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NADA Used Car Guide

PERSPECTIVE

2016 Used Vehicle Retained Value Report: *New and Redesigned 1-Year-Old Models*

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**2016 Used Vehicle Retained Value Report:
New and Redesigned 1-Year-Old Models**

INTRODUCTION

January’s edition of Perspective details the one-year-old (2015 model year) retention performance of all-new or heavily revised mainstream and luxury models. On average, these models typically experience higher retained values when compared to each previous generation. A number of factors help elevate retention for new or revised models, such as improved quality and dependability, higher fuel economy and performance, as well as improved vehicle design. Other important factors affecting value retention include new vehicle pricing, incentive levels and vehicle production volume, which we will not cover in this report.

High value retaining models offer unmistakable benefits to automakers and consumers alike. Strong value retention gives manufacturers a competitive cost-of-ownership and leasing advantage (a high retention value equals lower lease payments), while it allows consumers to accrue positive equity quickly. This ultimately improves a consumer’s purchase power when it’s time to buy his or her next vehicle.

The retention calculation for 2015 model year (MY) vehicles is a function of a three month average of NADA Used Car Guide’s most recent average trade-in value divided by a vehicle’s average typically-equipped Manufacturer Suggested Retail Price (MSRP)¹. Similarly, one-year-old 2014 MY retention data from last year was utilized in order to compare the percentage point (PP) change between new or revised 2015 models and previous generation 2014 models. If there was no 2014 model year vehicle to compare

¹ In most cases, all vehicles within a model lineup were used to derive average retention. In some cases, however, certain vehicles – predominantly lower volume performance cars – were omitted because they unreasonably skewed overall model results.

[HIGHEST RETAINING MODELS]

the 2015 model against, not applicable (NA) was indicated. Please note a vehicle's rate of depreciation — and ultimately retention — is in part a product of the level of discounting at the time of new. As such, MSRPs do not include any incentives or rebates available at the time of purchase.

HIGHEST RETAINING MODELS

2015 Porsche Macan — 83.6%

The Porsche Macan compact sport crossover is all-new for 2015. The Macan is the little brother to the Porsche Cayenne and shares its platform with the Audi Q5. The Macan is an intense vehicle that is more of a sports car than a compact sport utility vehicle. Currently retention values for the Macan are the best amongst new and redesigned 2015 models. At 83.6%, the Macan's retained value is nearly 11 points above the luxury compact utility segment average of 72.7%.



Available in S and Turbo trim levels, the standard S trim is powered by a twin-turbocharged 3.0-liter V6 engine that produces 340 horsepower and 339 lb-ft of torque. The optional Turbo trim is powered by a twin-turbocharged 3.6-liter V6 engine that produces 400 horsepower and 406 lb-ft of torque. Both engines are linked to a 7-speed PDK transmission and receive the same EPA estimated 17 mpg in the city and 23 mpg on the highway.

2015 Subaru WRX — 83.4%

Redesigned for 2015, the Subaru WRX has been shaped to fulfill every rally racing fan's deepest desires. Compared to the 2014 model, like-age retention has grown by 3.5 points to 83.4%. The figure is nearly 18 points above the current compact car segment average 65.6%, and is also the second-highest recorded in this report.

The WRX is powered by an all-new 2.0-liter twin-scroll turbocharged 4-cylinder Boxer® engine that produces 268 horsepower and 258 lb-ft of torque. Symmetrical AWD can be paired to a standard 6-speed manual, or CVT (continuously variable transmission), for an EPA estimated range of 19 mpg city to 28 mpg highway.



[RETENTION BY SEGMENT]

2015 Chevrolet Colorado — 83.4%

Following a two-year hiatus, the Chevrolet Colorado was fully reimagined for 2015 and boasts a sleek new exterior to complement the more quiet and comfortable interior. Retention for the Colorado is currently 83.4%, which ties the Subaru WRX's retention rate. The Colorado's retention figure is also higher than the mid-size pickup average of 81.4%.



