tap supply before it can be available at physical auctions.

Conversion rates weakened this past week as market demand cool slightly. Rates were observed into the 60% range on some lanes last week, with the few low kilometer, good condition units garnering high levels of bidding activity. In general, the quality of vehicles at auction remains somewhat below average as the supply of better-quality vehicles continues to be bought upstream.

The U.S. market exchange rate is similar compared to the previous week and remains favourable for exportation when price and demand are taken into consideration.

Canadian Black Book's Market Insights

Economics & Government

- Unemployment rate remains slightly above pre-pandemic level at 5.9% in December.
- Consumer confidence continues to erode, in the wake of a focus on the Omicron variant, says Nano Report.
- The Canadian dollar remains stable against the usd, finishing the week at \$0.79.

U.S. Market

In the U.S., overall Car and Truck segments (-0.15%) decreased for a third consecutive week; the prior week decreased by -0.03%.

Volume-weighted Car segments decreased -0.20%, compared to the prior week's decrease of -0.10%:

- All nine Car segments declined last week. This is the first time this has happened since the second week of August 2020.
- Compact Cars had the largest decline last week at -0.31%, marking the sixth consecutive week of decreases for an average rate of -0.25%.
- Mid-Size Cars ended their twenty-week streak of increases with a decline of -0.06%.

Volume-weighted Truck segments decreased by -0.13%; the previous week had an increase of +0.01%:

- Seven out of the thirteen Truck segments reported declines.
- Compact Crossovers had the largest decline last week at -0.41%, marking the fourth consecutive decline for the segment.
- Full-Size Vans reported another week of gains, increasing +0.40%. This now marks the forty-ninth increase in the last fifty weeks.
- The other two van segments, Compact and Minivan, also reported increases of +0.80% and +0.10%, respectively.

Industry News

- Chrysler to be all EV's by 2028 says CEO
- First Toyota with Solid-State Batteries Will Be a Hybrid
- Hyundai M.Vision Concept Debuts With Ability To Drive Sideways
- Mazda Patents RWD, Rotary-Powered Car with Hybrid Tech.

About Canadian Black Book

For 60 years, Canadian Black Book has been the trusted and unbiased Canadian automotive industry source for vehicle values. Today the company has grown into a leading data provider of vehicle valuations, residual value forecast solutions and VIN decoding. Canadian Black Book tools and information are considered 'The Authority' for vehicle values, not only by car dealers and manufacturers, but also the leasing, finance, insurance, and wholesale sectors. In 2020, Canadian Black Book brought to market its Enhanced Vehicle Matching (EVM) solution, which allows the industry to more consistently decode 17-digit VINs down to a specific trim package, allowing a more precise vehicle valuation.

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