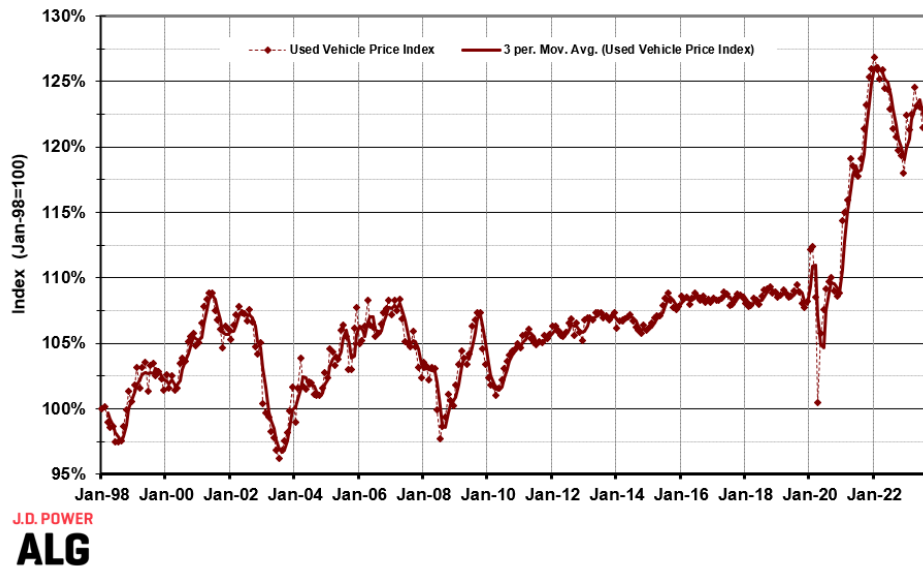


OPENLANE Canada Used Vehicle Price Index
January 1998 to October 2023



The OPENLANE Canada Used Vehicle Price Index has been updated through October 2023. The index decreased by 1.4% after being adjusted for seasonality.

October new car sales continued the positive trend for 2023 with sales being up approximately 20% year over year. The industry is still struggling with high borrowing costs, strong MSRPs and a manufacturing chain that has struggled with production and union activities.

ALG expects to see a longer trendline of low used and new vehicle inventory, the slow return of incentives and record high MSRPs as part of the near-term auto industry.

Price movements by segment were negative in October. Midsize showed the most decrease at -9.3% (\$1,830), Minivan at -8.8% (\$1,412), Mid Compact at -6.6% (\$1,247), Compact SUV at -6.5% (\$1,412), Midsize SUV at -5.9% (\$1,397), and Fullsize Pickup at -2.1% (\$693).

Segment	Mid Compact	Midsize	Minivan	Compact SUV	Midsize SUV	Fullsize Pickup
Average Transaction Price	\$17,539	\$17,839	\$20,048	\$20,343	\$22,473	\$32,307
\$ Change from Previous Month	(\$1,247)	(\$1,830)	(\$1,941)	(\$1,412)	(\$1,397)	(\$693)
% Change from Previous Month	-6.6%	-9.3%	-8.8%	-6.5%	-5.9%	-2.1%