Base models are powered by a 2.5-liter four-cylinder engine that puts out 193 horsepower and 184 lb-ft of torque. Upgrading to the beefier 3.6-liter V6 engine nets 302 horsepower and 270 lb-ft of torque for added power and increased towing capabilities. The maximum towing capacity (with the V6 engine) is 6,700 pounds. Fuel economy estimates by the EPA are 17 mpg in the city and 24 mpg on the highway.

RETENTION BY SEGMENT

Subcompact Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Honda	Fit	75.3%	NA	NA
Segment Average		60.4%	61.0%	-0.6

Source: NADA Used Car Guide

2015 Honda Fit

On hiatus since 2013, the Honda Fit returned in 2015 and was given a total redesign. The reworking of the vehicle helped elevate its retention value to 75.3%, nearly 15 points above the subcompact car segment average of 60.4%.



All 2015 Honda Fits received not just a new exterior and interior, but also new engine and transmission options as well. Comfort, nimbleness, fuel economy, reliability and affordability easily describe the Honda Fit.

The standard 1.5-liter 4-cylinder engine makes 130 horsepower and 114 lb-ft of torque, and returns excellent fuel economy. The EPA estimates automatic equipped versions will average 33 mpg in the city and 41 mpg on the highway.

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[RETENTION BY SEGMENT *CONTINUED*]

Compact Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Subaru	WRX	83.4%	79.8%	● 3.5
Volkswagen	Golf	67.0%	68.2%	● -1.2
Segment Average		65.6%	66.8%	● -1.1

Source: NADA Used Car Guide

* See Highest Retaining Models Section for Subaru WRX Information

2015 Volkswagen Golf

The Volkswagen Golf entered its seventh generation during 2015. Despite being completely overhauled, the recent VW emission violation issue has hurt values of diesel and gasoline equipped models alike. As a result, a one-year-old Golf is retaining its value at a rate of 67%, which is 1.2 points lower than a like-age 2014 Golf.

For 2015, buyers can choose from several trim levels and two engines, a 1.8-liter turbocharged 4-cylinder (gas) and a 2.0-liter TDI (turbo-diesel). The EPA estimates a range of 25 mpg city and 37 mpg highway for 1.8-liter manual transmission gasoline models.



Mid-Size Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Chrysler	200	56.7%	53.3%	● 3.4
Hyundai	Sonata	68.0%	64.7%	● 3.3
Segment Average		65.2%	65.0%	● 0.2

Source: NADA Used Car Guide

2015 Chrysler 200

Riding on a new Alfa Romeo platform, the Chrysler 200 gets a full redesign for 2015. The new 200 shares very little with the car it replaces, which has help improve its retention value by 3.4 points over the previous model year to 56.7%. Even with its improved retention, the 200 still lags behind the mid-size car segment average by almost 9 points.

New styling reveals a car that is much sleeker than previous models, while still very much identifiable as a Chrysler. There are two engine options offered on the mid-size sedan: a six cylinder and a four cylinder.



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[RETENTION BY SEGMENT *CONTINUED*]

Providing 184 horsepower and 173 lb-ft of torque, a 2.4-liter 4-cylinder MultiAir2 Tigershark engine is standard on all front-wheel drive models. Models of this ilk yield an EPA estimated 23 mpg city to 36 mpg highway. Available as an option on the 2015 Chrysler 200S and 200C front-wheel drive and standard on the all-wheel drive model, a 295 horsepower 3.6-liter Pentastar V6 engine provides maximum performance for the mid-sized sedan. Fuel mileage slips in order to obtain the higher performing thrills, however, with an estimated range of 19 mpg city and 32 mpg highway. Both engines offered on the 2015 Chrysler 200 come standard with a nine-speed automatic transmission.

2015 Hyundai Sonata

The Hyundai Sonata is an extensive redesign for 2015. Designers of the sedan managed to make the new car look even cleaner and more refined both inside and out. This refinement has helped grow retention by 3.3 points over the 2014 model to 68%, a figure nearly 3 points above the mid-size car segment average.



