

# 2024 Mid-Year Review

CarGurus Market Intelligence



# Mid-Year Trends

1

## Sedan sweet spot

Sales demand for the body style is up 17% YoY, with the Toyota Corolla, Honda Civic, and Nissan Sentra leading in demand.

2

## 2023 models in focus

With 2025 models rolling onto lots, 2023 styles still comprise 5.8% of new car listings. Models with the highest supply include the Ram 1500, Chevrolet Silverado 1500, and Jeep Gladiator.

3

## Oversupply of new EVs cooling prices

The market days supply for new EVs is 117, compared to 78 for internal combustion engine vehicles and 54 for hybrids. The average price of a new EV is down 9% from its January 2023 high.

4

## Buyers in New York have best used options

The state has the highest concentration of quality, affordable used car listings compared to the U.S. rate, with a 27.1% share vs. 20.5% nationally.

# Key data points from Q2

+75%

Increase in new EV listings YoY

+36%

New searches under \$30k

+26%

Used searches under \$10k

-45%

Decline in used EV prices since June 2022

-12%

Potential further price declines for used vehicles

-7%

Potential further price declines for new vehicles

# What's happening with prices

# Buyers are increasingly looking for an affordable vehicle

+36%

## New searches under \$30k

Consumers are increasingly searching for a more affordable vehicle with searches for new vehicles priced under \$30k have increased 35% YoY despite vehicles in this price range accounting for just 13% of listings.

+26%

## Used searches under \$10k

Similarly consumers have increased their searches for vehicles priced under \$10k even with those vehicles being older and with higher mileage compared to pre-pandemic options.

+12%

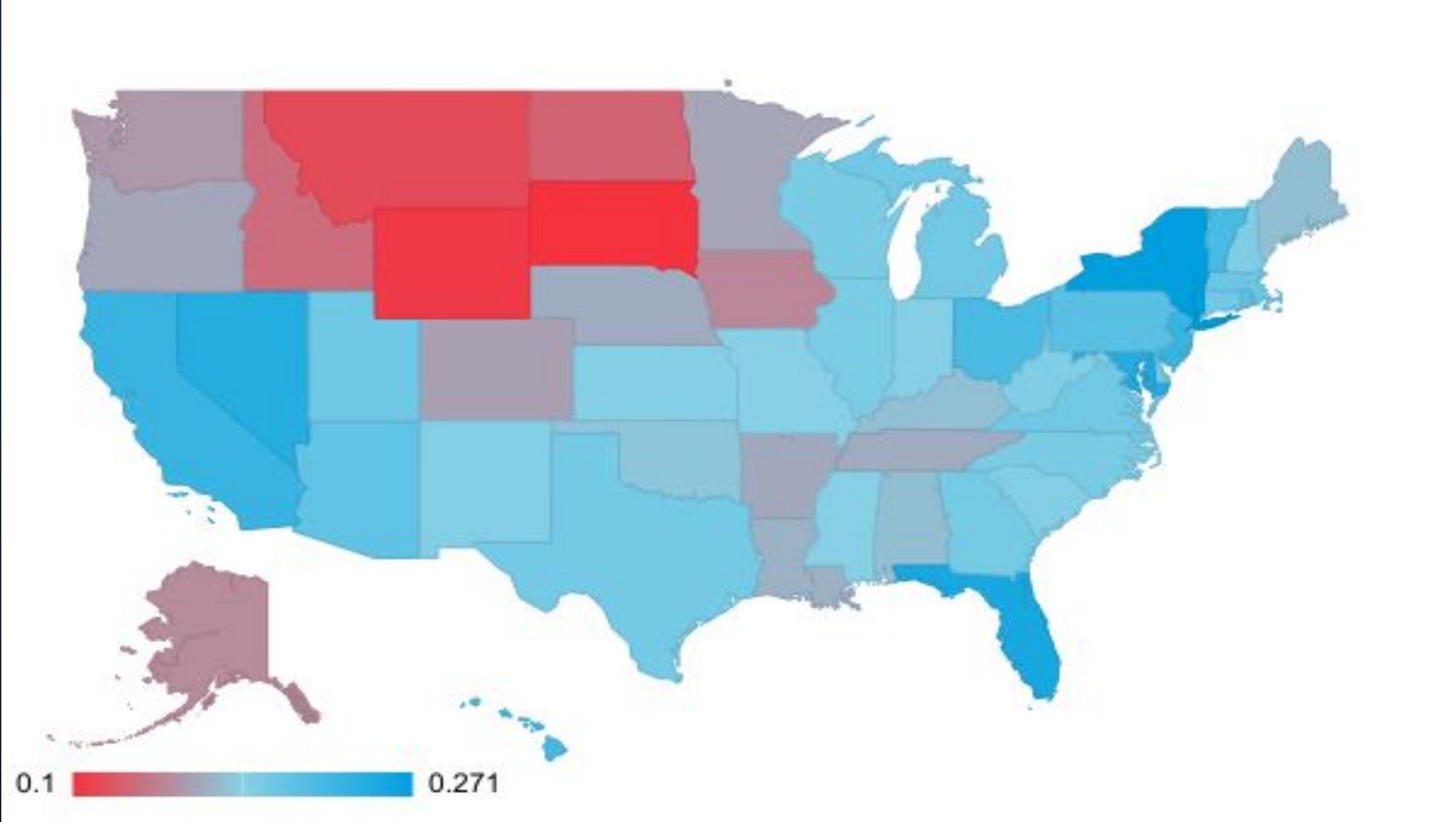
## Used searches \$20 - \$30k

A final range that is seeing an increase is used vehicles between \$20-\$30k where consumers seem to be looking for the elusive affordable vehicle

