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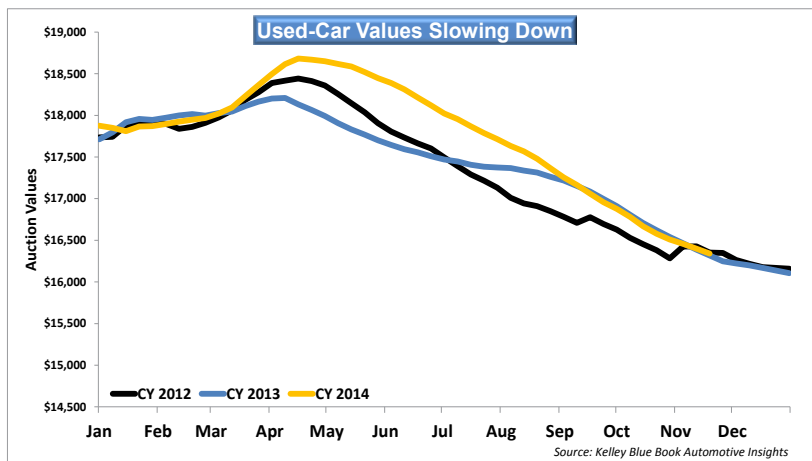
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**USED-CAR MARKET ANALYSIS:**

## Used-Car Values Begin to Slow Down as Year-End Approaches



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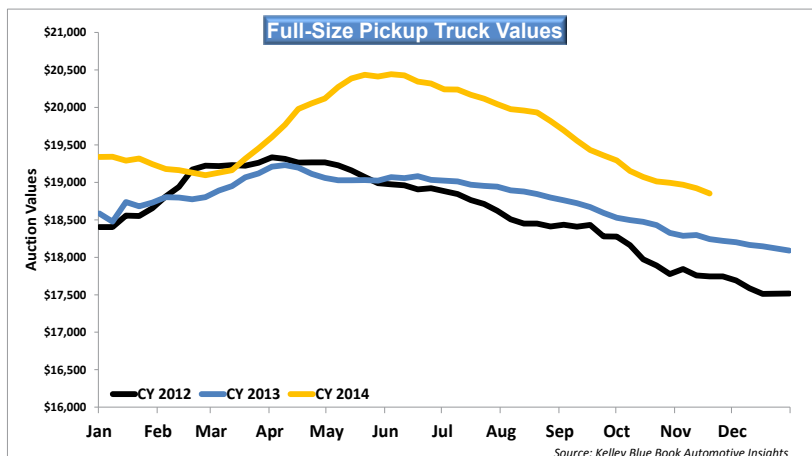
Values for Full-Size Pickup Trucks Remain Above Previous Years' Values

New-Vehicle Debut to Impact Used-Vehicle Values

- In November 2014, used-car values at auction began to see a slowdown in terms of declining values compared to recent months.
- Auction values declined an average of \$236, or 1 percent, in November compared to the past three months, where the average decline was \$449, or 2.2 percent.

“Despite 2014 values maintaining a significant premium throughout most of the year, values have recently returned to levels nearly identical to those seen at the end of 2012 and 2013,” said Sean Foyil, analyst for Kelley Blue Book.

## Values for Full-Size Pickup Trucks Remain Above Previous Years' Values



- Values for 1 to 3-year-old full-size pickup trucks ended the month of November 3.3 percent higher than this same time last year, and 6.2 percent higher than November 2012.
  - On a month-over-month basis, full-size truck values dipped by 0.9 percent compared to October 2014.
- The seasonally adjusted annual rate for permits authorized for privately owned housing units in October increased by 4.8 percent compared to the September 2014 rate. If construction spending continues to increase or remains stable, values for full-size pickups are likely to decline at only a modest rate.
- Increased interest in the segment, thanks to the redesigned 2014 Chevrolet Silverado/GMC Sierra, and the all-new 2015 Ford F-150, also may be bolstering consumer interest and demand.