For 2015 the Sonata is available with three different engine configurations. In the Eco model, a 1.6-liter 4-cylinder turbo yielding 178 horsepower at 195 ft-lb of torque is standard equipment, while SE, Sport and Limited versions come with either a 2.4-liter 4-cylinder (naturally aspirated) engine making 190 horsepower and 179 lb-ft of torque, or a turbocharged 2.0-liter that bumps power up to 274 horsepower and 269 lb-ft torque. The EPA's estimates show the 1.6-liter turbo yields 28 mpg in the city and 38 mpg on the highway. The larger 2.4-liter engine's fuel economy drops slightly to 25 mpg in the city and 37 mpg on the highway according to the agency. The highest performing 2.0-liter turbo engine achieves a respectable 23 mpg in the city and 32 mpg on the highway.

Large Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Hyundai	Genesis	69.2%	64.6%	● 4.6
Segment Average		61.8%	60.2%	● 1.6

Source: NADA Used Car Guide

2015 Hyundai Genesis

The Genesis debuted in 2009, successfully launching Hyundai into the world of luxury cars. For 2015 the Genesis receives its first major redesign. An entirely new exterior looks sophisticated, fluid and attractive, while a new interior is more comfortable and

[RETENTION BY SEGMENT *CONTINUED*]

quieter than the outgoing car’s cabin. The new Genesis has been warmly received, and as such retention has grown by 4.6 points over the outgoing model to 69.2%. The 2015 Genesis currently sits 7 points above the large car segment average.

The Genesis has an impressive get-up-and-go capability. Two engine choices allow for discerning performance tastes. The “standard” sedan is powered by a 3.8-liter V6 engine that churns out 333 horsepower with 291 lb-ft of torque. When upgraded to the 5.0-liter model, the vehicle receives a beefier V8 engine that delivers 429 horsepower and 376 lb-ft of torque. Fuel economy estimates by the EPA for the V6 are 18 mpg in the city and 29 mpg on the highway. While stepping up to the V8 engine nets drivers almost 100 more horsepower, fuel economy drops to 15 mpg in the city and 23 mpg on the highway.



Luxury Subcompact Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Audi	A3	68.9%	NA	NA
Segment Average		67.0%	66.0%	● 0.9

Source: NADA Used Car Guide

2015 Audi A3

The Audi A3 is completely redesigned for 2015. Unlike previous model years — with the A3 positioned as a 4-door hatchback — the new A3 is a small sedan. Audi didn’t build an A3 model in 2014, but the 2015’s 68.9% retained value is nearly two points above the current luxury subcompact car segment average.

The premium sedan is offered in three different trims, with either turbocharged 1.8-liter or 2.0-liter engines mated to a 6-speed Audi S tronic dual-clutch transmission. On front-wheel drive versions of the 2015 A3, a 1.8 TFSI engine generates 170 horsepower and 200 lb-ft of torque. Quattro versions are equipped with a larger, more powerful 2.0 TFSI engine pumping out 220 horsepower and 258 lb-ft of torque. Surprisingly, both engine configurations yield roughly the same fuel economy. The EPA estimates the 2.0-liter is capable of achieving 24 mpg in the city and 33 mpg on the highway. The 1.8-liter version loses one mpg in the city, but still gets 33 mpg on the highway.



[RETENTION BY SEGMENT *CONTINUED*]

Luxury Compact Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Acura	TLX	71.4%	NA	NA
Mercedes-Benz	C-Class	65.0%	59.6%	● 5.4
Volvo	V60	57.8%	NA	NA
Segment Average		65.6%	67.0%	● -1.4

Source: NADA Used Car Guide

2015 Acura TLX

The Acura TLX is all-new for 2015. The TLX replaces both the Acura TL and the TSX going into 2015, slotting right in between the two cars in terms of size. Retention-wise, the TLX is currently retaining its value at a rate of 71.4%, nearly 6 points above the luxury compact car segment.



A capable mid-sized luxury sedan, the Acura TLX comes in two trim levels: TL and TL SH-AWD (all-wheel-drive). With both an efficient four-cylinder as well as a powerful V6 on offer, the new TLX will have its bases well covered. The standard 2.4-liter 4-cylinder produces 206 horsepower at 182 lb-ft of torque. Bumping up to the 3.5-liter V6 nets 290 horsepower at 267 lb-ft of torque. The EPA estimates the 2.4-liter receives 24 mpg in the city and 35 mpg on the highway. As expected, the 3.5-liter yields a slightly worse 21 mpg in the city and 34 mpg on the highway.