# Looking for an affordable vehicle? New York might be your best option

## New York, Florida, and Maryland take the top three spots

US: Affordable\* used vehicles % by state  
2024 YTD



20.5%

Nationwide % of affordable used vehicles

27.1%

New York % of affordable used vehicles

10%

South Dakota % of affordable used vehicles

# These models saw the largest price declines during Q2

## A mix of EVs and light trucks saw largest declines

Top 10 quarterly price declines new models  
June 2024 vs December 2023

Make/Model	June 2024 ALP	% Decline
Chrysler Voyager	\$39,276	-19.0%
Chevrolet Blazer EV	\$49,455	-17.6%
Ford E-Transit	\$47,903	-14.6%
Volkswagen ID.4	\$43,364	-12.2%
Hyundai Kona Electric	\$34,861	-11.7%
Ford Mustang Mach-E	\$50,179	-11.1%
Ford Bronco Raptor	\$90,823	-10.6%
RAM 5500 Chassis	\$79,297	-9.2%
Mercedes-Benz G-Class	\$212,868	-8.8%
Kia EV9	\$64,403	-8.7%

## EVs lead on used price declines

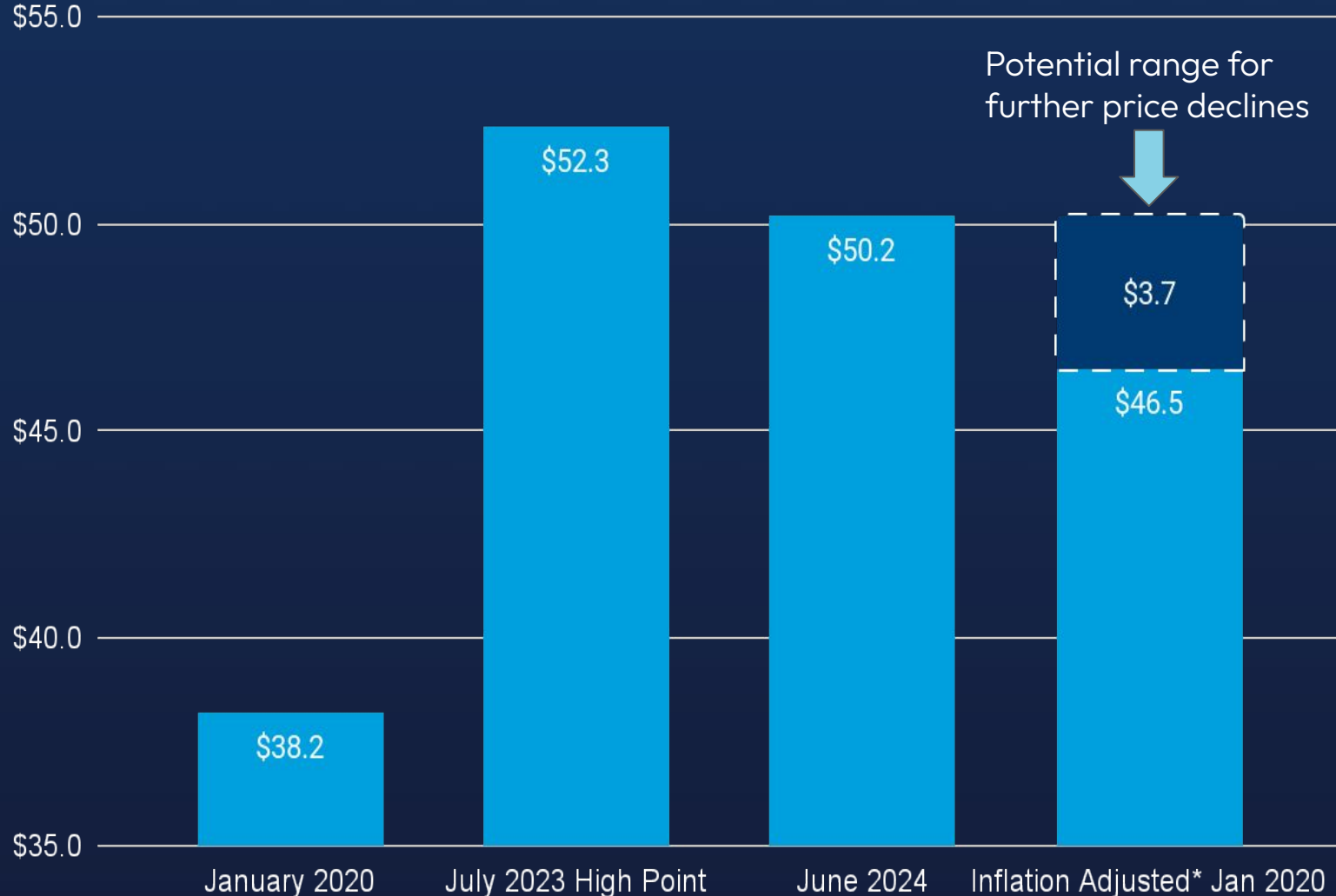
Top 10 quarterly price declines used models\*  
June 2024 vs December 2023

Make/Model	June 2024 ALP	% Decline
Chevrolet Bolt EUV	\$21,379	-20.4%
Subaru Solterra	\$32,018	-19.9%
Tesla Model 3	\$25,767	-18.8%
Mercedes-Benz EQS	\$76,326	-18.3%
Mercedes-Benz Sprinter Cargo	\$53,194	-18.1%
Volkswagen ID.4	\$27,290	-17.9%
Hyundai Kona Electric	\$21,752	-17.5%
Nissan Ariya	\$32,898	-17.4%
Ford E-Transit	\$38,018	-16.8%
GMC Hummer EV Pickup	\$105,791	-16.7%

