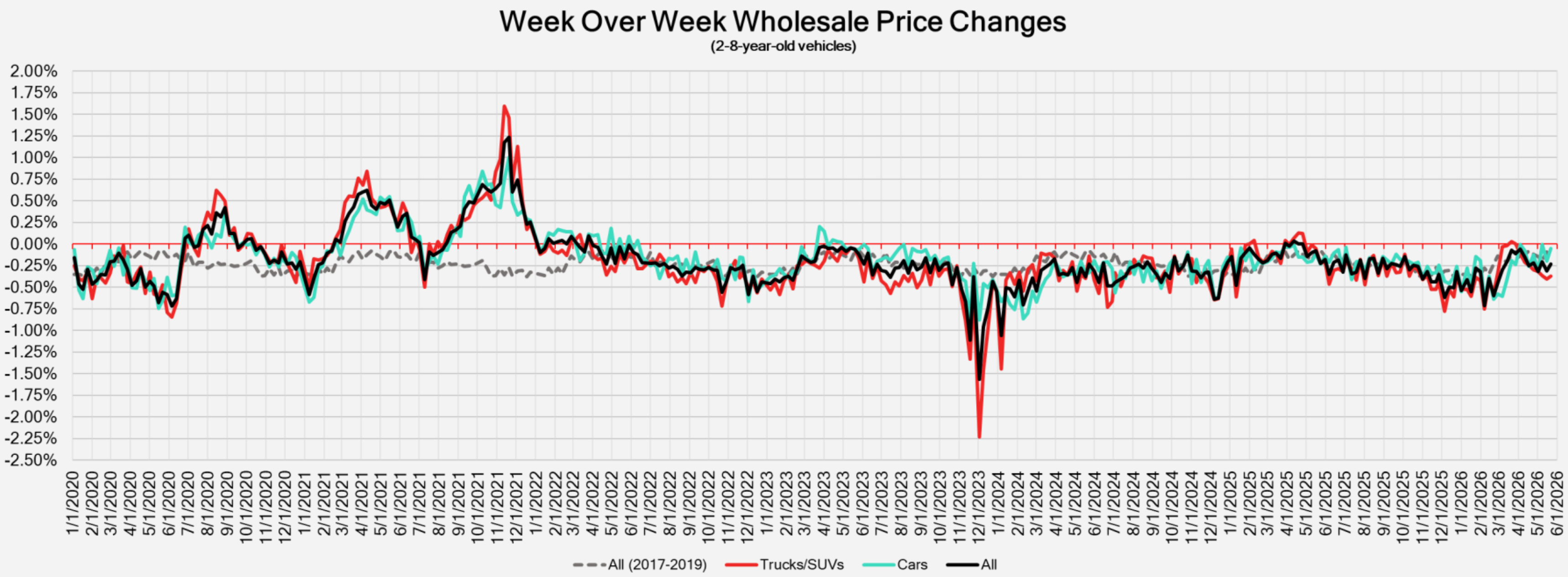
Wholesale Prices, Week Ending May 23rd ,2026

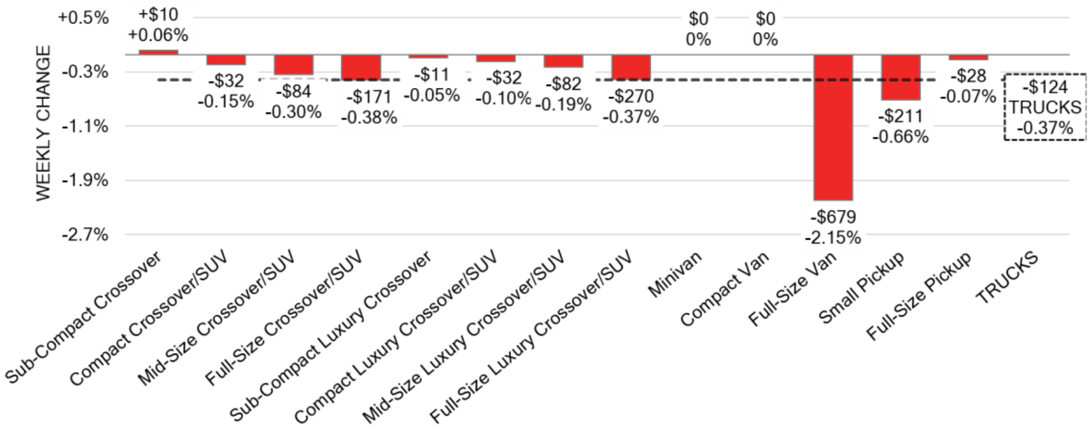
The Canadian used wholesale market saw a decline of -0.23% in pricing for the week. Car segments prices decreased by -0.05% while the Truck/SUV segments decreased by -0.37%. Overall Premium Sporty Car segment saw the biggest increase of +0.13%. The largest declines in the Car segments were seen in Sub-Compact Car at -1.01% and Compact Car with -0.29%. The largest declines in the Truck/SUV segments were Full-Size Van with -2.15% followed by Small Pickup at -0.66%.