2015 Mercedes-Benz C-Class

The Mercedes-Benz C-Class sedan has been totally redesigned for 2015. The new C-Class is sharply styled and looks very similar to its larger, more expensive sibling, the S-Class. Retention is up 5.4 points to 65% compared to the previous generation C-Class, however the 2015's retention is currently lagging behind the rest of its competitive set by about a half point.



A number of engines are offered based upon the trim level. They include: a 2.0-liter turbocharged four-cylinder engine that makes 241 horsepower and 273 lb-ft of torque; a 3.0-liter turbocharged V6 engine rated at 329 horsepower and 354 lb-ft of torque; and an impressive 4.0-liter turbocharged V8 engine that offers a head-turning 469 horsepower and 473 lb-ft of torque in AMG-equipped versions. The EPA estimates fuel economy for the most popular 2.0-liter to be 25 mpg in the city and 34 mpg on the highway.

[RETENTION BY SEGMENT *CONTINUED*]

2015 Volvo V60

An all-new vehicle, the 2015 Volvo V60 provides North American enthusiasts of the Swedish brand with a utilitarian wagon body style they have loved for decades. Retention for this all-new model is currently 57.8%, a figure nearly eight points under the current luxury compact car segment average 65.6%



The 2015 Volvo V60 sportwagon combines sophisticated European style proportions in a family-friendly shape. Three engine choices are available with the 2015 Volvo V60. For front-wheel drive models, the 2015 Volvo V60 is powered by a new Drive-E turbocharged four-cylinder engine generating 240 horsepower. All-wheel drive models are offered with either a 260 horsepower five-cylinder turbocharged engine, or a six-cylinder turbocharged 325 horsepower engine (R-Design variant also features a Polestar Performance package). The standard 2.0-liter engine receives an EPA estimated 25 mpg in the city and 37 mpg on the highway. As buyers climb up the engine line, slightly less favorable returns are yielded as the top-of-the-line 2.5-liter receives an estimated 20 mpg in the city and 29 mpg on the highway.

Luxury Large Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Kia	K900	51.0%	NA	NA
Segment Average		61.8%	61.6%	● 0.2

Source: NADA Used Car Guide

2015 Kia K900

The Kia K900 is a brand new vehicle for 2015. It is the first pure luxury car to be sold by Kia and represents the brand's attempt to push up-market. The K900 represents a breakthrough for a company that was not long ago defined entirely by their inexpensive economy cars. Retention for Kia's K900 is currently 51%, which is way under the luxury large car segment average of 61.8%.



The 2015 Kia K900 launches with two engine choices: a 3.8-liter V6 and a 5.0-liter V8. Delivering 311 horsepower and 293 lb-ft of torque, the six-cylinder engine on the K900 V6 is supported by gasoline direct injection. Weighing 4,277 pounds, the 2015 Kia K900 V6 manages an EPA estimated fuel rating of 18 mpg in the city and 27 mpg on the highway.

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[RETENTION BY SEGMENT *CONTINUED*]

Luxury Sports Car

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Alfa Romeo	4C	77.1%	NA	NA
Segment Average		73.6%	72.8%	0.8

Source: NADA Used Car Guide

2015 Alfa Romeo 4C

The Alfa Romeo 4C is a brand new model from Alfa Romeo. The brand has recently been reintroduced to the U.S. through select Fiat and Maserati dealerships. One-year-old retention for the 4C has been very good, with the miniscule racer retaining its value at a rate of 77.1%, or 3.5 points above the luxury sports car segment average 73.6%.

The 4C is a small, lightweight two-seat sports car with an emphasis on driver involvement and sharp handling. Despite the cars throwback nature, it is a thoroughly modern sports car, utilizing plenty of Space Age materials and construction techniques, all aimed at making the 4C fun and fast to drive. The coupe features a turbocharged 1.8-liter four-cylinder engine that is rated at 240 horsepower and 258 lb-ft of torque. The power plant is mated to a six-speed dual-clutch automated manual transmission. As for fuel economy, the 4C is rated at and EPA estimate 24 mpg in the city and 34 mpg on the highway.



