

GREENLIGHT REMARKETING

DRIVING GROWTH FOR THE REMARKETING PROFESSIONAL

ISSUE 28

FIGHTING WINTER

Auctions b-r-r-r-ace for the weather, after record cold, snow last winter

P4



"ULTRA" LOW-MILE
LEASES CROP UP **P9**



DOES HIGH-TECH
RETAIN VALUE? **P10**

A world map in a dark teal color is centered on a light blue background. The map is surrounded by numerous white snowflake icons of various sizes and orientations. The text "From the HEART for the children" is overlaid on the map. "From the" and "for the children" are in a red, cursive font, while "HEART" is in a large, bold, red, sans-serif font.

From the
HEART
for the children

Working with our generous auction partners, Santander Consumer USA and Chrysler Capital will share the holiday spirit with several charities again this holiday season - and you can help!

Each time your dealership purchases a car at auction, Santander, Chrysler Capital and participating auctions will donate a portion of the proceeds* to selected charities.

Mercy International | www.mercyinternational.org | Sept. 28 - Oct. 31

St. Jude Children's Research Hospital | www.stjude.org | Nov. 1 - 30

Child Legacy International | www.childlegacy.org | Dec. 1 - Jan. 8

* Combined donation will total \$6 per auction vehicle purchased.



CHRYSLER
C A P I T A L.

REMARKETING

LEADERSHIP

Rocking and Rolling

The auction world has been rocking in 2015, and Santander Consumer USA and Chrysler Capital* have been rocking right along with it.

Total auction volume is expected to top 9 million units this year — about 7% higher than 2014 — and even more growth is anticipated next year.

Santander and Chrysler Capital have seen corresponding increases in business as buyer requirements for quality pre-owned vehicles rise to meet consumer demand in a still-improving auto sales environment.



That makes it as important as ever for Santander, as one of the largest remarketers of quality vehicles in the country, and Chrysler Capital to maintain industry-leading standards in quality, price, value, selection, performance, service and buyer satisfaction that enhance product value to our customers.

To ensure that we keep rocking as auction sales volumes (and business demands) increase, Santander is adding people who will work even closer than we already do with our approximately 50 associated auctions, providing enhanced service and more frequent communication. And we're reorganizing some of our efforts to support the 2016 initiative.

Simply put, more Santander Consumer USA and Chrysler Capital associates will be available when and where they are needed to ensure auction sales of our vehicles go smoothly and efficiently.

Of course, the steady rise in off-lease Chrysler vehicles will help provide volume to meet the demand.

Meanwhile, stay tuned for buyer, promotional and technology initiatives as Santander Consumer USA and Chrysler Capital continue to work hard to earn your business in 2016.

And thank you for your business this year.

Brent Huisman
SVP, Asset Remarketing
Santander Consumer USA Inc.

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FIGHTING WINTER

Auctions b-r-r-r-ace for the weather, after record cold, snow last winter

BY JIM HENRY

NOW IS THE TIME FOR AUTO AUCTIONS TO BRACE FOR WINTER.

At the local level, it's time for guys like Lynn Weaver, general manager of America's Auto Auction Harrisburg, Mechanicsburg, Pa., and his crews to lubricate everything that needs to be lubricated, like the moving parts for snow plows that have been sitting for months, Weaver said.

"We've got 50 acres of blacktop. That's got to be able to operate 52 weeks a year, seven days a

week," he said in a recent phone interview. "It's a huge logistical nightmare."

It's also time to start up and run everything that runs, like snow blowers, and fix anything that's supposed to run but doesn't, Weaver said.

"The main thing to do is get all the snow removal equipment in good working order. We've got three lots, a couple of salt spreaders, a couple of big dump trucks, 10 or 12 various trucks. Half of them haven't been driven all spring and summer. We have to make sure they have current inspection stickers, too," he said.

Memories of last winter are still fresh. From late January 2015 through all of February, from the Lower Great Lakes to New England, the weather broke 100-plus-year-old records for total snowfall and coldest daily temperatures in many locations, according to The Weather Channel.

