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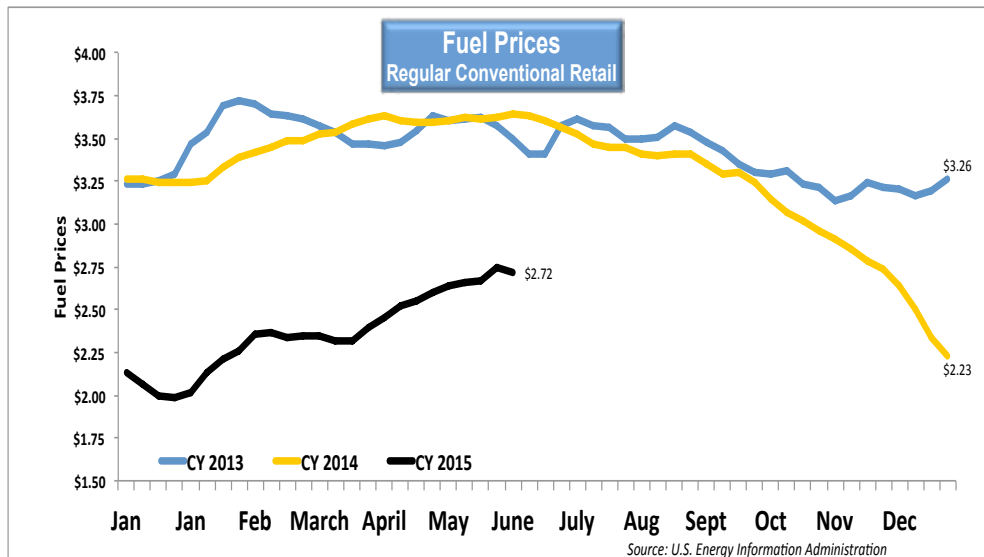
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USED-CAR MARKET ANALYSIS:

### Fuel Prices Continue to Rise into Summer Months



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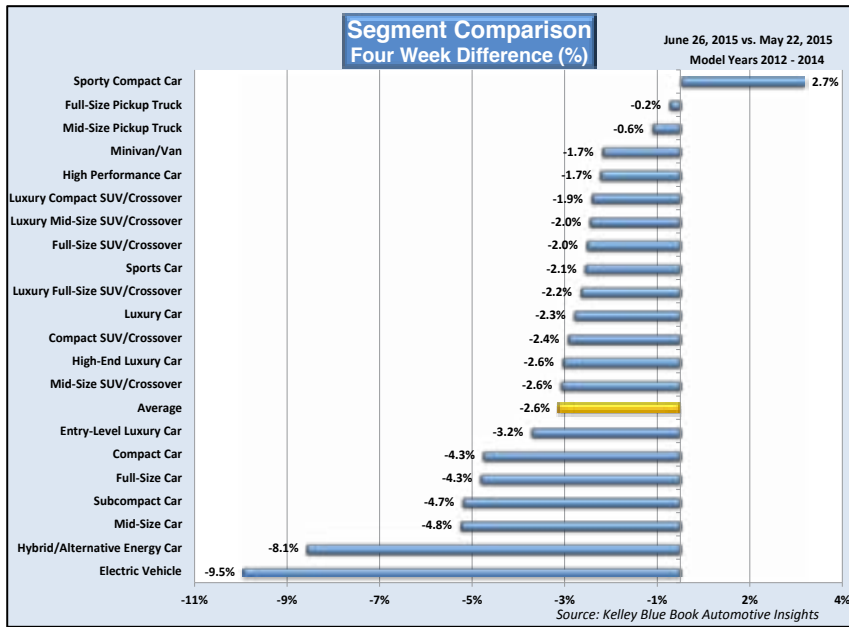
- USED-CAR MARKET ANALYSIS**  
Fuel Prices Continue to Rise into Summer Months
- Used-Car Values Continue Downward Trend, Pickups Remain Stable
- Toyota Tundra Values Top List for Best Performing Year-to-Date

“WE CAN EXPECT TO SEE A PEAK IN FUEL PRICES SOMETIME BETWEEN JUNE AND JULY...”  
-SEAN FOYIL, KELLEY BLUE BOOK ANALYST

- In June, fuel prices rose an average of 8 cents, or 3 percent, marking the highest price for fuel so far this year at \$2.74 per gallon.
- Year-to-date, the average price for a gallon of regular retail gasoline has increased 58 cents from \$2.14 in January to \$2.72 per gallon.