Subcompact Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Chevrolet	Trax	74.8%	NA	NA
Segment Average		72.9%	71.6%	1.3

Source: NADA Used Car Guide

2015 Chevrolet Trax

The Chevrolet Trax is an all-new vehicle for 2015, making its debut as Chevrolet's enters the subcompact SUV market. So far, retention for the Trax has been good. Currently, a one-year-old model retains its value at a rate of 74.8%, which is slightly above the subcompact utility average of 72.9%.

Slotting in below the Traverse, the Trax is a compact 5-passenger SUV, ideal for the city, but versatile enough for quick trips to the countryside.



[RETENTION BY SEGMENT *CONTINUED*]

The Trax is outfitted with a 1.4-liter four-cylinder engine that makes 138 horsepower. The EPA rated the front-wheel-drive vehicle at 26 mpg in the city and 34 mpg on the highway. The heavier AWD Trax gets 24 mpg in the city and 31 mpg on the highway.

Mid-Size Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Nissan	Murano	78.5%	61.9%	● 16.6
Segment Average		71.8%	69.3%	● 2.4

Source: NADA Used Car Guide

2015 Nissan Murano

The Nissan Murano is completely redesigned for 2015. The third-generation Murano's design language was pulled from the Nissan's Resonance Concept, specifically what the brand calls a V-motion front end. The new model has been warmly received. As a result, one-year-old retention has grown by 16.6 points to 78.5%, nearly seven points above the current mid-size utility segment average of 71.8%.



The Murano is available in either front-wheel drive or all-wheel drive and comes powered by Nissan's tried and true 3.5-liter V6 that turns over 260 horsepower and 240 ft-lb of torque. The engine is mated to an Xtronic transmission. Available in four separate trims, the 2015 Murano returns an EPA estimated 22 mpg in the city and 28 mpg on the highway, which is a 20% increase over the 2014 model.

Large Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Chevrolet	Suburban	77.9%	65.9%	● 12.0
Chevrolet	Tahoe	77.2%	66.5%	● 10.8
GMC	Yukon	80.2%	59.8%	● 20.4
GMC	Yukon XL	77.5%	60.0%	● 17.5
Segment Average		74.6%	64.3%	● 10.3

Source: NADA Used Car Guide

2015 Chevrolet Suburban/Tahoe

Chevrolet's full-size Suburban and Tahoe SUVs, have been completely redesigned for 2015. While these models are essentially the same size on the outside as those that they replace, GM has re-engineered these trucks for much improved refinement and ride quality — as well as more power and higher towing capability. Retention for each model

[RETENTION BY SEGMENT *CONTINUED*]

has also been greatly improved. Currently, the Suburban retains its value at a rate of 77.9%, while the Tahoe is close behind at 77.2%. Those figures are increases of 12 points and 10.8 points, respectively. Both models are outperforming the current large utility average of 74.6%, however Chevrolet and GMC models account for half of the vehicles in this segment for the 2015 model year.

A newly released 5.3-liter EcoTec3 V8 engine powers the 2015 Chevrolet Suburban and Tahoe. Featuring direct injection, continuously variable valve timing, as well as cylinder deactivation to promote improved fuel economy, the 5.3-liter EcoTec3 engine generates 355 horsepower and 383 lb-ft of torque. A six-speed automatic transmission handles engine power for rear-wheel drive and four-wheel drive versions of the 2015 Chevrolet Suburban and Tahoe. Both the Suburban and Tahoe 4WD versions yield the same EPA estimated fuel mileage: 16 mpg in the city and 22 mpg on the highway.



2015 GMC Yukon XL/Yukon

GMC's Yukon XL and Yukon are nearly identical to Chevrolet's Suburban/Tahoe sans some minor styling differences. Like its Chevrolet counterparts, the Yukon XL and Yukon received total redesigns for 2015. The new trucks return with better, more distinct styling, an improved and more spacious interior, and a set of new, more efficient engines. Retention for the GMC duo has improved more so than Chevrolet versions: Yukon XL retention rates are up 17.5 points to 77.5%, and the Yukon is up an even better 20.4 points to a rate of 80.2%.



