J.D. POWER

USED CAR AND LIGHT TRUCK GUIDELINES

Industry Update

AUGUST 2017

Wholesale Prices Decline in July

Prices down by an average of 2%

Used Vehicle Price Index Falls

Index slips by 0.7% to 110.4

New Vehicle Deliveries Disappoint Once Again

Sales decline by 7.1%, new vehicle SAAR reaches 16.69M

Incentive Spending Continues Upward Trend

Incentives increase for 28th straight month

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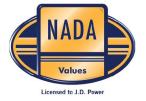


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NEW & USED MARKET TRENDS

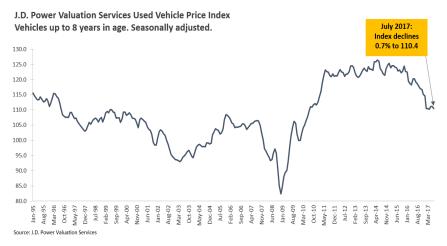
USED MARKET UPDATE

Wholesale prices of used vehicles up to 8 years in age fell by 2% in July, matching J.D. Power Valuation Services' expectations for the month. Historically over the past 5 years, losses for the period averaged a nearly identical 2.1%. As a result of the month's performance, J.D. Power Valuation Services' Seasonally Adjusted Used Vehicle Price Index fell slightly, down 0.7% to 110.4. The consistent chipping away of prices month-over-month has the index down 7.1% through July compared to the same period in 2016. Looking back at July 2016, the index sat 8.7-points higher at 119.1.

At the segment level, mainstream car segment losses led the industry in July. This is a continuation of the now long running trend where mainstream car losses outpace those of their truck and SUV counterparts.

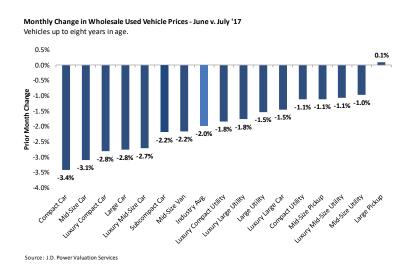
Compact [-3.4%], mid-size [-3.1%] and large car [-2.8%] declines were all typical for the month, and some of the highest in the industry. However, subcompact car losses ended the month down 2.2% landing toward the middle of the pack, but the group continues to do better than in the past

due to lower late-model supply, which is down 8.1% year-to-date.



Large utility [-1.5%] prices were more depressed than recent 2015 [+0.6%] and 2016 [-0.3%] July performances, which could certainly be attributed to the group's 11.8% increase in late-model supply year-to-date. Conversely, large pickup prices [+0.1%] were exceptionally strong once again. Prices for large pickups haven't fallen by more than 1% in a month since December 2016. Remaining mainstream segment performances were all fairly typical for the July period.

New & Used Market Trends [cont.]



On the premium side of the market, luxury compact car (-2.8%) and luxury mid-size car (-2.7%) losses led declines in July. Luxury mid-size utility (-1%) prices were stronger than in 2015 and 2016, while losses for other luxury segments were average for July.

AUCTION VOLUME TRENDS

Late-model vehicle volume (units up to three years old) in July reached 208,736 units, a figure 16.4% lower than June's 249,831 units. While large, volume declines of this magnitude are common for this time of the year. Late model volume now sits at 1,683,394 units through the first seven months of 2017. In

comparison, mid-year late model volume in 2016 was 7.2% lower at 1,570,425 units.

At the segment level, so far in 2017 some of the largest volume increases have been observed among truck and SUV segments. Luxury compact utility volume is up 55% year-to-date followed by mid-size pickup's 35.7% increase over the same period. On the opposite end of the spectrum, luxury mid-size car volume has declined by 22.6% year-to-date while large car volume is down 12.5% so far in 2017.

In terms of volume share, cars continue to dominate at 54%—while truck share lags behind at 46%— which is a reversal of what's occurring on the new side of the market.

AUGUST 2017 USED VEHICLE PRICE FORECAST

For August, wholesale prices of vehicles up to 8 years of age are expected to decline by approximately 2.6%. August's expected loss is forecast to mirror the 2.6% drop recorded during the period in 2016.

