



Used Market Update – January 2026

FEBRUARY 12, 2026

Retail transaction prices declined -4.4% month-over-month in January following December's year-end lift, reflecting typical seasonal recalibration rather than demand weakness.

Wholesale pricing increased 1.7% over the same period, resulting in a modest compression of the retail–wholesale spread while preserving overall margin stability.

Used gross and F&I profit improved 4.5% from December, indicating stable execution despite lower average transaction prices.

Days-to-turn declined to 49 days from December's peak of 51, reflecting improved early-year inventory flow.

Retail sales rose nearly 18% year-over-year, marking the strongest January in the past five years and signaling sustained buyer engagement.

Overall supply conditions remain stable entering 2026, even as younger vehicle cohorts begin to gradually rebuild.



Industry Level Insights



Used retail prices declined -4.4% m/m in January, reflecting a pronounced post-holiday reset following December's year-end lift.

Despite the larger month-over-month pullback, price levels remain elevated relative to much of 2024 and early 2025, preserving a firmer baseline entering early 2026.

Pricing pressure remains uneven across the market, with affordability dynamics weighing more heavily on select segments, while higher-quality inventory continues to perform more consistently.

Used Market Report

Used Retail Prices Sector



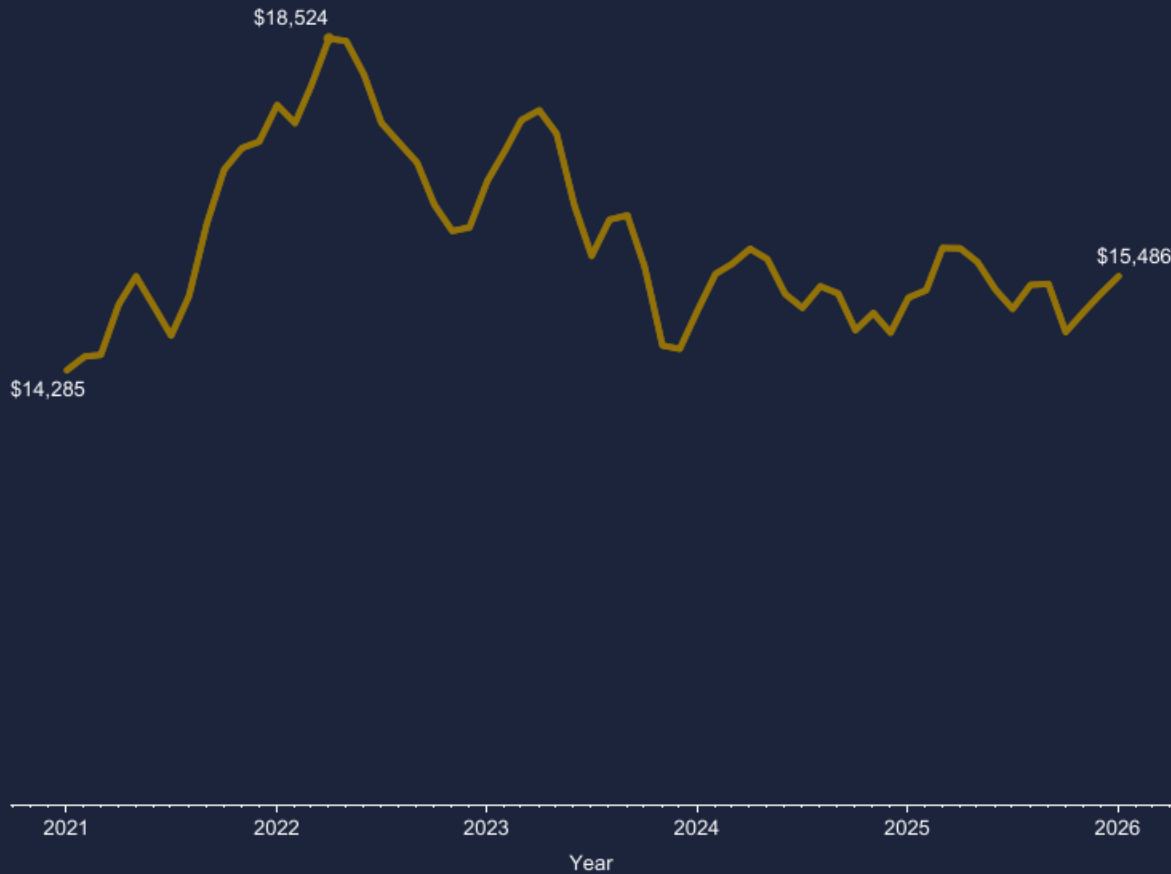
Mass Market & Premium Insights

SECTOR	M/M CHANGE	Y/Y CHANGE	YTD Y/Y CHANGE
MASS MARKET	-3.8% -\$1,069 ▼	2.2% \$579 ▼	2.2% \$579 ▼
PREMIUM	-4.7% -\$1,946 ▼	2.2% \$835 ▼	2.2% \$835 ▼

January retail price declines were broad-based across sectors, aligning with typical reset patterns following December's year-end lift.

Premium segments again showed larger month-to-month volatility, consistent with historical January behavior rather than a shift in demand fundamentals.

Mass Market pricing declined at a pace similar to recent years, reinforcing that early-year softness reflects normalization, not emerging stress.



Industry Level Insights



Wholesale prices increased modestly (+1.7% m/m) in January, defying typical January softness and signaling continued upstream discipline.

Price movement remained orderly, reflecting continued buyer engagement with disciplined bidding behavior.

Firm wholesale pricing helped buffer sharper retail price declines, supporting a retail–wholesale spread that remains constructive entering early 2026.