# Inflation continues to eat away at potential price declines

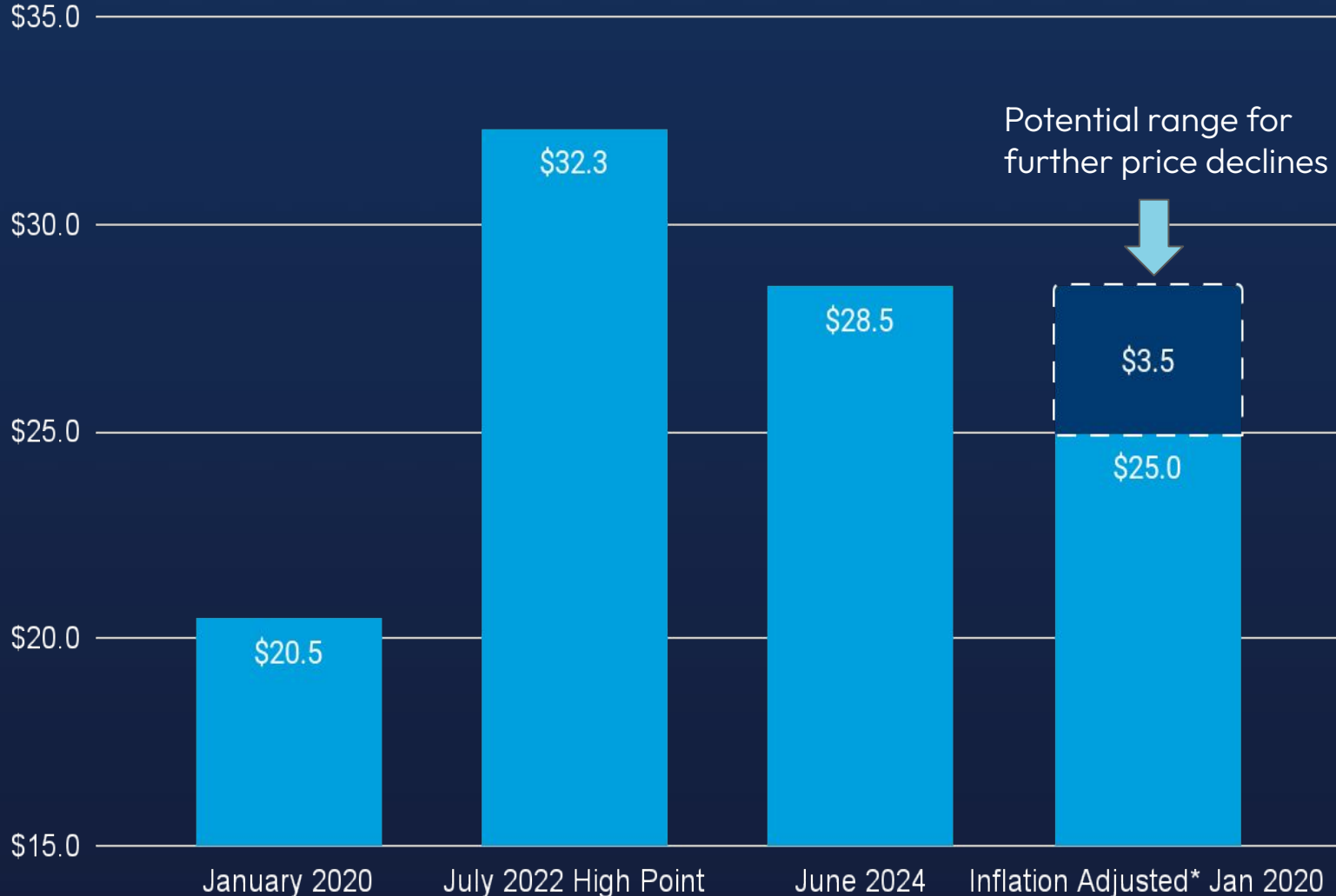
## New prices rose, creating slightly more room

