

2017 MANHEIM USED CAR MARKET REPORT

HIGHLIGHTS

10
MILLION

National Auto Auction Association member sales approached 10 million in 2016.

30%

The total number of **auto loans** has grown by 30 percent over the past five years.

28%

While overall wholesale prices have been stable over the last four years, the **price of pickups** has risen nearly 30 percent during the same timeframe.

4.4
MILLION UNITS

New retail consumer lease originations grew 7 percent in 2016 to 4.4 million units.

6%

New vehicle purchases by **commercial and government fleets** were up 6 percent in 2016.

\$28.4
BILLION

Total **rental car industry revenue** rose again in 2016 from \$27.1 billion the previous year to \$28.4 billion.

17.5
MILLION

In 2016, **new vehicle sales** came in at a record 17.5 million—exceeding the previous record of 17.47 million set in 2015.

7TH
STRAIGHT

Used vehicle sales at franchised dealerships increased for the seventh consecutive year to 15 million units.

\$1.1
TRILLION

The dollar amount of **auto loans outstanding** stands at a record level of \$1.1 trillion.

90
MILLION UNITS

Global new vehicle sales for 2016 are expected to have grown to 90 million units.

Looking for more insights from Cox Automotive industry experts and chief economist Tom Webb?

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