At the segment level, car losses are still expected to outpace those of trucks and SUVs. Mid-size and large pickups continue to perform very well and are forecast to outperform the industry average. Losses for all premium segments are expected to fall by slightly more than the industry average for the month.

In terms of full-year expectations, used prices are forecast to decline by 6.5% in 2017. The anticipated result is 2.5 points worse than 2016's 4% loss. Looking further out, losses in 2018 are expected to decelerate to around 3%.

1. Please note that J.D. Power Valuation Services is now reporting auction volume trends by month. In previous editions, changes in volume were reported on a rolling 4-week basis.

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New & Used Market Trends [cont.]

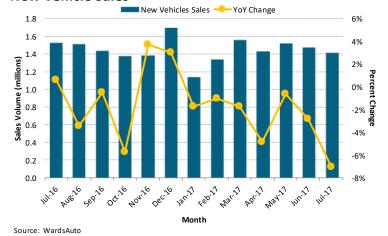
NEW VEHICLE SALES CONTINUE TO FALL

After declining by 2.8% in June, light vehicle sales in the U.S. fell year-over-year for the seventh straight month in July. For the period, new deliveries were down 7.1% compared to the same period last year. July's result brought 2017's year-to-date tally to 9.8M units, down 2.9% compared to the same 7-month period in 2016. While July new sales were disappointing, the seasonally adjusted annual rate [SAAR] reached 16.69M units, up from 16.59M units in June. While positive, the month's SAAR was still much lower than July 2016's 17.79.

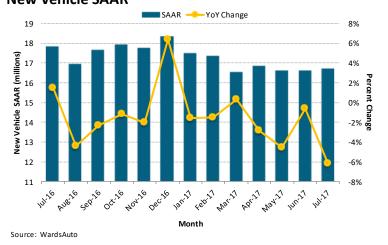
Both passenger car and light truck sales decreased in July. Cars experienced a 15.2% decline for the month, while light duty truck sales decreased by 2% compared to July 2016 levels. The share of new truck deliveries accounted for 64.4% of the market, while cars trailed behind with 35.6%. Looking back a year to July 2016, trucks accounted for 61.1% of the market, while cars accounted

for 38.9% of total new sales.

New Vehicle Sales



New Vehicle SAAR



NEW VEHICLE SALES

General Motors struggled to realize a gain for the fourth month in a row. Sales for the automaker were 15.5% lower than July 2016 levels. The month's showing brought GM's year-to-date sales tally to 1.64M units or 3.9% below the same period in 2016. All brands outside of GMC experienced double-digit losses compared with a year ago, led by a 30.5% drop in sales for Buick, 21.7% for Cadillac, and 15.4% for Chevrolet. GMC decreased 7.3%—its fourth consecutive month with a decline.

Ford Motor Company sales fell by 7.5% in July. Through the first seven months of the year, sales for the automaker are down 4.4%. Looking at mainstream sales, Blue Oval deliveries decreased by 7.8% compared to July 2016 levels. Ford's Lincoln luxury brand saw deliveries decrease by 2.5% during July. On the truck side, the best-selling vehicle in the U.S. in July was the Ford F-Series; deliveries were up 6.2%.

Fiat Chrysler Automobiles reported a large 10.7% sales decline for the July 2017 period. At the brand

New & Used Market Trends [cont.]

level, sales were down for every make with the exception of Alfa Romeo. Chrysler brand sales fell by 30.1%, followed by an 18% decline at Fiat. For the year, FCA's deliveries reached nearly 1.22M units, but are 7.4% lower than the first seven months of 2016.

In July, Toyota division saw its strongest month of the year so far and its second consecutive month of year-over-year increases. As a result, Toyota Motor sales grew by 3.7%. Aiding Toyota Motor's success for the month, RAV4 deliveries reached 41,804, which helped push the mainstream brand's year-to-year-date tally 7.4% above the same period in 2016. Toyota's luxury arm had a positive month as well; Lexus sales increased 3.6% for the month.