It took until mid-July for a gigantic pile of snow to melt in South Boston, for instance, so long that the city invited residents to submit guesses via social media for when it would be declared officially melted — the answer turned out to be July 14, ac-

cording to the *Boston Globe*. The paper said the 75-foot-high pile represented the bulk of 40,000 truckloads of snow, including tons of dirt, trash and debris that got picked up along with the snow. In Pennsylvania as in Massachusetts, “The worst part was, it was so cold,” Weaver recalled. The National Weather Service said 2015 broke seven daily low-temperature records for Harrisburg, Pa., including -4 degrees on Feb. 24.

It wasn’t so much that there were huge single storms. The trouble was, snow piled up storm after storm, with little or no melting in between, Weaver said.

PLAN OF ACTION

For a coast-to-coast company like Manheim, with 74 U.S. locations, the coming winter weather means it’s time for Barry Roop, regional vice president of Manheim’s Dallas-based Western Region, to dust off the company’s highly detailed “Emergency Sales Day Planning Guide.” That’s in addition to the nuts and bolts of getting ready location by location.

“Manheim spends a lot of money — millions of dollars — on these preparations,” he said. Last winter was bad all over, and not just in the Northeast, Roop said. “We got hit in several locations, from the Northeast, to Nashville, Tenn., to Dallas, Texas, to Kansas City, Mo.” Every sale has a military-style checklist. If there’s any likelihood of bad weather, a “communication plan” kicks in, 72 hours in advance, Roop said.

“At the location level, we let customers know there could be a weather problem. We reassess 36 hours before. Twenty-four hours before, the decision is made,” he said. The decision is whether a sale goes ahead as scheduled or if the company switches to an alternative, like an online auction instead of “in-lane.”

LOTS OF MOVING PARTS

Despite the record-breaking winter, Roop took pride that Manheim didn’t have to cancel any sales. “Even though last year was a pretty tough year, Manheim canceled no sales. None,” he said.

That’s not to say every sale went off as originally planned. Roop said Plan B could be relatively straightforward, like getting a crew to a location a day early, so they can avoid traveling when a storm is expected to hit. Thanks to online connections and thorough condition reports, it may also be possible to host a “remote sale” at a different location that’s not snowed in, he said.

“Using technology, we can have a sale at a remote location. It may be snowed in at Manheim in Pennsylvania, but it’s a sunny day in San Diego,” Roop said. “To those of our customers who can’t get there, while it’s less than ideal, a remote sale makes sure they don’t miss out.”

JIGSAW PUZZLE

Weaver said actual snow removal requires a fair amount of advance planning, too.

“It’s a three-step process. That is, we move the cars three times — a minimum of three times,” he said. “It’s like a jigsaw puzzle, and there’s not a lot of time to do it.”

First, the auction “bunches up” cars as close together as possible, to free up one side of a lot for plowing. Then the opposite side gets the same treatment. Finally, the cars get put back where they started.

Q&A: LYNN WEAVER AUTO AUCTION REVVING UP FOR WINTER

Lynn Weaver is general manager of America’s Auto Auction Harrisburg, in Mechanicsburg, Pa.

In a recent interview, Weaver told *Greenlight Remarketing* that the auction was in the midst of revving up its snow-removal equipment, literally, making sure everything is ready to go for the coming winter. The following are excerpts from the interview:

Greenlight Remarketing: What do you do to get ready for winter? The same as a homeowner would do, only bigger? Like, are you storing up salt, antifreeze, things like that?

Lynn Weaver: We’ve got 50 acres of blacktop that’s got to be able to operate 52 weeks a year, seven days a week. It’s a huge logistical nightmare. The main thing to do is get all the snow removal equipment in good working order.

GL: Does somebody actually go out and start them up?

LW: We need to make sure when you press the button, they go.

GL: The neighbors must love that, assuming you have neighbors. Or maybe you’re in the middle of nowhere?