New average list price journey  
January 2020 - June 2024



## Inflation has reduced potential used declines

Used average list price journey  
January 2020 - June 2024



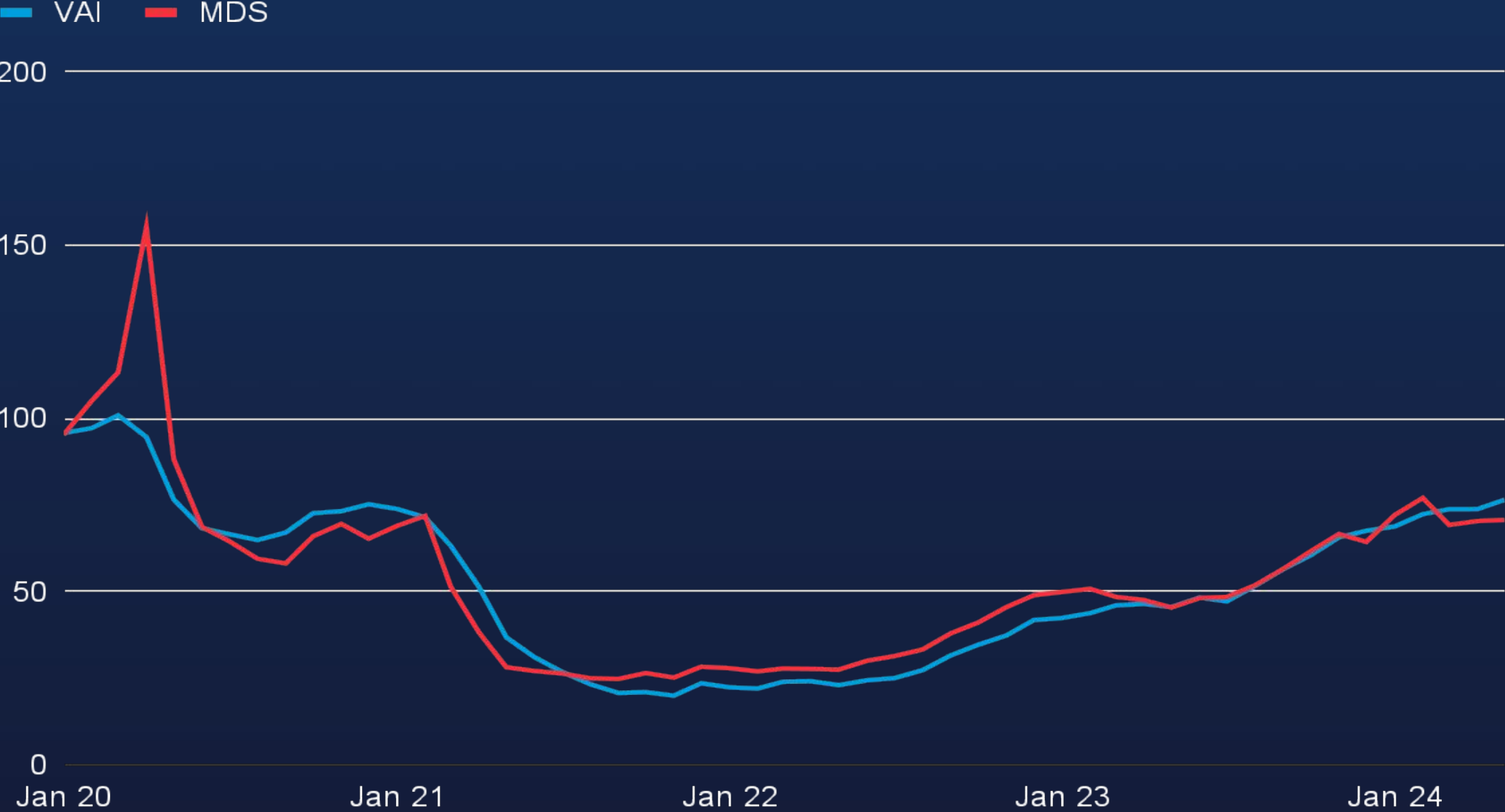


# What's happening with inventory

# Market days supply rising inline with inventory

## New inventory is nearing post-COVID targets suggested by OEMs

US: New CarGurus Vehicle Availability Index\* (VAI) & Market Days Supply (MDS)  
January 2020 - June 2024