American Honda sales ticked down by 1.2% in July. While the mainstream Honda brand saw a 1.7% decrease in deliveries, its luxury Acura brand posted a 3.7% climb in units sold. American

Mainstream Brand Performance (Units Sold) CYTD/CYTD Iul-17 Jul-16 CYTD-17 CYTD-16 Y/Y Change Change 126,282 127,167 -30.5% Buick 15,966 22,960 1,185,710 -15.4% Chevrolet 151,342 178.820 1.119.226 -5.6% -22.5% 13,303 19,032 115,398 148,934 -30.1% Chrysler 307.654 -11.9% -5.0% Dodge 31.264 35 483 292 244 2,244 Fiat 2,738 16,926 19,450 -18.0% -13.0% 186,283 201,979 1,394,329 1,464,665 -7.8% -4.8% 305,724 -7.3% 1.6% GMC 47.412 51,137 310.587 Honda 136.803 139.125 854.818 852.486 -1.7% 0.3% 449,063 -30.1% Hvundai 52,419 75,003 388.860 -13.4% 182 1,954 -55.2% Isuzu 406 1,618 -17.2% -12.6% Jeep 69.351 79.036 475,642 544,280 -12.3% 388,296 -5.9% 9.3% Kia 56,403 59,969 352,139 -2.6% Mazda 27 089 27 915 168 713 173,269 -3.0% -11.1% Mini 4,398 4,774 26,603 29,918 -7.9% 59,824 1.7% Mitsubishi 8.025 7.890 62,601 4.6% 0.3% Nissan 117,455 122,530 858,000 855,666 -4.1% 295,506 -0.5% Ram 42,846 43.056 313.378 6.0% Scion 7 6.423 181 44.143 -99.9% -99 6% 182 493 2,165 3,086 -63.1% -29.8% Smart 331,551 6.9% 8.7% Subaru 55.703 52.093 360.513 193,148 1,214,379 1,188,436 7.4% 179.920 2.2% Toyota 177,772 -5.8% Volkswagen 27 091 28 758 188 329 5.9%

Luxury Brand Performance (Units Sold)

						,
	Jul-17	Jul-16	CYTD-17	CYTD-16	Y/Y Change	Change
Acura	14,177	13,674	88,048	92,668	3.7%	-5.0%
Alfa Romeo	1,225	43	4,944	340	2748.8%	1354.1%
Audi	18,824	18,364	121,795	115,298	2.5%	5.6%
BMW	21,965	25,777	171,051	179,213	-14.8%	-4.6%
Cadillac	11,227	14,341	83,300	87,572	-21.7%	-4.9%
Genesis	1,644	0	11,563	0		
Infiniti	10,840	9,945	89,983	74,923	9.0%	20.1%
Jaguar	3,166	3,398	23,831	14,389	-6.8%	65.6%
Land Rover	5,915	6,075	41,754	42,723	-2.6%	-2.3%
Lexus	28,902	27,890	162,662	179,454	3.6%	-9.4%
Lincoln	8,875	9,098	65,212	62,395	-2.5%	4.5%
Mercedes-Benz	28,667	31,795	206,427	210,334	9.8%	-1.9%
Porsche	3,901	3,878	31,469	30,586	0.6%	2.9%
Tesla	3,265	4,270	23,631	20,720	-23.5%	14.0%
Volvo	6,967	8,584	41,072	45,242	-18.8%	-9.2%
Source: WardsAuto						

Honda's yearly tally now sits a slight 0.2% below 2016's level. For the year, Acura sales are down 5%, while Honda brand sales are up 0.3%.

Nissan North America's sales fell by 3.2% in July. However, sales for the Tennessee-based automaker are still up 1.9% for the year. Mainstream Nissan brand saw a decrease of 4.1%, while luxury arm Infiniti posted a 9% increase. Infiniti sales are now up 20.1% in 2017, while mainstream Nissan brand sales are up 4.6% so far in 2017.

INCENTIVES GROW BY 6.7%

Automakers grew incentive spending once again in July, making it the 28th month in a row spending increased. On average, according to Autodata, spending reached \$3,640 per unit versus \$3,411 per unit in July 2016.

Among the U.S. Big Three, GM cut incentives by 5.7% in July to an average of \$4,304 per unit. Spending at Ford Motor Company grew by 5.9% to \$4,388 per unit, while FCA increased their incentives by 7.3% to an average of \$4,465 per unit.

As for import automakers, Toyota Motor Sales raised incentives by 18.3% in July and reached an average of \$2,860 per unit. American Honda grew incentives by 23%

CYTD/CYTD

New & Used Market Trends [cont.]

