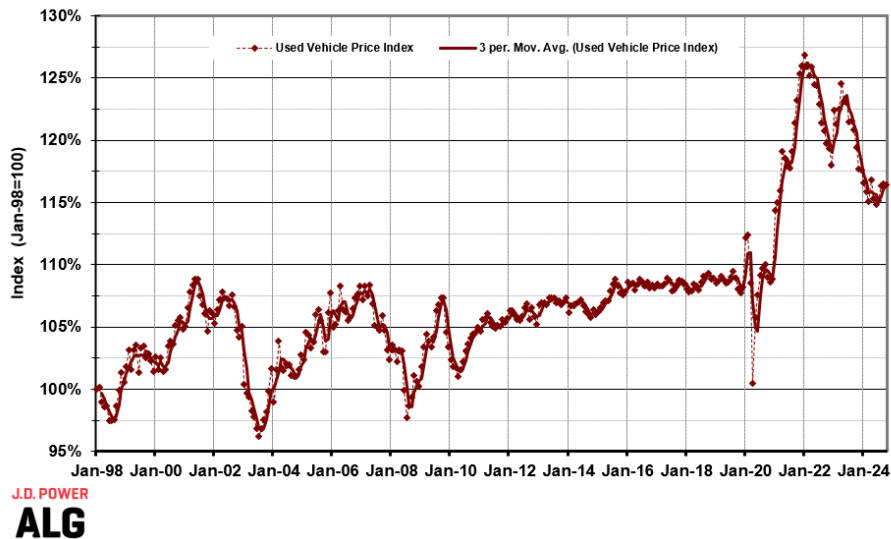


OPENLANE Canada Used Vehicle Price Index
January 1998 to October 2024



The OPENLANE Canada Used Vehicle Price Index has been updated through October 2024. The index decreased by 0.1% after being adjusted for seasonality.

October auto sales are rebounded up almost 9% over the previous October with the help of two additional selling days. 2024 is estimated to close the year with 1.8 million new vehicle sales.

Various factors of residual guidance have been relatively constant: economic conditions are steady, used supply is expected to modestly improve, incentive spend is still trending upward and vehicle inventory is relatively stable. ALG forecasts that dollar values will remain strong, but retention will return to historical norms. The large price increases in recent model year will create headwinds to maintain current retention levels.

Price movements by segment were mostly negative in October. Compact SUV showed the most decrease at -7.4% (\$1,567), Minivan at -6.8% (\$1,436), Mid Compact at -6.1% (\$1,014), and Midsize SUV at -4.3% (\$1,034). Some positive movements were Midsize at 7.7% (\$1,487) and Fullsize Pickup at 0.8% (\$268).

Segment	Mid Compact	Midsize	Minivan	Compact SUV	Midsize SUV	Fullsize Pickup
Average Transaction Price	\$15,608	\$20,872	\$19,696	\$19,583	\$23,224	\$32,065
\$ Change from Previous Month	(\$1,014)	\$1,487	(\$1,436)	(\$1,567)	(\$1,034)	\$268
% Change from Previous Month	-6.1%	7.7%	-6.8%	-7.4%	-4.3%	0.8%