EDMUNDS FORECASTS 16.9M NEW VEHICLE SALES IN 2019

Source: Edmunds
YEAR-OVER-YEAR SALES

Source: Edmunds
FACTORS INFLUENCING 2019 SALES PACE

- Strong Economic Indicators
- Finance Rates
- High Inventory
- Pressure from Used
PRIMARY ECONOMIC INDICATORS REMAIN STRONG

Source: CBO.gov, University of Michigan,
INCREASING INTEREST RATES HINDER AFFORDABILITY

Source: Edmunds, FRED Federal Reserve Bank of St. Louis
SUMMER SALES SEEK TO RIGHTSIZE INVENTORY

Source: Edmunds
USED VEHICLES CREATE COMPETITION FOR NEW

Source: Edmunds
LEASING
LEASE PENETRATION AT RECORD LEVELS

Source: Edmunds
COST OF LEASING ON THE RISE

Source: Edmunds
LUXURY LEASE RATES REMAIN HIGH BUT ARE STAGNATING

Source: Edmunds
GREEN CARS
TESLA OFFERING DEALS TO BOOST DEMAND

Source: Edmunds
GREEN CARS ON PACE FOR RECORD YEAR

Source: Edmunds
EVs STILL HAVE LIMITED AUDIENCE

Source: IHS Markit
CAFE REVISIONS LEAVE INDUSTRY AT CROSSROADS

Source: EPA
THANK YOU