+68%

YoY % increase in VAI

+62%

YoY % increase in MDS

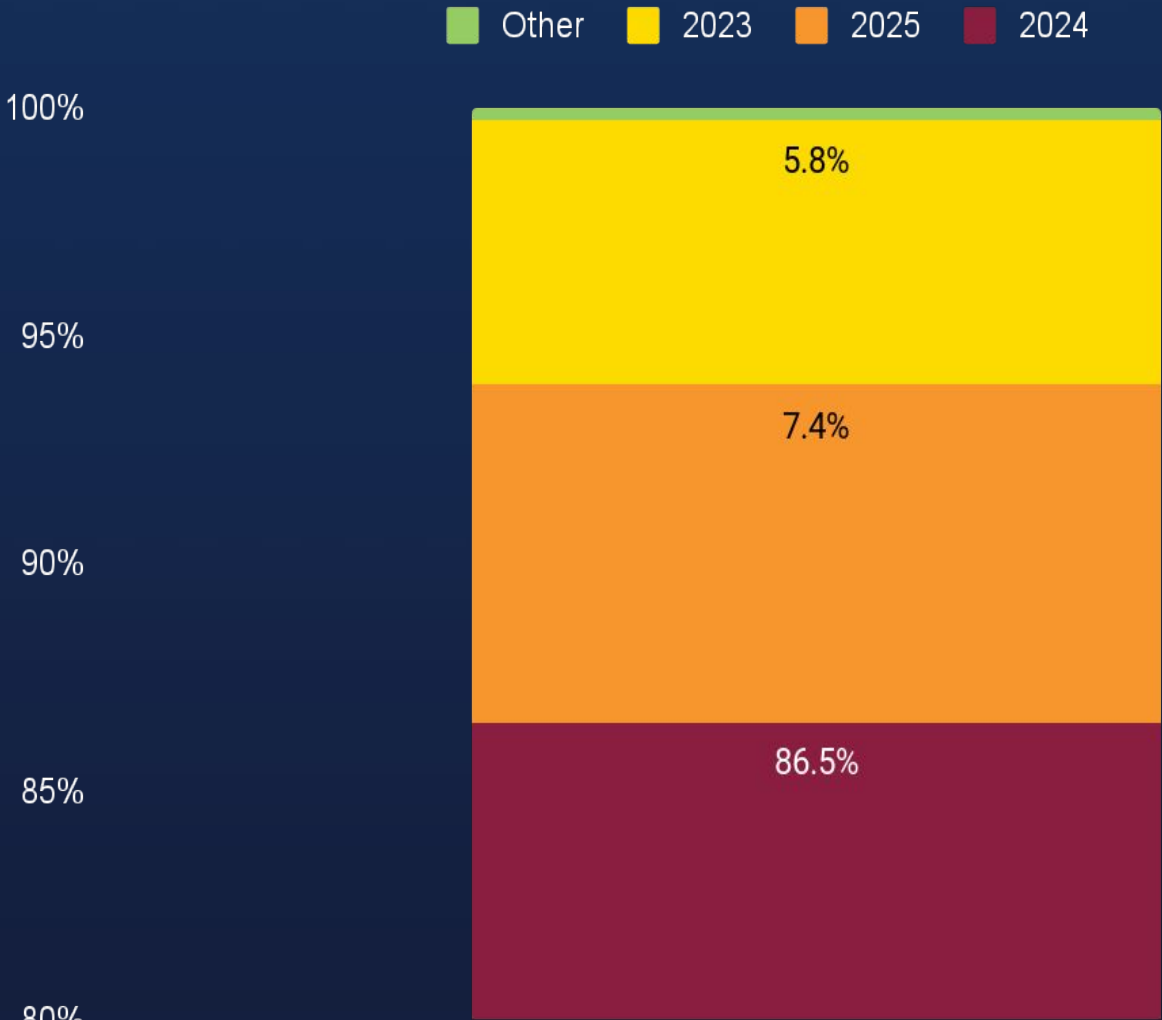
+9.8%

Increase in new vehicle demand YTD

# Rising inventory is also creating more opportunities for deals

## Nearly 6% of listings are 2023 model year

New listings by model year  
June 2024



## Models with a high MDS could have a discount

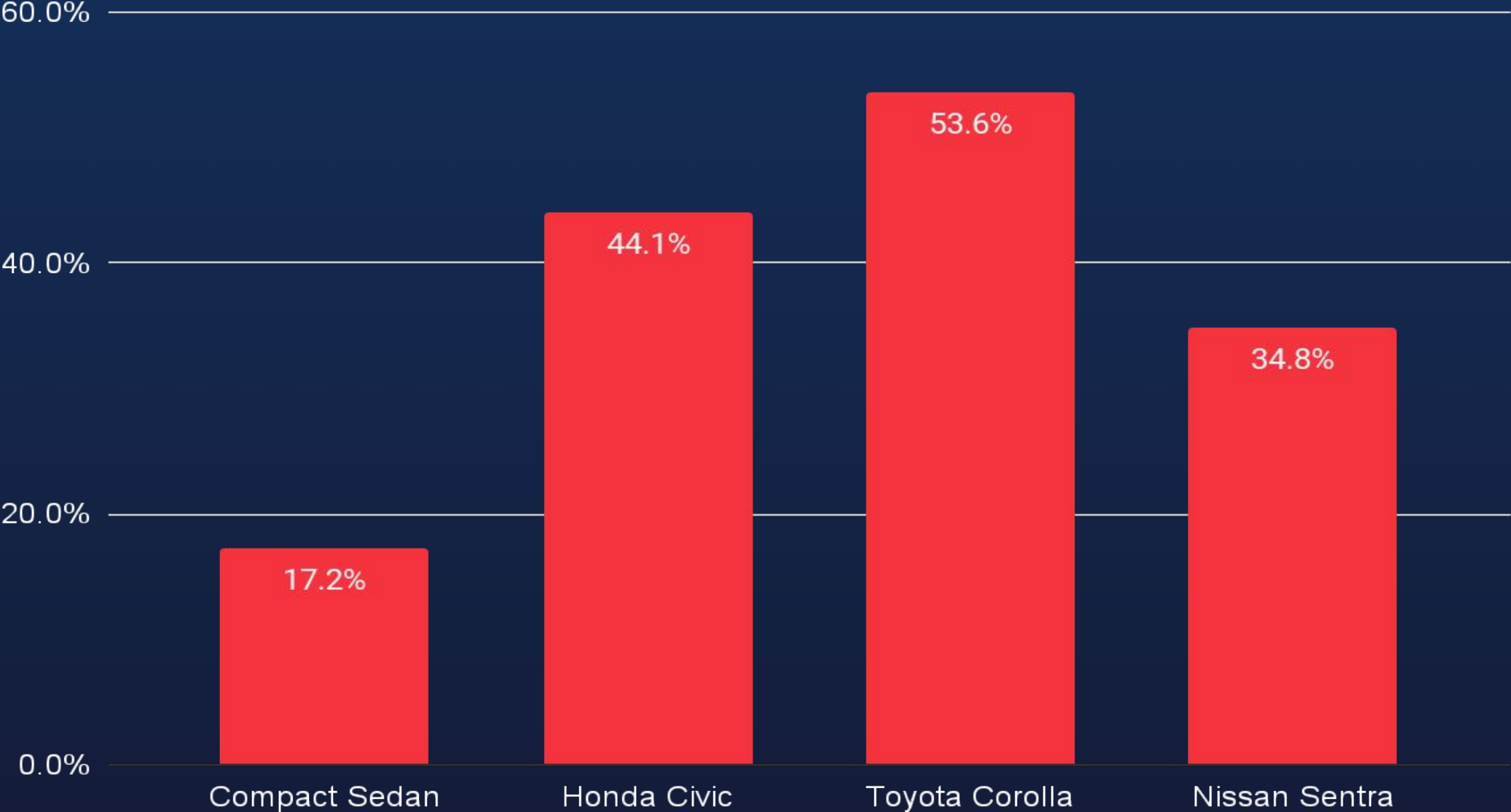
Top 10 2023 model year vehicles available  
June 2024

Make/Model	June 2024 ALP	MDS
RAM 1500	\$49,955	140.9
Chevrolet Silverado 1500	\$65,848	129.5
Jeep Gladiator	\$51,962	116.1
Dodge Challenger	\$51,915	77.5
Dodge Charger	\$44,189	72.5
Ford F-150 Lightning	\$68,290	70.1
Ford Bronco	\$57,517	63.0
Ford Mustang Mach-E	\$49,271	57.1
Ford F-150	\$59,053	50.8
Buick Envision	\$38,016	48.1

# Compact sedans are seeing a sales boost as consumers look for value

## Top selling models are seeing significant YoY gains

US: Compact sedan and select models YoY % increase in vehicle departures  
2024 YTD vs 2023 YTD



+17%

Increase in compact sedan sales YoY

\$29.6k

Average list price of compact sedans

67

Avg MDS of compact sedans

# Late model year vehicles will be more challenging to find

## 2022 model year vehicles in particular might be challenging to find

US: Model year listings on CarGurus  
2015 - 2023 model years (indexed to 2015 model year)