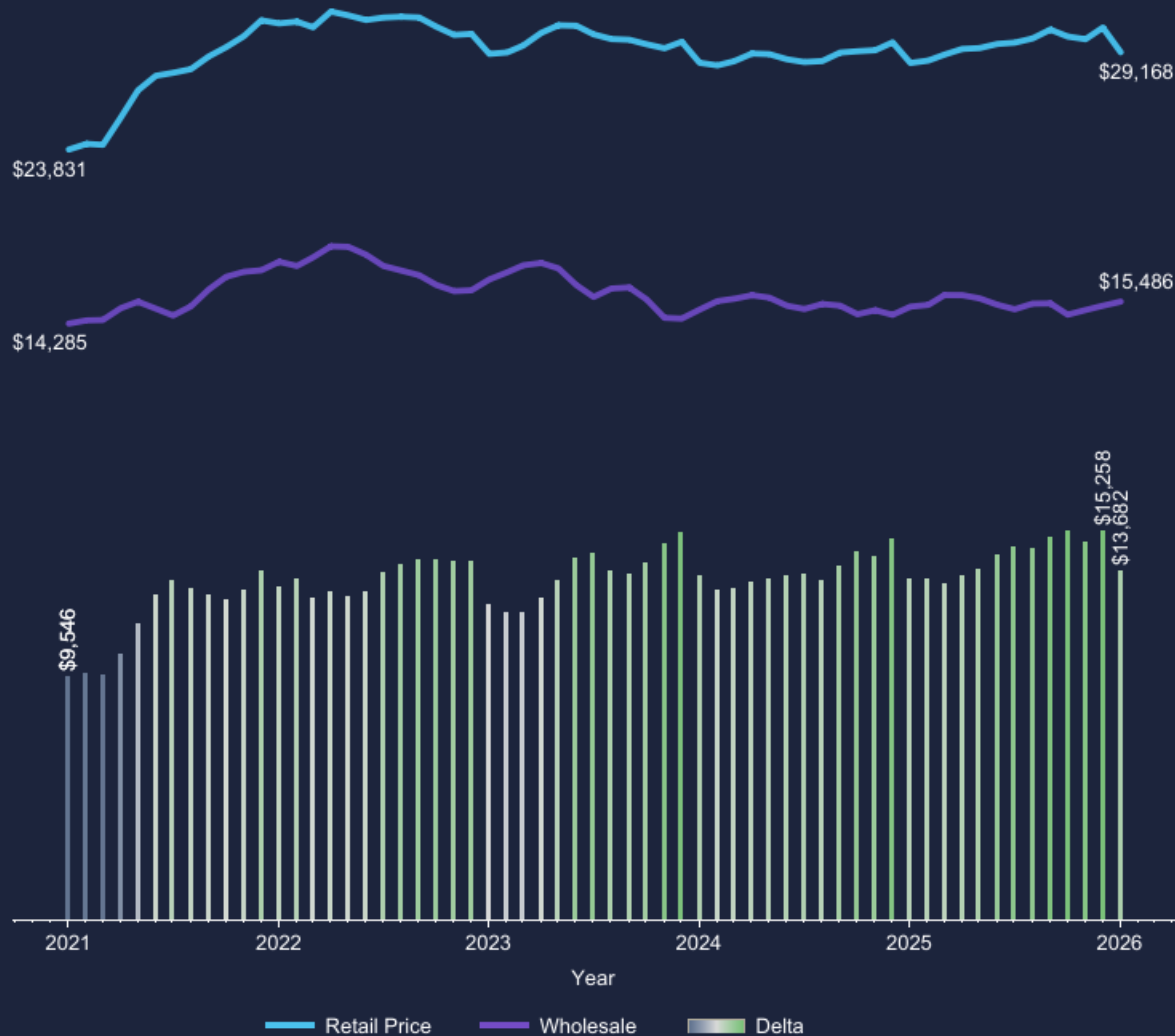
Mass Market & Premium Insights

SECTOR	M/M CHANGE	Y/Y CHANGE	YTD Y/Y CHANGE
MASS MARKET	1.9% \$275 ↓	2.1% \$301 ↓	2.1% \$301 ↓
PREMIUM	0.0% -\$9 ↑	0.1% \$15 ↓	0.1% \$15 ↓

Mass Market wholesale values increased modestly in January, while Premium pricing remained essentially unchanged.

The limited sector movement suggests stable upstream demand across both categories.

No sector-specific price pressure emerged, reinforcing steady wholesale conditions entering 2026.