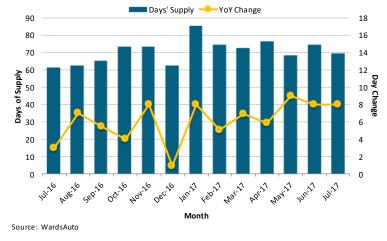
to \$2,046, while Nissan North America increased spending by 25.4% to \$4,430 per unit.

Luxury automaker BMW cut back on incentives by 18.6% to an average of \$5,186 in July. Audi reduced discounts by a slight 0.2% to \$3,323 per unit, while Mercedes grew spending by 4.8% to \$4,923.

At the mainstream brand level, Ram's \$6,173 average incentive spend was the highest among non-luxury nameplates. Dodge, Smart, Chrysler, and Buick each spent more than \$4,500 per unit

Incentives Average of Total —— YoY Change \$3,800 25% \$3,700 20% \$3,600 Percent Change 10% 10% tive \$3,500 Incen \$3,400 \$3,300 \$3,200 \$3.100 May 27 08.76 0ec 16 Jan-17 keb-17 Mar.17 ADY.27 Month Source: Autodata





on incentives in July. At the other end of the spectrum, Subaru spent only \$1,099 per unit, but when the company's numbers are examined further, it grew spending by a massive 64.8% compared to the same period in 2016.

JULY INVENTORY DECLINES TO 69 DAYS

Compared to June, days' supply fell by 5 days in July. The total supply level landed at 69 days for the period. Looking back one year, July 2016 carried a supply of 61 days according to WardsAuto.

The days of supply inventory at General Motors reached 104 days, down from 105 at the end of June. Buick's 146 days of supply remained highest of the industry. Ford Motor Company's supply dropped by 3 days to 76, while FCA's inventory increased by 3 days to 74. Meanwhile, Nissan North America's supply increased by 3 and reached 66 days. Inventory for American Honda Motors decreased by 15 days to 51, while Toyota Motor Sales' supply decreased by 14 to 50 days.

Subaru's 40 days of supply remained lowest on the mainstream side of the industry. As for luxury automakers, Audi's inventory fell to the lowest in the industry at 40 days (except Tesla's 3-day inventory).

ECONOMIC UPDATE

The U.S. economy accelerated in the second quarter as consumers ramped up spending and businesses invested more in equipment, but persistent sluggish wage gains cast a dark shadow over the growth outlook. Gross domestic product increased 2.6% in the second quarter, which included a boost from trade. The growth rate in Q1 2017 came in at 1.4%.

About 209,000 jobs were added to the U.S. economy in July, which beat expectations. The unemployment rate returned to a 16-year low of 4.3%, according to the Labor Department. The U6 unemployment rate, which measures the share of discouraged, part-time or underemployed workers in the economy, was 8.6%, higher than the unemployment rate of 4.3%.

Bars and restaurants provided the biggest boost of job creation for the month of July with 53,000 jobs filled. Meanwhile, professional and business services contributed 49,000 jobs according to the Bureau of Labor Statistics. If there was a blemish in the month's numbers, it came from the distribution of jobs to lower-income sectors. Job creation was strongly skewed toward part-time work, which gained 393,000 positions. To the contrary, full-time positions fell by 54,000.

Wage growth remained sluggish in July as average hourly earnings increased by 0.3% month-on-month—as expected—and 2.5% year-on-year [compared with a forecast of 2.4%].

The National Association of Realtors reported home sales at a seasonally adjusted annual rate of approximately 5.52 million homes during the month of June. This was a decrease of 1.8% from May 2017 and an increase of 0.7% from June 2016. The median home price increased to \$263,800 in June 2017, which was up 4.5% from May and up 6.8% from June of last year. The median home price has increased by approximately \$16,200 in the past year alone. There was a 4.3-month supply of housing inventory in June, which was up 2.4% from May. The total number of available homes for sale decreased by 6.5% compared to June of last year.

Energy prices continued to follow recent trends, marginally decreasing in June roughly \$0.047 per gallon (-2.12%) to \$2.30 per gallon in July. The year-over-year increase in gas prices was \$0.06 per gallon (0.2%) more as summer fuel prices neared similar levels in 2016. WTI futures reached an average of \$47 per barrel in May, and Brent futures neared \$49 during the same timeframe. U.S. production continued to increase as current crude oil prices allow domestic energy companies to remain profitable while ramping up production. Lagging global demand for oil will leave expected normal trading prices for crude oil to fall in between \$40 to \$50 per barrel. Early data suggests August will continue to follow the trend of decreasing energy prices despite seasonal expectations.