11%

2022 model year used listings % of total

50

MDS of 2022 model year used listings

\$38k

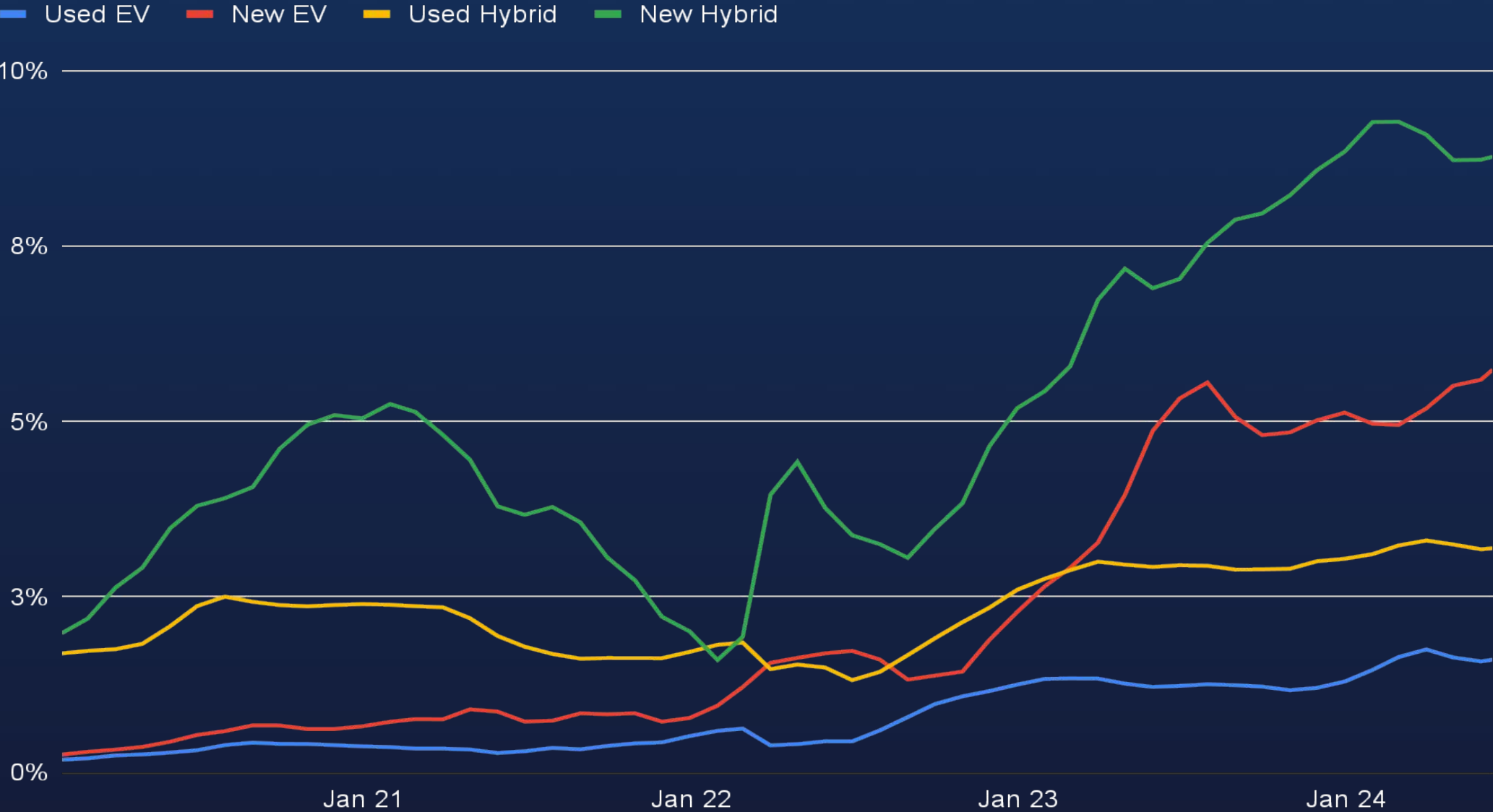
Avg price of used 2022 model year listings