The 2015 GMC Yukon XL is available in three trim levels: SLE, SLT, and Denali. Powering the SLE and SLT versions of the 2015 GMC Yukon XL, a 5.3-liter EcoTec3 V8 engine generates 355 horsepower. The high-end 2015 GMC Yukon XL Denali is propelled by a larger 420-horsepower EcoTec3 6.2-liter engine. The Yukon XL and Yukon receive fuel efficiency ratings nearly identical to the Suburban and Tahoe.

[RETENTION BY SEGMENT *CONTINUED*]

Mid-Size Pickup

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Chevrolet	Colorado	83.4%	NA	NA
GMC	Canyon	81.8%	NA	NA
Segment Average		81.4%	76.4%	5.0

Source: NADA Used Car Guide

* See Highest Retaining Models Section for Chevrolet Colorado Information

2015 GMC Canyon

Similar to the Chevrolet Colorado, the GMC Canyon was also fully redesigned for 2015. The Canyon looks modern and aerodynamic from the outside, which suggests a vehicle less compromised by classic pickup truck utility. Retention for the Canyon is 81.8%, slightly higher than the mid-size pickup average of 81.4%.

Base models are powered by a 2.5-liter four-cylinder engine that puts out 193 horsepower and 184 lb-ft of torque. Upgrading to the beefier 3.6-liter V6 engine nets 302 horsepower and 270 lb-ft of torque for added power and increased towing capabilities. The maximum towing capacity (with the V6 engine) is 6,700 pounds. Fuel economy estimates by the EPA are 17 mpg in the city and 24 mpg on the highway.



Mid-Size Van

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Kia	Sedona	67.7%	61.7%	6.0
Segment Average		69.8%	68.3%	1.5

Source: NADA Used Car Guide

2015 Kia Sedona

The Kia Sedona minivan is completely redesigned for 2015. Retention for the new model is up 6 points to 67.7%, however the Sedona's retention rate is 2.1 points behind the mid-size van segment average.

Available in five trim levels, the Sedona has available seating for up to eight passengers, and boasts a new 3.3-liter V6, which makes 276 horsepower and 248 lb-ft of torque. The Sedona benefits from Kia's next-generation UVO Infotainment & Telematics system, new high-power USB charging ports, and a hands-free power liftgate. The Sedona returns 18 mpg in the city and 24 mpg on the highway.



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[RETENTION BY SEGMENT *CONTINUED*]

Luxury Subcompact Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Audi	Q3	78.2%	NA	NA
Lexus	NX	75.8%	NA	NA
Mercedes-Benz	GLA	70.0%	NA	NA
Segment Average		71.1%	72.5%	-1.3

Source: NADA Used Car Guide

2015 Audi Q3

The Audi Q3 luxury crossover is an all-new model for 2015. Based on the VW Tiguan platform, the compact SUV wears similar sheet metal to its larger Audi siblings. Q3 retention is currently 78.2%, 7 points higher than the current luxury subcompact utility segment average of 71.1%.

The Q3 is powered by a direct-injected and turbocharged 2.0-liter four-cylinder that produces 200 horsepower and 207 lb-ft of torque. A 6-speed automatic puts power to the wheels, either through standard front-wheel drive or via the optional Quattro all-wheel drive. Both base and Quattro models receive similar EPA fuel ratings: 20 mpg in the city and 29 mpg on the highway for the base model, and 20 mpg in the city and 28 mpg on the highway for the Quattro.



2015 Lexus NX

The Lexus NX is a brand new subcompact sport utility vehicle. With a small footprint ideal for city driving, the Lexus NX offers an upscale alternative to many of the other compact SUVs already on the marketplace. Currently, the NX retains its value at a rate of 75.8%, nearly 5 points above the luxury subcompact utility segment average of 71.1%.

The single-trim Lexus NX 200t seats five with ample space for stowing. The vehicle is offered in a decadent and well-appointed trim level. Under the hood is a 2.0-liter turbocharged four-cylinder engine that's rated at 235 horsepower and 258 lb-ft of torque. With an EPA estimated fuel rating of 22 mpg in the city and 28 mpg on the highway, the NX 200t is quite easy on the wallet at the pump.