OFFICIAL USED CAR GUIDE® TRENDS

Monthly Change in NADA Used Car Guide Value: July vs. August 2017

NADA Segment	2010MY	2011MY	2012MY	2013MY	2014MY	2015MY	2016MY*
Compact Car	-3.3%	-2.3%	-2.1 %	-2.1 %	-2.4%	-2.0%	-2.5%
Compact Utility	J -3.1%	-3.0%	-2.7%	-2.3 %	J -1.8%	1.7%	-2.0%
Large Pickup	-0.8%	- → -0.4%	2 -0.9%	1.1%	1.2%	2 -0.7%	→ -0.5%
Large SUV	4.5%	1.5%	-3.8%	1.7%	-2.1%	7 0.6%	1.5%
Luxury Compact Car	-2.3%	2 -0.9%	1.4%	1.3%	1.0%	2 -0.8%	-2.1 %
Luxury Compact Utility	-2.8%	1.2%	-2.3%	1.7%	-2.0%	-2.1%	-1.9 %
Luxury Mid-Size Car	-2.1 %	-1.8 %	1.2%	2 -0.6%	1.5%	1.7%	-2.5%
Luxury Mid-Size Utility	J -2.4%	-1.8 %	1.1%	-2.6%	-2.4%	1.5%	-1.8%
Mid-Size Car	-3.4%	-2.3%	-3.0%	-3.2%	-2.8%	-2.6 %	-2.4 %
Mid-Size Utility	-3.3%	1.6%	-1.9%	-2.1%	1.5%	1.4%	1.3%
Mid-Size Van	-2.6%	→ -0.5%	> -1.4%	1.6%	-2.3%	2 -0.7%	2 -0.7%
Premium Luxury Large Car	-2.0%	-3.5%	-3.3%	-2.8%	-3.6%	-2.4%	-2.8%
Subcompact Car	↓ -3.7%	-2.6%	-2.4 %	-2.4 %	-3.0%	-3.1%	-3.0%

^{*}Value movement can be influenced by newly valued vehicles.

Annual Change in NADA Used Car Guide Value: August, 2016 vs. August, 2017

NADA Segment*	7YR	6YR	5YR	4YR	3YR	2YR	1YR
Compact Car	-2.8%	-1.3%	-7.8%	-1.2%	-5.4%	-1.7%	-5.3%
Compact Utility	-0.9%	-6.2%	-5.3%	-4.2%	-5.9%	-2.8%	-6.0%
Large Pickup	-1.6%	3.7%	2.5%	-1.0%	3.5%	6.8%	2.0%
Large SUV	-9.5%	-7.9%	-11.0%	-5.4%	-6.4%	16.2%	-4.2%
Luxury Compact Car	-8.2%	-12.7%	-8.4%	-4.0%	-0.1%	-1.1%	-1.4%
Luxury Compact Utility	-4.9%	-8.3%	-1.6%	-11.0%	-5.9%	3.2%	2.3%
Luxury Mid-Size Car	1.5%	-2.1%	-6.2%	-3.4%	0.5%	2.0%	-1.9%
Luxury Mid-Size Utility	-8.0%	-5.8%	-3.6%	-5.3%	-1.1%	-7.1%	-2.4%
Mid-Size Car	-7.8%	-5.9%	-10.8%	-3.0%	-3.5%	-2.8%	-4.6%
Mid-Size Utility	-4.8%	1.8%	-8.8%	-6.4%	-3.2%	-0.5%	-4.7%
Mid-Size Van	-2.4%	17.5%	-15.4%	-1.9%	2.1%	1.6%	-7.9%
Premium Luxury Large Car	-13.5%	-19.6%	-9.4%	-6.7%	5.7%	-1.8%	-7.7%
Subcompact Car	-10.3%	-17.5%	-13.5%	8.5%	-2.4%	-2.1%	-8.6%

^{*}Value differences can be the result of changes in segment mix (i.e. models entering/leaving), model redesigns, and overall market performance.