LW: We’ve been in this facility for around 35 years. The Pennsylvania Turnpike is our southern border, there’s a road on our eastern border, but north and



Barry Roop

west there are housing developments. We used to be out in the country.

Weaver said the auto auction budgets a flat fee each year for snow removal. “It’s six figures,” he said. “In a good year, we’re way under. In a bad year, we’re way over.”

That’s not to mention the need for snow removal at the other end of the trip, if crews have to pick up or drop off cars, Weaver said.

“If we’re taking cars back, we have to make sure the dealer has cleared the lot, to make sure we’ve got a place to put them. Or if we’re picking up, you don’t want to get there and find out nobody’s in yet, and the cars are buried in the back lot where they put their wholesale inventory,” he said.



Lynn Weaver

GL: Are you like an airport with a lot of new houses around it? Everyone complains about the noise, even though the airport was there first.

LW: I raise that point all the time with our neighbors, yes.

GL: What about the ordinary things that everybody needs, like snow shovels?

LW: As far as salt, snow shovels, things like that, we pretty much wait and see how bad it gets, into December. Then it’s usually January and February when it gets bad.

GL: Did you really get clobbered last winter?

LW: The worst part was, it was so cold. We missed the really heavy snow, but from the first of the year to the end of February, it was so cold nothing melted.

Harrisburg Auto Auction was founded in 1982 and acquired by America’s Auto Auctions in December 2014. Dallas-based America’s Auto Auctions has 12 locations around the country. Private equity firm Trinity Hunt Partners acquired a majority stake in the group in April. Trinity Hunt also has a minority stake in Auction Credit Enterprises, a related floorplan finance company.

ACTIVE AUCTIONS



David Allan Levans (orange shirt) of DHC Toyota in Torrance, CA, checks out a Dodge Dart in the Chrysler Capital lane as ring man Randy Pippin looks for bids during a recent auction at Manheim Southern California in Fontana.



Renai Hill, left, a buyer for 66 Auto Sales of Kingman, AZ, inspects a Ram pickup during a recent auction at ADESA Phoenix in Chandler, AZ.





Weekly weekend online events are available through OVE and ADESA Dealer Block. Contact your favorite auction or go online to ADESA.com, Manheim.com or OVE.com for listings. Copart and IAAI auction sites are available across the country. Please visit www.copart.com and www.iaai.com for details.

*Contact auction for exact sale date

BARGAIN BIN

Why you should pre-sell your fixer-upper before you buy or recondition it

BY JIM HENRY

For inexpensive used cars intended for customers with the worst credit, it's a challenge for dealerships to decide how much to spend on reconditioning and for what — right up there with finding adequate numbers of the right cars in the first place.

Safety is the inescapable first priority, said Shawn Foster, executive trainer for DealerStrong, Evansville, Ind. "Safety issues are start-stop issues," he said in a recent phone interview. "It has to start, it has to run, it has to stop effectively." Not to mention, while state requirements vary, in some states cars can't be sold without a safety inspection sticker, he said.

But once safety requirements are satisfied, how to prioritize? In a panel discussion he moderated at the F&I Industry Summit Conference in Las Vegas in September, Foster recommended two first steps.

No. 1, he said dealerships should never buy a used car or pay too much to recondition it, without a fairly precise idea of who will likely buy it, for how much, and even with which lender or range of lenders.

"Before you buy a car, before you service [recondition] a car, you have to know what you're going to do with it next," he said. "Before I turn a wrench, I know what sort of customer this car is for, and I know what the finance programs are."

If certain lenders are eager to buy the right type of loans, and willing to advance a bigger amount relative to the value of the vehicle, that can justify spending more, Foster said. The opposite is also true, he said.

TRY BEFORE YOU BUY

No. 2, he said a manager should test-drive a car before approving any spending for reconditioning.

"The people in the shop, if you look at the basis on which they get paid, they don't care if you ever sell another car. That technician is going to bring you a list of \$1,000 or \$2,000 worth of re-

pair orders. But pricing cars, don't take the technician's word for it," Foster said.