# What's happening with clean cars

# Despite focus on EVs, hybrids continue to outpace them

## Hybrids are approaching nearly 10% of total listings

New and used green listings % of total listings  
January 2020 - June 2024



**+103%** Increase in new hybrid listings YoY

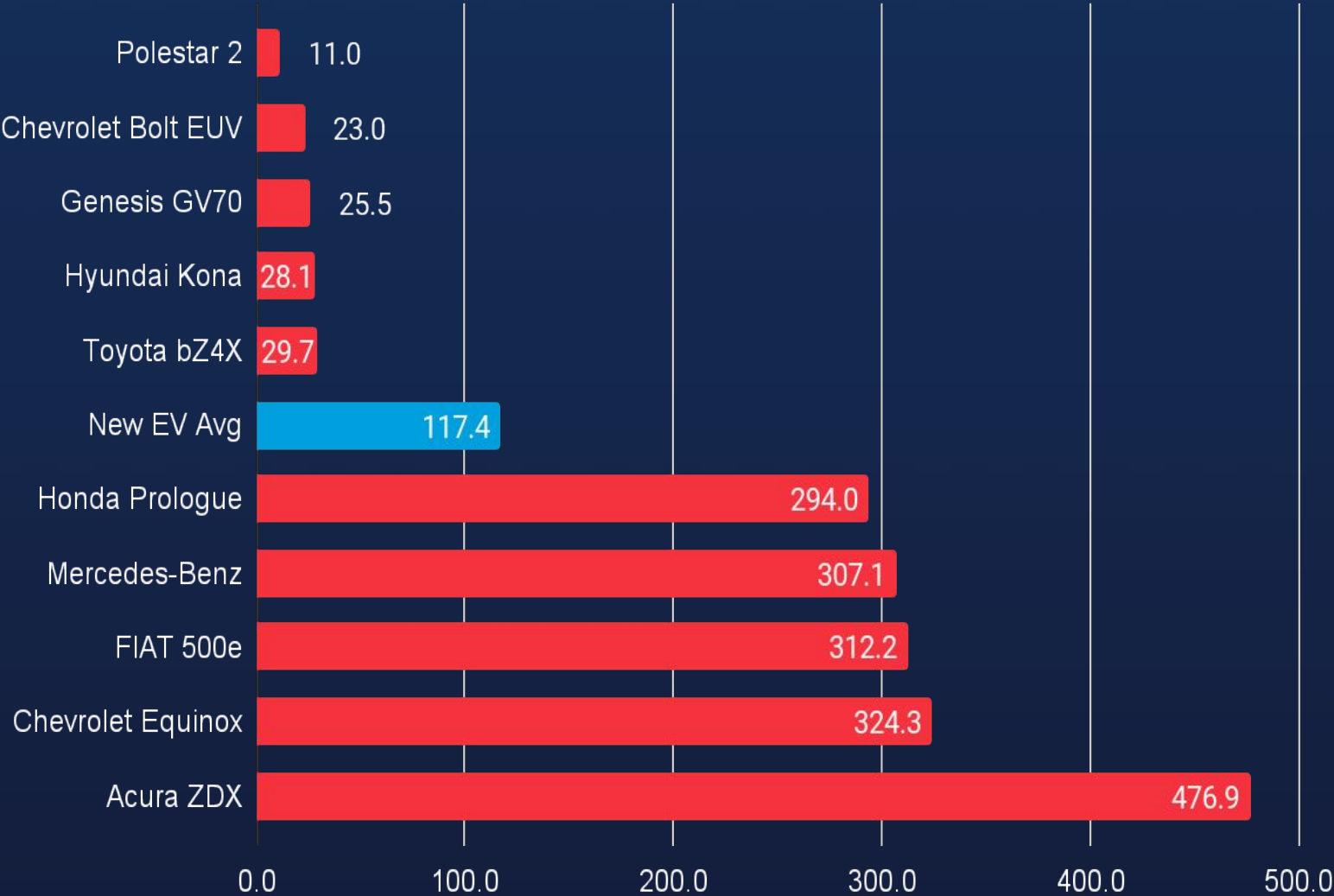
**+75%** Increase in new EV listings YoY