YTD Change in NADA Used Car Guide Value: January — August 2017

NADA Segment	2010MY	2011MY	2012MY	2013MY	2014MY	2015MY	2016MY*
Compact Car	-10.5%	-11.2%	-11.8%	-8.8%	-5.0%	-9.2%	-7.8%
Compact Utility	-11.4%	-11.5%	-8.8%	-8.0%	-6.0%	-7.7%	-7.6%
Large Pickup	-6.6%	-5.8%	-4.7%	-5.2%	-1.5%	0.5%	-1.3%
Large SUV	-13.3%	-12.9%	-14.9%	-12.0%	-5.8%	-1.5%	-9.5%
Luxury Compact Car	-12.5%	-11.4%	-9.5%	-7.4%	-6.1%	-5.8%	-15.0%
Luxury Compact Utility	-11.2%	-11.0%	-12.1%	-8.5%	-9.4%	-6.5%	-10.7%
Luxury Mid-Size Car	-11.7%	-12.0%	-10.5%	-9.0%	-4.7%	-10.3%	-16.3%
Luxury Mid-Size Utility	-12.6%	-12.1%	-9.4%	-6.6%	-7.9%	-8.5%	-9.9%
Mid-Size Car	-12.4%	-12.6%	-13.6%	-12.5%	-8.4%	-11.1%	-10.7%
Mid-Size Utility	-13.2%	-12.3%	-12.0%	-11.6%	-2.8%	-4.5%	-4.6%
Mid-Size Van	-9.5%	-8.6%	-9.9%	-11.8%	-3.3%	-2.0%	-8.1%
Premium Luxury Large Car	-16.4%	-15.1%	-13.5%	-14.3%	-17.2%	-14.5%	-14.4%
Subcompact Car	-11.2%	-9.6%	-6.8%	-5.4%	-4.0%	-11.8%	-4.3%

^{*}Value movement can be influenced by newly valued vehicles.

AT J.D. POWER VALUATION SERVICES (FORMERLY NADA USED CAR GUIDE)

What's New

J.D. Power is pleased to offer a new **Residual Values** product suite designed to help manufacturers, captive finance companies, and lenders make informed decisions on residual setting, lease support, and risk management. This benchmark product incorporates industry-leading data from three trusted sources. Coupled with a seasoned team of data scientists and analysts, the product suite's sophisticated valuation forecast methodology provides a fresh, reliable approach based on objective expertise and complete transparency.



For more information go to www.nada.com/residualvalues.

On the Road

Learn about the residual value market from *Jonathan Banks, vice president of vehicle analysis and analytics,* at the Automotive Consumer Vehicle Lessors Conference and Expo in New Orleans, Oct. 8-10.

About J.D. Power

J.D. Power is a global leader in consumer insights, advisory services, and data and analytics to help clients measure and improve the key performance metrics that drive growth and profitability. J.D. Power's industry benchmarks, robust proprietary data, advanced analytics capabilities, and reputation for independence and integrity has established the company as one of the world's most well-known and trusted providers of consumer and market insights for more than a dozen industries. Established in 1968, J.D. Power is headquartered in Costa Mesa, California, and has 17 global locations serving North/South America, Asia Pacific, and Europe.

About J.D. Power Valuation Services (formerly NADA Used Car Guide)

J.D. Power Valuation Services (formerly NADA Used Car Guide) is a leading provider of vehicle valuation products, services and information to businesses. Its team collects and analyzes over 1 million combined automotive and truck wholesale and retail transactions per month, and delivers a range of guidebooks, auction data, analysis and data solutions. J.D. Power acquired NADA Used Car Guide in 2015, forming a powerful combination that brings the automotive industry rich data sets, strong analytics and over 130 years of market experience. Residual Values is the first product to be launched by J.D. Power Valuation Services.

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CONSULTING SERVICES

J.D. Power Valuation Services' 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 J.D. Power Valuation Services' 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.

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ADDITIONAL RESOURCES



Guidelines

Updated monthly with a robust data set from various industry sources and J.D. Power Valuation Services' proprietary analysis, *Guidelines* provides the insight needed to make decisions in today's market.



Perspective

Leveraging data from various industry sources and J.D. Power Valuation Services' 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.



White Papers

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