A test drive with a personal inspection can sort out nice-to-have repairs versus need-to-haves, Foster said in a follow-up interview.

"The example I use all the time is a power mirror switch. How often do you really need it? You set the mirrors once and they may never move again. The only time you use it is when you change drivers," he said.

FRINGE BENEFITS

Other nice-to-have examples could be a broken CD player, or a DVD player in a minivan that no longer works, Foster said. "There are things you can pick and choose," he said. "There are fringe benefits that a few years ago you might not have imagined would be available on a car that's this inexpensive. I urge dealers to think twice before they fix absolutely everything."

At the Las Vegas conference, Mike Struble, special finance manager for Walt Sweeney Ford, Cincinnati, said managers at his dealership "definitely" test-drive used cars before appraising them. "They fix what needs fixing, and they fix all the safety issues," he said.

Sterling McMillan, general sales manager, Planet Mitsubishi, Charlotte, N.C., agreed that it's self-defeating to invest too much in reconditioning.

"You can't recondition yourself out of a deal," he said. "Sometimes when a customer says they want to, 'Get those tires taken care of,' or else they won't buy, you have to say, 'Those tires are better than the tires on that 2008 Honda with 150,000 miles on it you're driving now.'"

WAYS TO SAVE

Kevin Cunningham, director of custom finance for Hare Chevrolet, Noblesville, Ind., said dealerships can sometimes save money on reconditioning for trade-ins, where the customer was a loyal service customer.



This should never be the first step. Before buying or reconditioning an older model it's key to determine where that vehicle is going to go: Which customer? Which finance channel?

"We have good success trading out a service customer," he said. "We know what that car had done. We might not have to put it through the full reconditioning, because we know it's been serviced at our store."

Besides reconditioning, sourcing is another challenge, Foster said in the panel discussion. Dealerships can start finding more inexpensive used cars for an investment of "ten bucks," he said: "Buy a sign that says, 'We Pay Cash for Cars.'"

SPREAD THE NEWS

In a separate presentation at the conference, "Sourcing Hard-to-Find Inventory," Foster said dealerships need to use every opportunity to find cars for less than \$10,000, around four to nine model years old, for buyers in the highest-risk financing tiers.

Potential auction sources included government auctions of seized property, Ally Financial's SmartAuction, and big auctions like Manheim, he said. Rent-a-cars can also be a good source.

Foster said dealerships also need to let people know that in addition to selling cars, the dealership also buys cars. That can be done through public message boards, appraisal events, private sellers, estate sales, promotions at retirement centers, plus social media like Facebook and Craigslist.

"Tell everyone you buy cars," Foster said.

THE HIGH-LOW METHOD

Low-mileage leases could translate into higher resale values

BY LARISSA PADDEN

Low-mileage leases aren't exactly a new idea, but leasing has become more mainstream, and so has the attitude that says, "It's not nearly as important to own something anymore, as it is to get the use of it," said Scot Hall, executive vice president of Swapalease.com.

With that change in attitude, and with leasing approaching 30% of the market, lenders — especially captive finance companies and preferred lenders for the OEMs — are coming up with more creative lease options.

Those options include low-mileage leases and even ultra-low-mileage leases for some luxury brands, specialty models, and models in need of an incentive push. On the remarketing side, lower-mileage lease returns could be a growing source of high-value used cars, analysts said.

For instance, Chrysler Capital recently advertised a \$209 monthly lease payment on the 2015 Dodge Challenger SXT, on a 42-month lease at 10,000 miles annually. The offer is for "conquests" only, customers who are currently leasing another brand, according to dodge.com.

Through early November, Chrysler Capital also advertised some 10,000-mile-per-year leases for some FIAT models but also for some higher-volume nameplates, like some Jeep models and others.

For an everyday driver, Hall said an average lease allows for about 12,000 miles per-year, or 1,000 miles per month for however many years the vehicle is contracted.

LOW LEASE PAYMENTS

Hall said rising sticker prices, partly driven by mandatory safety features and high-end options, are also helping drive the growth in leasing.