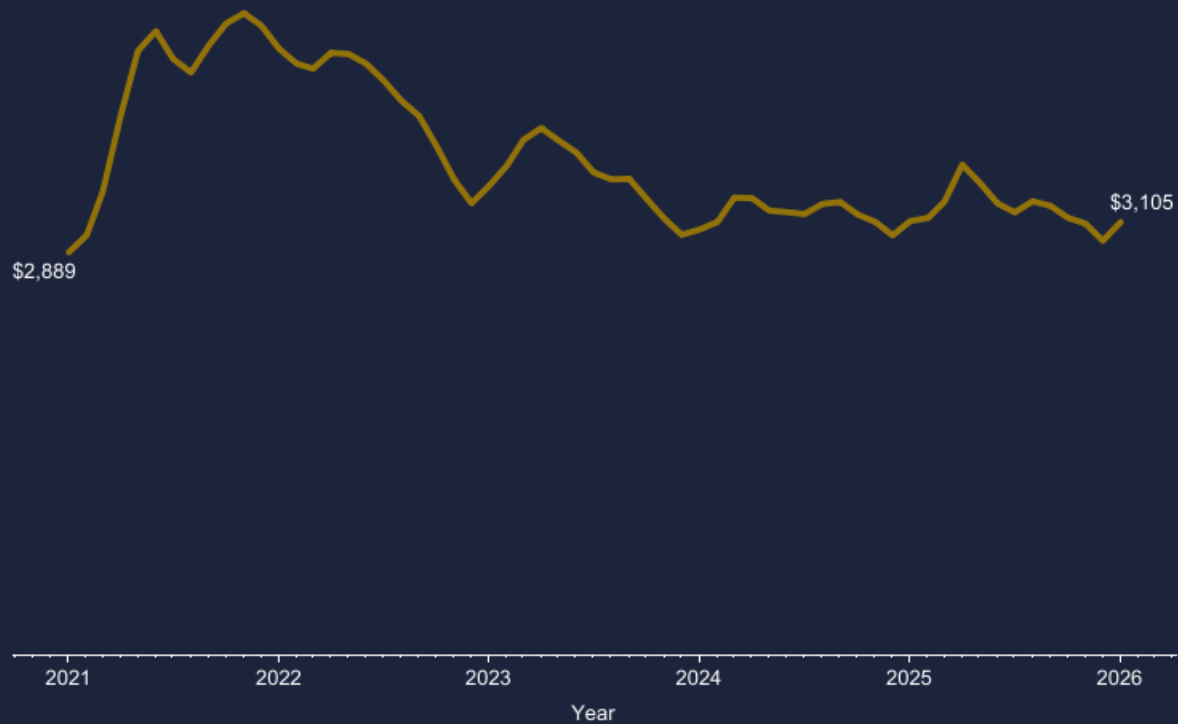


Industry Insights

Retail prices adjusted more sharply than wholesale in January, pulling back from year-end highs.

Wholesale pricing remained firm, helping absorb retail adjustments and limiting margin compression.

The resulting pricing relationship reflects normalization rather than structural change, reinforcing that early-2026 outcomes are being shaped by acquisition discipline, pricing accuracy, and inventory flow.

