TRENDING TODAY
IN AUTO RETAILING
Insights to help manage your lending strategy and portfolio.

INDUSTRY & MARKET VITALS
Trends & sentiment driving auto retailing and vehicle values.

- **Manheim Used Vehicle Value Index, 2020 forecast**
  +7.6%

- **2020 SAAR forecast for the auto industry**
  13.6M

- **+$975**
  Is the average increase in value for a 5-yr old vehicle (pre-Covid)

- **48%**
  Consumers
  Do not expect things to be “back to normal” until 2021 or later

- **85%**
  Shoppers more likely to buy from dealers who allow them to complete purchase steps online

- **226 vehicles**
  were repossessed every hour in 2019

- **46 States**
  mandate lenders provide accurate and timely aftermarket refunds

- **+/−20%**
  VEHICLE CONDITION can affect MMR values between poor and excellent condition units

- **TOP 3 PAINT COLORS**
  Consumers' preferred paint colors can affect residual value
  - **SILVER**
  - **WHITE**
  - **BLACK**

- **NEARLY DOUBLE**
  Car buyers considering pickup trucks over the past two years

- **3.8B**
  MMR API calls from 350+ software providers, lenders, dealer groups and other partners

- **2.9T**
  Data points from 250+ sources of data fuel KBB valuations

**REQUEST A CONSULTATION**

Ready to talk about how technology solutions can help you throughout the loan lifecycle?