"I think there are a couple of drivers of this," Hall said. "Cars are not going to be getting less expensive as we move forward, and with all the technology and safety equipment that's being built into cars — somewhat like cell phones, if you will — people are going to want the latest and greatest. Leasing vehicles on a shorter cycle

permits consumers to do that much more cost effectively."

Toyota Financial Services considers 12,000 miles annually its lower-mileage lease option, said Ron Harris, the captive's corporate manager, marketing and brand.

"The lower-mileage option is great for our customers who have shorter commutes," he said. "They get a lower lease payment, and a 12,000 mile lease that is more tailored to their needs."

Mercedes Benz Financial Services has offered a variety of mileage allowances for its lease programs for many years, ranging from as low as 7,500 miles to as high as 20,000 miles per year, according to a company spokeswoman.

MARKETING TOOL

Swapalease's Hall said that it is his personal belief that manufacturers, especially captives, can use ultra-low-mileage leasing as a tool to market vehicles better.

"With a low-mileage lease, that permits them to show the lowest monthly lease payment," he said. "That's a good hook, if you will, to get them in the door."

Hall said the lowest-mileage leases are mostly offered by high-end, luxury manufacturers, or for specific vehicles.

"A couple that come to mind are Porsche 911, and I've seen them on some of the different Maserati convertibles," he said "I don't want to call it exotic stuff, but pretty high-end stuff, and typically vehicles that, I would like to add, might not be used for everyday driving purposes."

Based on dealer feedback, Porsche Financial Services began offering an ultra-low-mileage lease program recently at only 5,000 miles annually, according to President and Chief

Executive Ross Dupper.

Dupper estimates that on average, 35% to 40% of the captive's consumers choose to lease a vehicle rather than purchase, due to Porsche's high residual values.

Hall said dealers may pay more for a low-mileage car if they believe their consumers are going to step up to it.

"When it comes to your high-end, luxury cars — in terms of value, low mileage — in many cases, will bring tremendous premiums on the used car market," Hall said. "People think [the cars will] have been used less and therefore are better."

Lower-mileage leases do attract a different buyer base at the auction level, according to Brent Huisman, executive vice president, Santander Consumer USA. They are a great mix to have with the rest of your inventory, he said, because low-mileage, off-lease cars are so well sought after. They are typically still in warranty, they generally have been kept in good repair, and little reconditioning work is required, he said.

"Franchised dealers tend to be the buying audience which quickly attracts a higher-dollar retail transaction," Huisman said. "Off-lease units, in general, tend to be very desirable due to the fact that they are usually well taken care of. If any work needs to be done to them, the lessee usually gets it handled before the end of the lease or potentially face a larger end-of-term bill."



The 2015 Boxster
Lease for \$449/mo.

\$449 /MONTH
30^{mi}

*\$6,944 due at lease signing
Excludes tax, title and license fees.
No security deposit required.

Marketing in action — the annual mileage limit is just 5,000 - but that attractive price gets customers' attention. The off-lease cars also provide a ready source of low-mileage used inventory.

TECH OVER TIME

Do high-tech features hold their value?
It depends on the technology, experts say

BY DIANA ASATRYAN

Features like rain-sensing wipers, voice texting and in-vehicle concierge are increasingly common attributes in modern cars. The amount of tech content that manufacturers integrate in new cars is evolving fast, but how fast is too fast, for consumers and resale values to adapt?

For Mike Reid, national manager of remarketing at Toyota Financial Services, the tech content in cars is “everything,” he said.

“In our market, on the Toyota side, content actually helps the car in the secondary market,” he said. “For me, the more content in the vehicle, the more resale value that vehicle has.”

In the past, the knock on high-tech features in the remarketing space was that they didn't hold their value. That was more likely to be the case when in-car technologies relied on their own, self-contained hardware. With wireless in-car connections and access to the Internet, today features can be updated with software and accessed via the driver's own hardware such as a smart phone.