[RETENTION BY SEGMENT *CONTINUED*]

2015 Mercedes-Benz GLA

The Mercedes-Benz GLA250 4MATIC luxury compact crossover is all-new for 2015. It shares its underpinnings with the CLA sedan. Retention for the new model is currently 70%, roughly 1 point under the luxury subcompact utility segment average 71.1%.

With seating for five, the GLA has a convenient hatchback trunk that offers ample storage room and lots of optional interior features. Under the hood you'll find a turbocharged 2.0-liter four-cylinder engine producing 208 horsepower and 258 lb-ft of torque. Power is put to all four wheels through a 7-speed automatic with paddle shifters. A 355 horsepower AMG version is also available. Dubbed the GLA45 AMG, the souped up crossover uses a similar 2.0-liter engine, but is tuned for optimum performance output. The standard GLA250 yields an impressive EPA estimated 25 mpg in the city and 35 mpg on the highway.



Luxury Compact Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Lincoln	MKC	73.1%	NA	NA
Porsche	Macan	83.6%	NA	NA
Segment Average		72.7%	73.1%	-0.4

Source: NADA Used Car Guide

* See Highest Retaining Models Section for Porsche Macan Information

2015 Lincoln MKC

Evolving from a 2013 concept vehicle, the 2015 Lincoln MKC is an all-new premium crossover vehicle. The small luxury crossover shares its platform with the Ford Escape, but is distinctively Lincoln. Lincoln's MKC currently retains value at a rate of 73.1%, only slightly higher than the luxury compact utility segment average of 72.7%.

The 2015 Lincoln MKC is powered by one of two EcoBoost four-cylinder engines. For two-wheel and all-wheel drive models, the 2.0-liter EcoBoost generates 240 horsepower. Offered only on all-wheel drive Lincoln MKC models, the 2.3-liter EcoBoost produces 285 horsepower. All-wheel drive 2.0-liter models return an EPA estimated 19 mpg in the city and 26 mpg on the highway, while the more powerful 2.3-liter version receives similar ratings of 18 mpg in the city and 26 mpg on the highway.



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[RETENTION BY SEGMENT *CONTINUED*]

Luxury Mid-Size Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
BMW	X6	75.9%	72.2%	● 3.7
Segment Average		72.8%	73.0%	● -0.2

Source: NADA Used Car Guide

2015 BMW X6

The BMW X6 has been redesigned for 2015, now entering its second generation. New exterior styling is sleek, sporty and aggressive, while the new interior is both more luxurious and practical than the one it replaces. Retention for the X6 has grown by 3.7 points to 75.9%, 3.1 points above the luxury mid-size utility average of 72.8%.

BMW's X6 is a five-passenger compact crossover that offers an optional third-row seat. Two engines are available: a 3.0-liter turbocharged inline six-cylinder engine that makes 300 horsepower and 300 lb-ft of torque; or a 4.4-liter turbocharged V8 engine that is rated at 445 horsepower and 480 lb-ft of torque. The EPA estimates the 3.0L xDrive35i version yields 19 mpg in the city and 27 mpg on the highway.



Luxury Large Utility

Make	Model	2015 MY Retained Value	2014 MY Retained Value	PP Change
Cadillac	Escalade	80.4%	69.2%	● 11.2
Segment Average		77.5%	74.6%	● 2.8

Source: NADA Used Car Guide

2015 Cadillac Escalade

The Cadillac Escalade is redesigned for 2015, offering stronger performance, more active-safety technology, improved comfort, and just as much attitude and lavish luxury as ever. The 2015 Escalade's retained value of 80.4% has increased by 11.2 points compared to a like-age 2014 model last year.

The fourth-generation model of Cadillac's massive sport utility vehicle, the 2015 Escalade is sculpted as a high-class product. A chassis consisting of over 75% high strength steel construction provides the platform for the wider 2015 Cadillac Escalade. Powering the luxu-SUV is an entirely new 6.2-liter EcoTec3 V-8 engine. Delivering 420 horsepower and 460 lb-ft of torque, the



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[RETENTION BY SEGMENT *CONTINUED*]

engine of the 2015 Cadillac Escalade features gasoline direct injection and Active Fuel Management. Available in two-wheel drive and four-wheel drive variants, the Escalade can be furnished in a Base, Luxury or Premium trim level. The EPA estimates that a four-wheel drive Escalade variant yields 14 mpg in the city and 21 mpg on the highway.

