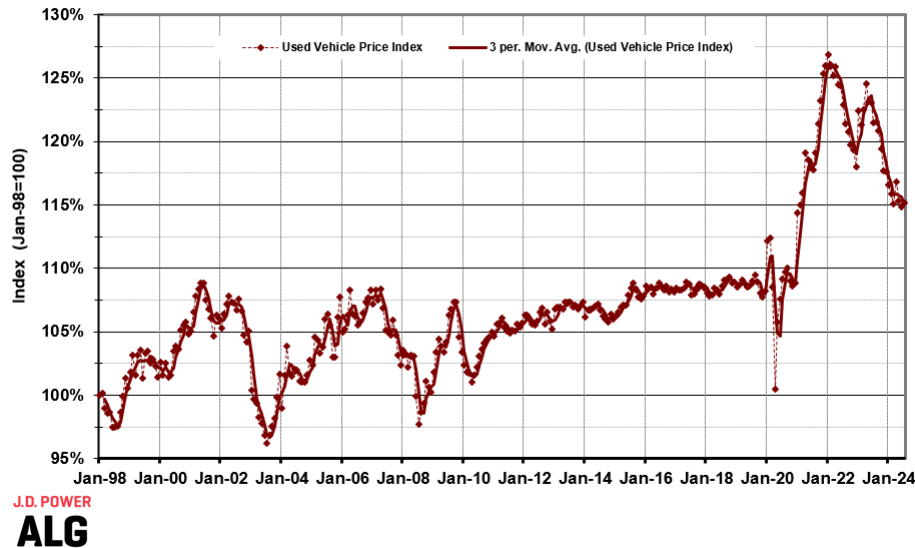


**OPENLANE Canada Used Vehicle Price Index**  
*January 1998 to July 2024*



The OPENLANE Canada Used Vehicle Price Index has been updated through July 2024. The index increased by 0.36% after being adjusted for seasonality.

July 2024 new vehicle sales showed an 11% improvement year over year, but that improvement should be taken with a grain of salt. It was anticipated that July sales would show an improvement over a weak July 2023, but sales were further bolstered due to retailers recovering from cyberattack on CDK dealer management systems. The attack hindered dealers' ability to transact vehicle sales, subsequently derailing the reporting of June sales.

In our near-term outlook, we are seeing record high used values slowly deteriorating and while retention is decreasing, it is historically strong. We still see incentives increasing, used supply is moving closer to normal and new vehicle production has almost recovered. With that, our longer-term outlook forecasts that dollar values will remain elevated but overall retention will return to historical norms.

Price movements by segment were mostly positive in July. Fullsize Pickup showed the most increase at 3.2% (\$1,018), Midsize SUV at 1.8% (\$408), Mid Compact at 1.3% (\$200), and Compact SUV at 1.0% (\$202). Some decreases were Minivans at -5.5% (\$1,195) and Midsize at -4.1% (\$765).

Segment	Mid Compact	Midsize	Minivan	Compact SUV	Midsize SUV	Fullsize Pickup
Average Transaction Price	\$16,037	\$17,838	\$20,553	\$19,538	\$23,356	\$32,752
\$ Change from Previous Month	\$200	(\$765)	(\$1,195)	\$202	\$408	\$1,018
% Change from Previous Month	1.3%	-4.1%	-5.5%	1.0%	1.8%	3.2%