**+31%** Increase in used EV listings YoY

# New EVs are highly oversupplied compared to demand

## Select new EVs are relatively hard to find

Top/bottom new models for days supply EV  
June 2024



## Used EV inventory is much more balanced

Top/bottom new models for days supply EV  
June 2024

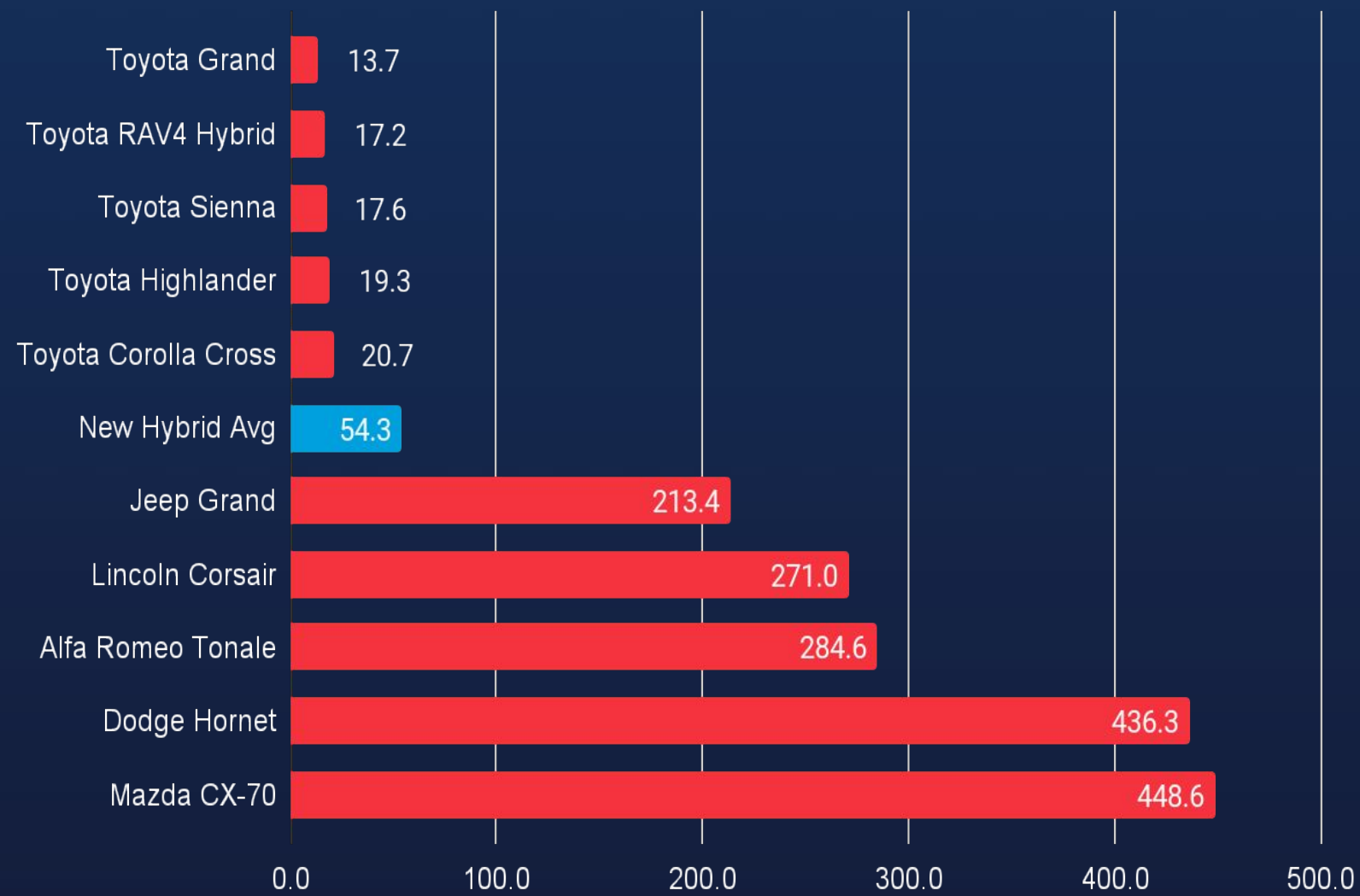




# Finding a hybrid is more challenging than an ICE or EV

## Hot hybrid models are difficult to come across

Top/bottom new models for days supply hybrid  
June 2024



## Used hybrid supply is closely mirroring that of EVs

Top/bottom used models for days supply hybrid  
June 2024



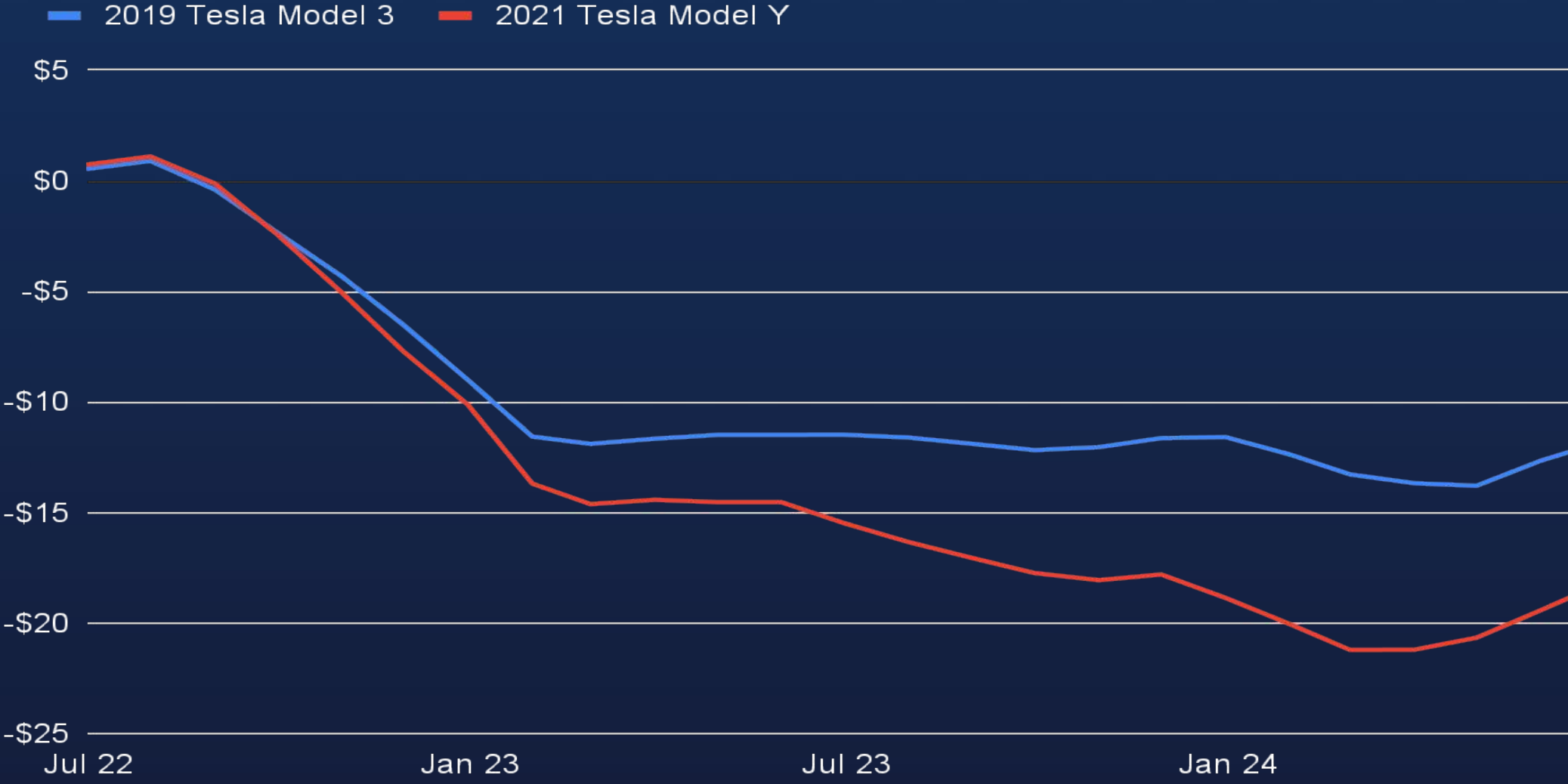
# EVs purchased in June 2022 have seen significant declines in value

## Buyers at market peak could have loans that are \$20k underwater

Loan principal balance less average list price for select models  
June 2022 - June 2024

-45%

Decline in used EV prices since June 2022



-\$19k

2021 Model Y potential loan underwater

-\$12k

2019 Model 3 potential loan underwater

# Mid-Year Market Check

# What else we're watching for the remainder of the year

1

## Interest rate limbo

Hopes that we could see multiple rate cuts this year have been dashed with the outlook for just a single cut at the end of 2024. However relief is still likely coming as the Fed foresees up to 4 cuts in 2025.

2

## Price relief coming?

Vehicle prices normally moderate in the second half of the year, particularly for used. This could help offset high interest rates and rising auto insurance rates.

3

## How high will it go?

New inventory levels are already approaching the upper bounds discussed by OEMs during the depths of the semiconductor shortage. Will OEMS be able to maintain control or will old habits return?

4

## Hybrids in spotlight

Our prediction that 2024 could be the year for hybrids looks to be coming through as OEMs increase production and sales soar. The question now is how high could they fly.

# About this Presentation

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