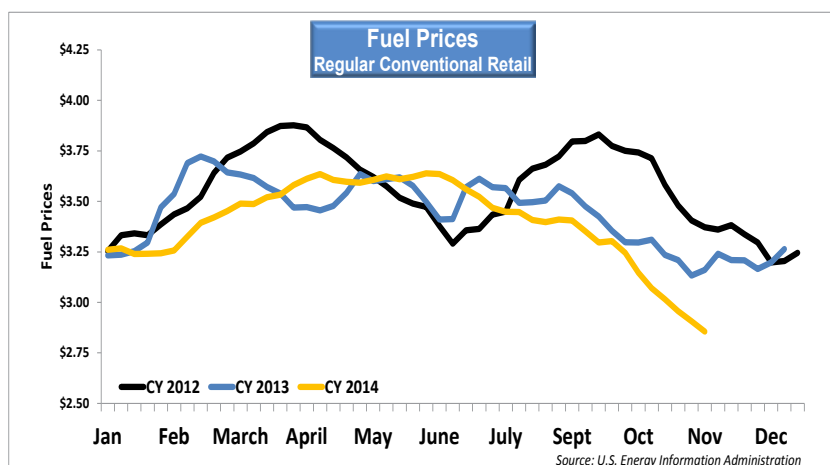
## New-Vehicle Debuts to Impact Used-Vehicle Values



# LOS ANGELES AUTO SHOW

- Each year the Los Angeles Auto Show is home to some of the most important North American vehicle debuts and release announcements. These debuts give the auto industry a peak into what all-new and redesigned vehicles can be expected in the coming year.
- From a vehicle valuations standpoint, this information is very important because as new generations and redesigned vehicles are rolled out, there often becomes a downward pressure on their soon-to-be outdated predecessors, due to increased demand for the latest-and-greatest vehicles in the lineup.
- Some notable mentions for the upcoming 2016 model year include the Audi TTS, BMW X6 M, Cadillac ATS-V, Ford Explorer, Honda HR-V, Land Rover Discovery Sport, Mazda MX-5 Miata, Mazda CX-3, Mazda Mazda6, Volkswagen Golf R and Volkswagen Golf R Variant.

## Appendix



Top Five Performing Segments:	
SEGMENT	4-Week (%)
Electric Vehicle	0.4%
Mid-Size Pickup Truck	-0.6%
High Performance Car	-0.6%
High-End Luxury Car	-0.7%
Luxury Car	-0.8%

MY 2011-2013, Kelley Blue Book® Auction Value

Bottom Five Performing Segments:	
SEGMENT	4-Week (%)
Sporty Compact Car	-3.6%
Hybrid/Alternative Energy Car	-3.0%
Minivan/Van	-2.7%
Luxury Full-Size SUV/Crossover	-2.3%
Full-Size SUV/Crossover	-2.1%

MY 2011-2013, Kelley Blue Book® Auction Value

Top 10 Performing Models:		
MAKE	MODEL	4-Week (%)
Acura	ILX	5.6%
Cadillac	XTS	2.9%
Infiniti	JX	2.5%
Nissan	GT-R	1.9%
Hyundai	Veloster	1.8%
FIAT	500	1.7%
Ford	Crown Victoria	1.6%
Scion	FR-S	1.6%

Bottom 10 Performing Models:		
MAKE	MODEL	4-Week (%)
Volvo	C30	-7.4%
Ford	C-MAX Hybrid	-6.2%
Acura	RL	-6.2%
Ram	C/V	-6.0%
Mazda	RX-8	-5.9%
Dodge	Grand Caravan Passenger	-5.8%
Lincoln	MKS	-5.2%
Chevrolet	Impala	-5.0%

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### About Kelley Blue Book ([www.kbb.com](http://www.kbb.com))

Founded in 1926, Kelley Blue Book, The Trusted Resource®, is the only vehicle valuation and information source trusted and relied upon by both consumers and the automotive industry. Each week the company provides the most market-reflective values in the industry on its top-rated website KBB.com, including its famous Blue Book® Trade-In Values and Fair Purchase Price, which reports what others are paying for new and used cars this week. The company also provides vehicle pricing and values through various products and services available to car dealers, auto manufacturers, finance and insurance companies, and governmental agencies. Kelley Blue Book's KBB.com ranked highest in its category for brand equity by the 2014 Harris Poll EquiTrend® study and has been named Online Auto Shopping Brand of the Year for three consecutive years. Kelley Blue Book Co., Inc. is a Cox Automotive company. For more information and news from Kelley Blue Book's KBB.com, visit [www.kbb.com/media/](http://www.kbb.com/media/).