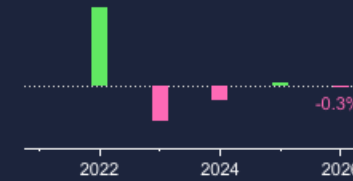


Industry Level Insights

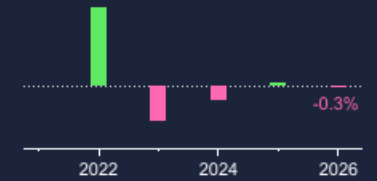
M/M CHANGE
4.5% \$133 ↘



Y/Y CHANGE
-0.3% -\$9 ↘



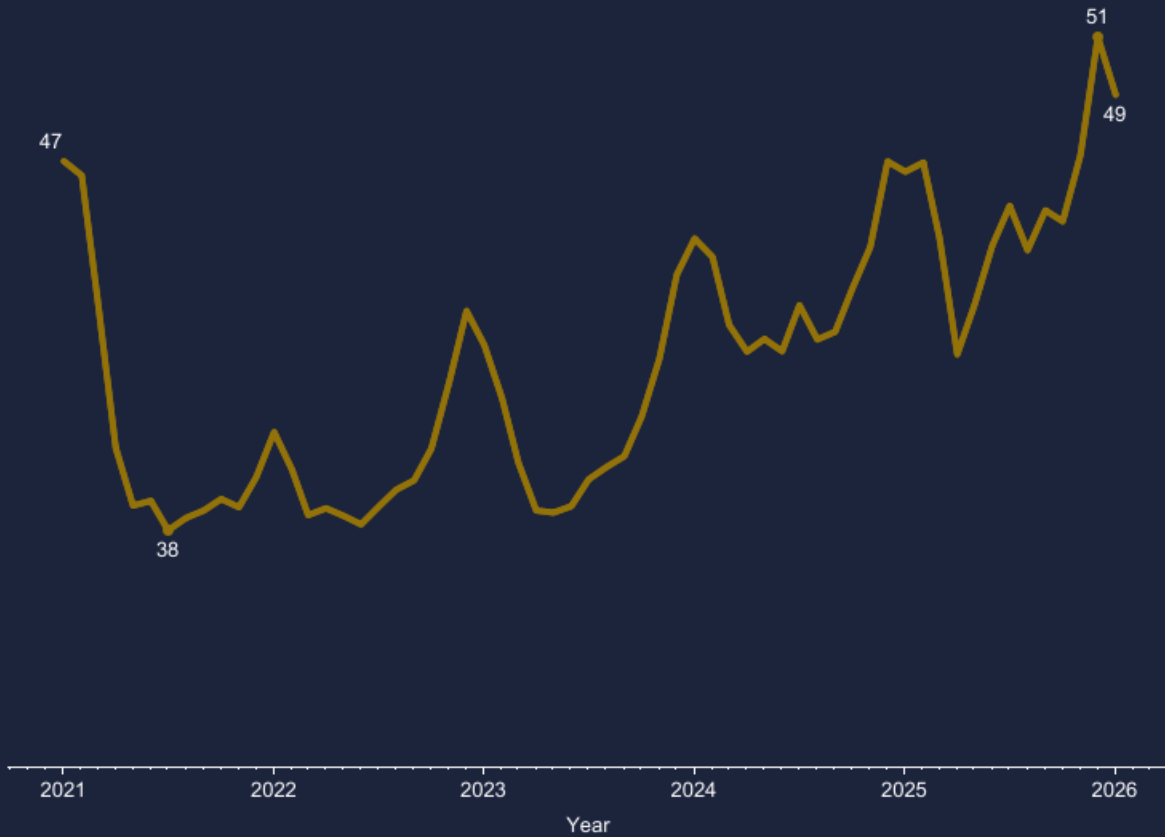
YTD Y/Y CHANGE
-0.3% -\$9 ↘



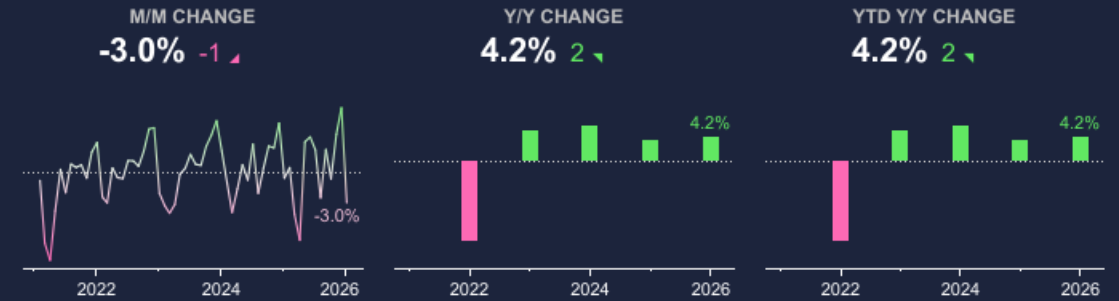
Used gross and F&I profit improved in January following December's seasonal trough, aligning with typical early-year patterns.

Despite retail price normalization, profit per unit remained in line with recent January levels, indicating margin resilience.

Stable profitability reinforces that January adjustments were manageable and execution-driven rather than margin-disruptive.