STAYING POWER

Therefore, even with the rapid advances in tech, there's no longer necessarily a three-year expiration date on in-vehicle technology, Reid told *Greenlight Remarketing*.

“Things definitely get outdated, but you still have uses, probably more limited than what's out today, but the content is still relevant.” Relevant is also relative to the person driving the car, Reid said. “If you have a younger person, maybe

they are using their phone over everything else, so you try to replicate the same environment in cars.”

On the consumer side, however, buyers often do not take full advantage, or in some cases they are simply unaware of their car's technological capabilities, a recent J.D. Power and Associates study suggests. Of 4,200 buyers and lessees surveyed for the study, 20% reported they never used 16 of the 33 technology features measured in the survey. Some of the lowest-ranked features were in-vehicle concierge and mobile routers for wireless connectivity. Those features were unused by 43% and 38% of respondents, respectively. Also underused were automatic parking systems at 35%, head-up displays at 33%, and built-in apps at 32%, report said.

THINGS WE COULD DO WITHOUT

Overall, 20% of the buyers said they'd prefer to get rid of 14 of the 33 features completely — including Apple CarPlay, Google Android Auto and in-vehicle voice texting.

“In many cases, owners simply prefer to use their smartphone or tablet, because they are familiar with the device, know how to use it, and it meets their needs for accuracy,” said Kristin Kolodge, executive director of driver interaction & HMI (Human Machine Interface) research at J.D. Power.

On the other hand, safety and driver-assistance features, such as vehicle health diagnostics or

blind-spot warning, were utilized by the majority of the buyers who had those features.

For Anil Goyal, vice president of automotive valuation at Black Book, this goes to show that people take for granted what was once brand new in-vehicle safety technology — such as back-up cameras or lane-keeping systems.

“Those are crucial for cars to maintain high resale value in the secondary market nowadays,” he said. “The cars have become heavily contented in the last two years, but safety-related technology is well-received, and it will become a standard in cars over time.”

HIGH CONTENT

The cars with heavy high-tech trims have been in demand in the used market too, Goyal told *Greenlight Remarketing*. “This is one of the reasons that the transaction values have gone up for the new cars,” he said. Average new car transaction prices were up 0.5% monthly and 2% year-over-year in September, according to data from Kelley Blue Book.

Heavy trim levels on cars are still likely to have a steeper depreciation curve than the car itself, according to Eric Lyman, TrueCar vice president of industry insights. “The tech in cars is evolving fast, so you can see brand new tech even on a 3-year-old car,” he said.

“Inherently, based on the development cycle in technology, cars are at a valuation disadvantage, as it takes at least three to five years to develop a new model, and technology advances so fast,” Lyman told *Greenlight Remarketing*.

Does the high-tech trim on a car hold its value as well? Not really, according to Lyman. “If you take a Porsche, for example, it has the highest ability to customize,” he said. “So a shopper walks in and picks out an \$80,000 Porsche from the factory, customizes it with tech content and now it's worth \$110,000.”

Hypothetically, with a ballpark 50% average residual value, in three years the original car would be worth \$40,000, and the tricked-out car would be worth \$55,000, but that's not the case, Lyman said. “If they book that deal, they are expecting a \$55,000 value in three years, which they will not get.”

There could be \$3,000 to \$4,000 worth of incremental value, he said, but the lease-end value will not represent the full, optional upgrade. “We very much endorse a built-in complexity, where you don't necessarily go crazy high-tech, so that the values resonate with industry average.”



In the past when in-car tech aged, it was locked into the era when it debuted. With internet-connected cars, updates and upgrades can be downloaded, resulting in tech that doesn't age as quickly and retains more value. On the flip side, optional tech upgrades can be costly, and don't necessarily retain their value - they may also contain features that owners end up ignoring.

BACK TO NORMAL

Supply growth puts downward pressure on prices

BY TOM KONTOS



Tom Kontos

Average wholesale used vehicle prices fell on a year-over-year basis for the first time since August of 2014, as previously elevated sales of higher-priced, late-model off-rental program units have subsided and comparisons to prior year are now on more of an apples-to-apples basis in terms of seller-type composition.

