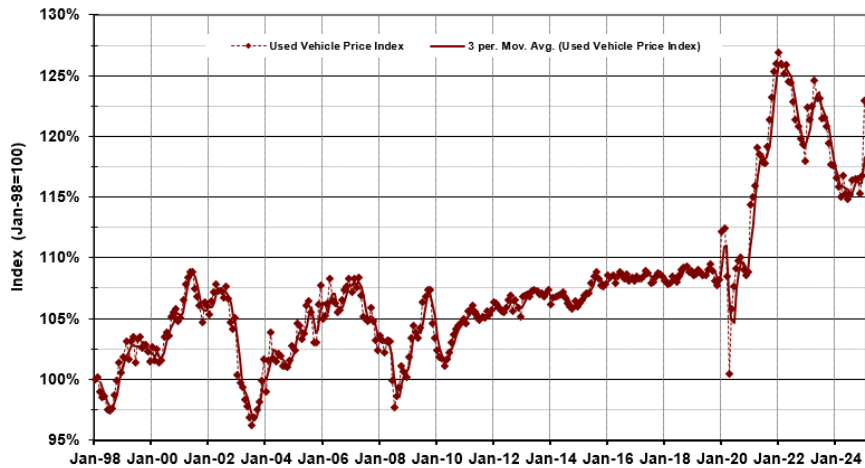


OPENLANE Canada Used Vehicle Price Index
January 1998 to January 2025



J.D. POWER
ALG

The OPENLANE Canada Used Vehicle Price Index has been updated through January 2025. The index increased by 6.1% after being adjusted for seasonality.

In January, Canadian automakers sold approximately 3% more than they did in January 2024. The ALG expected change is positive as the 48-month residual outlook moves into the spring market. Economic health and gas prices did not significantly contribute to the ALG forecast for March/April and the trending theme of improving inventories continues to weigh on values. Retention values will remain under pressure as inventory continues to rise. We have seen days to turn (inventory) increase which has led to manufacturers providing more incentives and data indicates that OEMs are reducing vehicle prices. The threat of tariffs hinders consumer confidence and ultimately the threat may produce a robust February as Canadians ponder their options should tariffs become a reality. Time will tell.

Price movements by segment were mostly positive in January. Midsize showed the most increase at 20.1% (\$3,384), Mid Compacts at 1.1% (\$190), and Fullsize Pickup at 0.2% (\$79). Some negative movements were Midsize SUV at -5.4% (\$1,567) and Compact SUV at -4.7% (\$1,190).

Segment	Mid Compact	Midsize	Minivan	Compact SUV	Midsize SUV	Fullsize Pickup
Average Transaction Price	\$17,688	\$20,213	\$23,793	\$24,151	\$27,497	\$36,974
\$ Change from Previous Month	\$190	\$3,384	-	(\$1,190)	(\$1,567)	\$79
% Change from Previous Month	1.1%	20.1%	-	-4.7%	-5.4%	0.2%