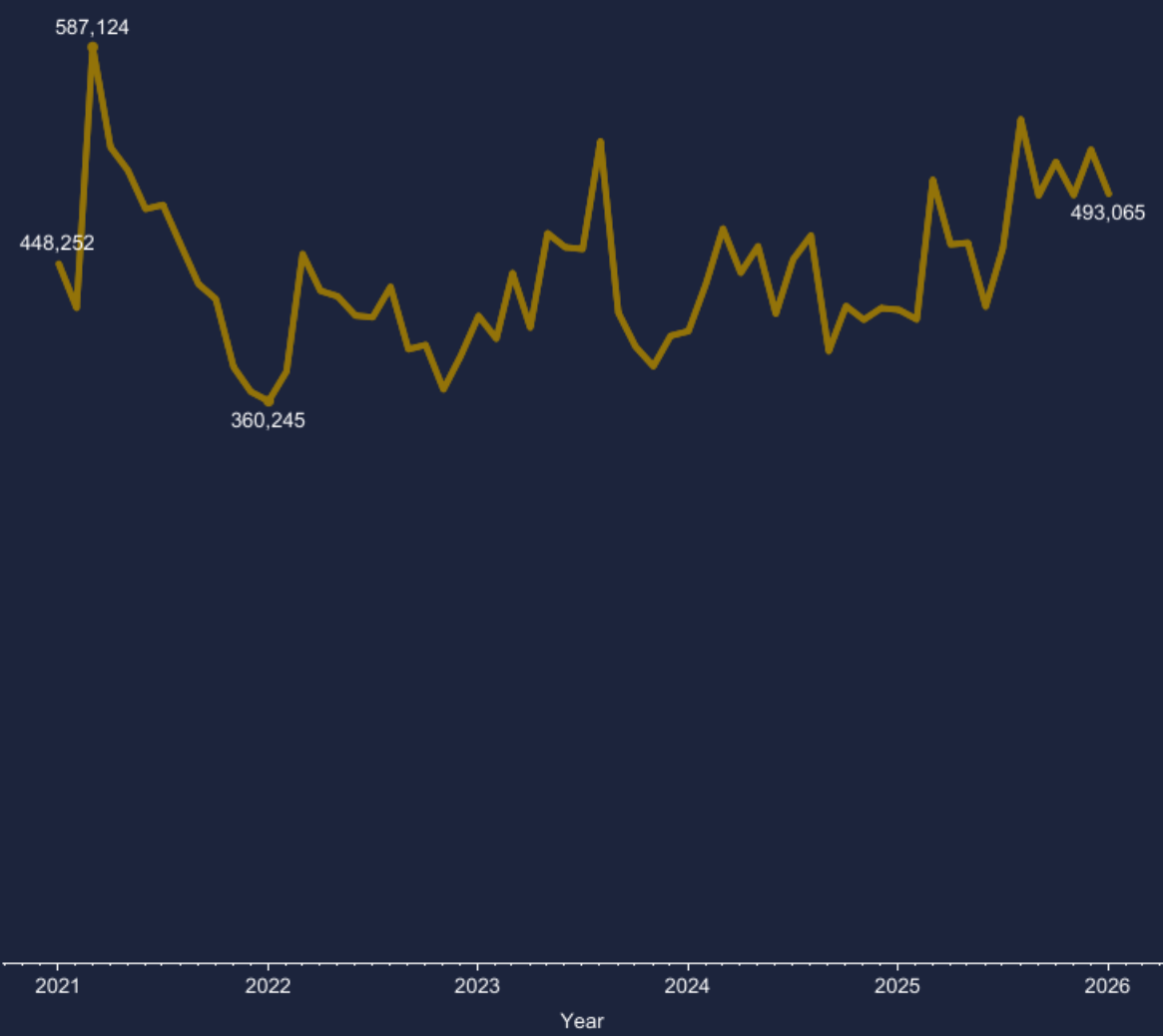
Industry Level Insights



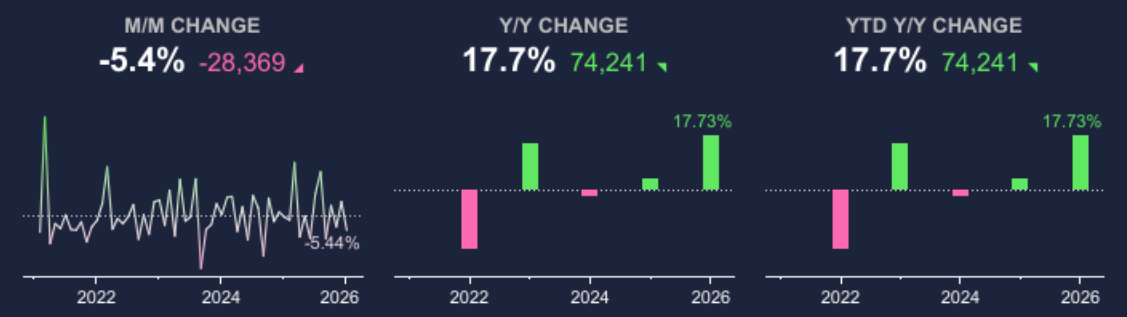
Days-to-turn declined in January from December's elevated year-end level of 51, indicating improved inventory flow early in the year.

At 49 days, turn rates are marginally higher than a year ago, but below December's recent peak.

Current levels suggest inventory is clearing efficiently, without signs of emerging demand weakness.