We now see a clearer picture of the downward pressure that supply growth is putting on prices. Moreover, though retail used vehicle demand has been strong, average new car incentives have been climbing, which puts further downward pressure on used vehicle prices. These impacts are most evident in car prices, as truck prices have held up well in the current low-fuel-price environment.

According to ADESA Analytical Services' monthly analysis of Wholesale Used Vehicle Prices by Vehicle Model Class¹, wholesale used vehicle prices in August averaged \$9,575 – down 3.1% compared to July and down 0.2% relative to August 2014. Car prices continue to bear the brunt of price declines, falling 5.8% month over month and 5.2% year over year, while truck prices fell only modestly (0.6%) on a sequential basis and actually went up significantly (9.8%) on a year-over-year basis.

Average wholesale prices for used vehicles remarketed by manufacturers were up 1.7% month over month but down 9.1% year over year. Prices for fleet/lease consignors were up a modest 0.7% sequentially but down 2.0% annually. Dealer consignors saw a 3.6% price decrease versus July but a 2.1% increase relative to August 2014.

Data from NADA showed a 10.6% year-over-year increase in used vehicle sales by franchised



Full-size vans saw the biggest value gains in late summer. With several new entrants into this long-dormant segment — such as the Ford Transit, which replaced the 20-plus-year-old E-series — it's natural that some early off-lease examples are in demand.

dealers and a 12.4% increase for independent dealers in August. CPO sales were down 0.1% month over month and down 1.1% year over year, according to figures from Autodata.

WHOLESALE USED-VEHICLE PRICE TRENDS

	AVERAGE PRICES (\$/UNIT)			LAST MONTH Vs.			AVERAGE PRICES (\$/UNIT)			LAST MONTH Vs.	
	Aug. 15	Jul. 15	Aug. 14	Prior Mo.	Prior Yr.		Aug. 15	Jul. 15	Aug. 14	Prior Mo.	Prior Yr.
Total All Vehicles	\$9,575	\$9,876	\$9,595	-3.1%	-0.2%	Total Trucks	\$11,276	\$11,346	\$10,270	-0.6%	9.8%
Total Cars	\$8,010	\$8,503	\$8,450	-5.8%	-5.2%	Mini Van	\$6,624	\$6,839	\$6,126	-3.1%	8.1%
Compact Car	\$6,514	\$7,105	\$6,748	-8.3%	-3.5%	Fullsize Van	\$12,813	\$12,420	\$11,499	3.2%	11.4%
Midsize Car	\$7,272	\$7,628	\$7,832	-4.7%	-7.1%	Mini SUV	\$13,642	\$13,560	\$12,407	0.6%	10.0%
Fullsize Car	\$6,238	\$7,297	\$5,786	-14.5%	7.8%	Midsize SUV	\$7,826	\$7,968	\$7,401	-1.8%	5.7%
Luxury Car	\$11,425	\$11,720	\$11,857	-2.5%	-3.6%	Fullsize SUV	\$11,161	\$11,090	\$10,400	0.6%	7.3%
Sporty Car	\$11,750	\$12,512	\$12,325	-6.1%	-4.7%	Luxury SUV	\$18,136	\$17,769	\$18,588	2.1%	-2.4%
Total Crossovers	\$11,339	\$11,569	\$11,950	-2.0%	-5.1%	Compact Pickup	\$7,686	\$7,938	\$7,333	-3.2%	4.8%
Compact CUV	\$10,106	\$10,428	\$10,666	-3.1%	-5.3%	Fullsize Pickup	\$14,593	\$14,731	\$12,857	-0.9%	13.5%
Mid/Fullsize CUV	\$12,278	\$12,447	\$13,198	-1.4%	-7.0%						

Source: ADESA Analytical Services

¹The analysis is based on over six million annual sales transactions from over 150 of the largest U.S. wholesale auto auctions, including those of ADESA as well as other auction companies. ADESA Analytical Services segregates these transactions to study trends by vehicle model class.

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