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What's New

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- Stress testing

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On the Road

Ryan Morris will attend the 2016 Chicago Auto Show in Chicago, Feb. 11 – 12.

Mike Stanton, Jonathan Banks, and NADA Used Car Guide staff will attend the 2016 Automotive Forum in New York City on March 22.

Mike Stanton, Jonathan Banks, Dan Ruddy, and members of the NADA Used Car Guide staff will attend the 2016 NADA Convention in Las Vegas, March 31 – April 3.

About NADA Used Car Guide, a division of J.D. Power and Associates

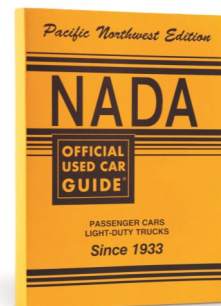
Since 1933, NADA Used Car Guide has earned its reputation as the leading provider of vehicle valuation products, services and information to businesses throughout the United States and worldwide. NADA Used Car Guide's team collects and analyzes over one million combined automotive and truck wholesale and retail transactions per month. Its guidebooks, auction data, analysis and data solutions offer automotive/truck, finance, insurance and government professionals, the timely information and reliable solutions they need to make better business decisions. Visit nada.com/b2b to learn more about solutions for your business and nada.com/usedcar to stay abreast of the latest used and new vehicle market trends.

**Financial Industry,
Accounting, Legal,
OEM Captive**
Steve Stafford
800.248.6232 x7275
Steve.Stafford@nada.com

**Director, Sales
and Customer Service**
Dan Ruddy
800.248.6232 x4707
Dan.Ruddy@nada.com

**Automotive Dealers,
Auctions, Insurance,
Credit Unions, Fleet,
Lease, Rental Industry,
Government**
Doug Ott
800.248.6232 x4710
Doug.Ott@nada.com

**Director, Business
Development**
James Gibson
800.248.6232 x7136
James.Gibson@nada.com



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NADA USED CAR GUIDE CONSULTING SERVICES

NADA Used Car Guide’s market intelligence team leverages a database of nearly 200 million automotive transactions and more than 100 economic and automotive market-related series to describe the factors driving current trends to help industry stakeholders make more informed decisions. Analyzing data at both wholesale and retail levels, the team continuously provides content that is both useful and usable to the automotive industry, financial institutions, businesses and consumers.

Complemented by NADA Used Car Guide’s analytics team, which maintains and advances its internal forecasting models and develops customized forecasting solutions for automotive clients, the market intelligence team is responsible for publishing white papers, special reports and the Used Car & Truck Blog. Throughout every piece of content, the team strives to go beyond what is happening in the automotive industry to confidently answer why it is happening and how it will impact the market in the future.

VP, Vehicle Analysis & Analytics

Jonathan Banks
800.248.6232 x4709
Jonathan.Banks@nada.com

Senior Manager, Market Intelligence

Larry Dixon
800.248.6232 x4713
Larry.Dixon@nada.com

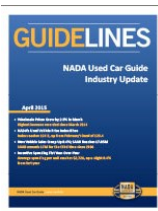
Senior Automotive Analyst

David Paris
800.248.6232 x7044
David.Paris@nada.com

Senior Automotive Analyst

Joseph Choi
800.248.6232 x4706
Joseph.Choi@nada.com

ADDITIONAL RESOURCES



Guidelines

Updated monthly with a robust data set from various industry sources and NADA Used Car Guide’s proprietary analysis, *Guidelines* provides the insight needed to make decisions in today’s market.



White Papers

NADA Used Car Guide’s white papers and special reports aim to inform industry stakeholders on current and expected used vehicle price movement to better maximize today’s opportunities and manage tomorrow’s risk.



Perspective

Leveraging data from various industry sources and NADA Used Car Guide’s analysts, *Perspective* takes a deep dive into a range of industry trends to determine why they are happening and what to expect in the future.



Used Car & Truck Blog

Written and managed by the Market Intelligence team, the Used Car & Truck Blog analyzes market data, lends insight into industry trends and highlights relevant events.

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