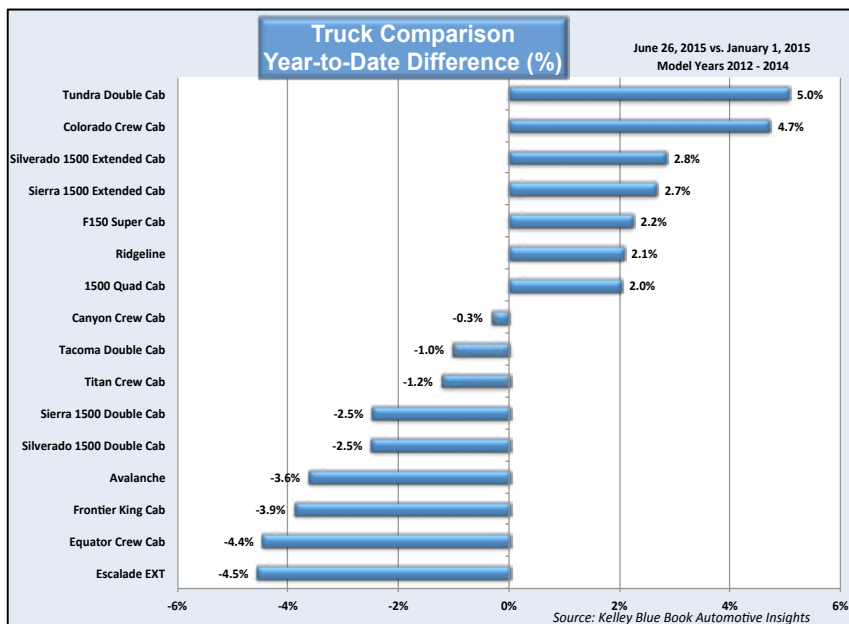
“It’s not uncommon to see fuel prices rise throughout the onset of summer months; however, if fuel prices follow historical trends, we can expect to see a peak in fuel prices sometime between June and July, before they start to trend back down heading into fall and winter months,” said Sean Foyil, analyst for Kelley Blue Book.

## Used-Car Values Continue Downward Trend, Pickups Remain Stable



- In June, average vehicle values fell further than in May, dropping an additional 2.6 percent, or \$492, from where they ended last month.
- Mid-size and full-size pickup trucks remained stable and outperformed most segments, having dropped a minimal 0.6 percent and 0.2 percent, respectively.
- Hybrid/alternative energy car and electric vehicle segments continued to underperform in June despite lofty increased in fuel prices.
- The subcompact car, compact car, mid-size car and full-size car segments underperformed the segment average, all falling between 4 and 5 percent on average, while SUV and crossover segments outperformed most segments, dropping 2 percent on average.

## Toyota Tundra Values Top List For Best Performing Year-to-Date



- The Toyota Tundra tops the list of full-size and mid-size pickup trucks from a year-to-date perspective, having increased an average of \$1,090, or 5 percent, for 1- to 3-year-old models.
- The 2014 model-year Tundra received an exterior/interior design refresh and has been outperforming the segment significantly since the start of the year, having increased a noteworthy 6.4 percent.
- The Chevrolet Colorado finished a close second, having increased \$847, or 4.7 percent. The Colorado had stopped production after the 2012 model year until recently with the reintroduced 2015 model. The value of the 2012 Colorado may be receiving positive attention due to the reintroduction of the newer generation and renewed interest in the model line altogether.

## Appendix

### Top 5 Performing Segments:

SEGMENT	4-Week (%)
Sporty Compact Car	2.7%
Full-Size Pickup Truck	-0.2%
Mid-Size Pickup Truck	-0.6%
Minivan/Van	-1.7%
High Performance Car	-1.7%

MY 2012-2014, Kelley Blue Book® Auction Value

### Bottom 5 Performing Segments:

SEGMENT	4-Week (%)
Electric Vehicle	-9.5%
Hybrid/Alternative Energy Car	-8.1%
Mid-Size Car	-4.8%
Subcompact Car	-4.7%
Full-Size Car	-4.3%

MY 2012-2014, Kelley Blue Book® Auction Value

### Top 10 Performing Models:

MAKE	MODEL	4-Week (%)
Cadillac	XTS	3.8%
Mitsubishi	Eclipse	2.7%
Hyundai	Veracruz	2.0%
Volvo	C30	1.9%
Porsche	Cayman	1.5%
Volkswagen	Routan	1.5%
Toyota	Tundra Double Cab	1.2%
Toyota	FJ Cruiser	1.2%
Ford	Transit Connect Cargo	1.0%
Infiniti	Q50	0.7%

MY 2012-2014, Kelley Blue Book® Auction Value

### Bottom 10 Performing Models:

MAKE	MODEL	4-Week (%)
Nissan	LEAF	-13.7%
Toyota	Prius	-9.0%
Mitsubishi	i-MiEV	-7.7%
Smart	fortwo	-7.6%
Mazda	MAZDA2	-7.0%
Mazda	MAZDA5	-6.9%
Chevrolet	Volt	-6.8%
MINI	Cooper Hardtop	-6.7%
Dodge	Charger	-6.7%
Kia	Soul	-6.6%

MY 2012-2014, Kelley Blue Book® Auction Value

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