Industry Level Insights

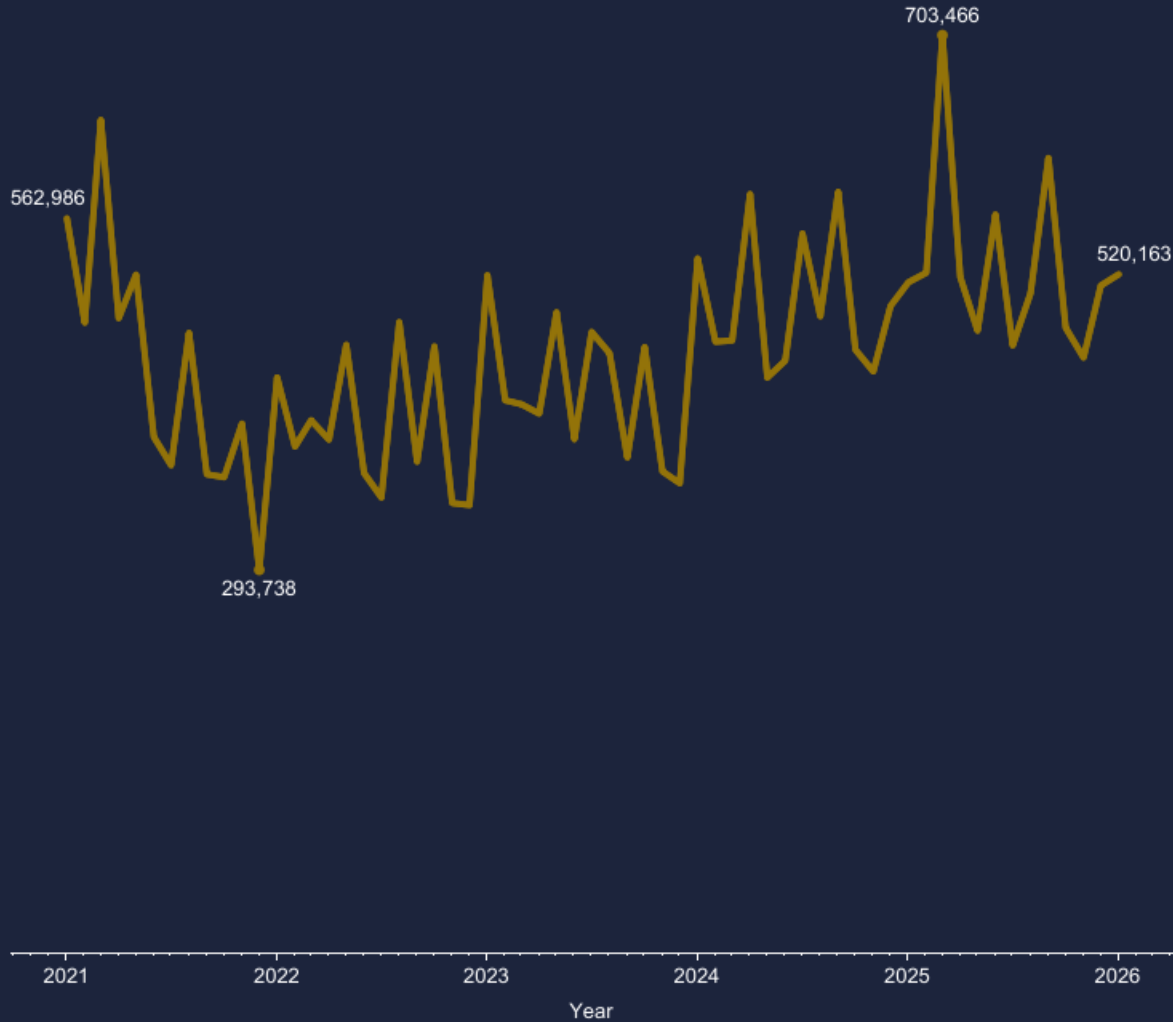


Used retail sales declined modestly from December's strong year-end level, consistent with normal seasonal patterns.

At nearly 493,000 units, January sales increased +17.7% over January 2025 and represent the strongest January in recent years.

Strong January volume indicates sustained buyer activity even as average transaction prices declined from year-end levels.

Used Market Report Wholesale Sales Industry



Industry Level Insights



Wholesale auction volume increased modestly in January, rising slightly from December's level.

January volume was largely in line with year-ago levels, reflecting stable upstream supply conditions.

Steady auction activity alongside stronger retail sales suggests a balanced market environment without evidence of supply disruption.

Used Market Report Used Supply

Supply Levels Remain Stable as Younger Vehicle Cohorts Gradually Rebuild