	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.05%	-0.20%	-0.07%
Truck & SUV segments	-0.37%	-0.40%	-0.08%
Market	-0.23%	-0.32%	-0.07%



Car Segments

Truck / SUV Segments



- Last week prices edged lower, with cars down 0.05% overall.
- The largest declines were seen in Sub-Compact Car (-1.01%), Compact Car (-0.29%), and Near Luxury Car (-0.23%).
- The smallest decreases were Prestige Luxury Car (0.00%), Mid-Size Car (-0.04%), and Sporty Car (-0.10%).
- Two segments noted an increase. Those were Premium Sporty Car (+0.13%) and Luxury Car (+0.01%).

- Last week values softened, with trucks down 0.37% overall.
- The largest declines were Full-Size Van (-2.15%), Small Pickup (-0.66%), Full-Size Crossover/SUV (-0.38%), and Full-Size Luxury Crossover/SUV (-0.37%).
- The smallest decreases were Full-Size Pickup (-0.07%), Sub-Compact Luxury Crossover/SUV (-0.05%), Compact Luxury Crossover/SUV (-0.10%), and Compact Crossover/SUV (-0.15%).
- The increase was seen in Sub-Compact Crossover (+0.06%).

Wholesale

The Canadian market continues its downward trend, with a softer decline compared to last week. Car segment values experienced a 0.15% shift, resulting in an overall decline of –0.05%. Truck segment values presented a 0.03% change, resulting in a –0.37% decrease. Approximately 27 % of market segments saw average value movements greater than ±$100. Auction sale rates across watched lanes ranged from 15.1% to 64.3%, resulting in a 36.3% average. Fluctuations in auction performance continues, driven by political conditions and sellers standing firm on floor prices. Auction inventory has returned to normal levels; however upstream channels continue to hold priority sale access to inventory. Buyer demand for high-quality vehicles at auctions on both sides of the border persists.

Used Retail Prices & Listing Volume

The average listing price for used vehicles is slightly increasing, as the 14-day moving average was at $37,800. This analysis is based on approximately 200,000 used vehicles listed for sale on Canadian dealer lots.

Market Insights

Economics & Government

- Inflation rose to 2.8% in April, up from 2.4% in March as energy prices related to the conflict in the Middle East drove up the cost of fuel.
- Retail sales increased by 0.9% in March, as the higher price of fuel boosted volumes.
- The yield on Canadian 10-year government bonds have decreased slightly to 3.38%.
- The Canadian dollar is around $0.726 this Monday morning, a slight decrease from $0.730 a week prior.

U.S. Market

- The pressure on the used vehicle market persisted last week, as overall depreciation accelerated compared to the prior week. Vehicles aged 0–2 years declined by -0.10%, marking a third consecutive week of losses. The 2–8-year-old segment also fell -0.10%, extending declines into a second straight week, while 8–16-year-old vehicles slipped -0.01%, recording their first weekly decline since the final week of February.

	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.01%	-0.03%	-0.22%
Truck & SUV segments	-0.13%	-0.03%	-0.11%
Market	-0.10%	-0.03%	-0.16%

Industry News

- The 3 top Chinese EV makers scheduled to make their entrance into the Canadian car market have slowed their plans, according to Dealership Buy/Sell firm, DSMA. BYD, Chery and Geely are scaling back plans to open a minimal number of retail stores now only in EV-concentrated markets, citing regulatory and economic complications causing them to reconsider strategy.
- Stellantis is planning a product expansion for its house of brands, with Chrysler, Dodge, Jeep and Ram expecting to launch 11 new models by 2030, some of which will provide opportunities to activate its idled Brampton, ON assembly plant. These models will be geared around affordability, bringing 7 of them in for less than $40,000 USD, and 2 under $30,000 USD. Ram will look to bring a Ford Maverick competitor to market.
- As the first of the 49,000 Chinese EVs enter Canada, Nissan is contemplating bringing up to 4,000 Chinese-made models each year to the market. It looks to use some of its excess Dongfeng joint venture production capacity to improve sales and profitability.
- VW Group Canada started phase 1 of construction at its head office expansion in Ajax, ON on May 13th. The 10-month project will add 115,000 sq.ft. of warehouse space including space to secure storage of EV batteries.
- Ford Motor Company's Global Chief of Marketing, Lisa Materazzo resigned and leaves the automaker as of June 1st. Executive Director of Global Product, Dean Stoneley will be her interim replacement.
- Another by-product of the war in Iran is affecting supply of Synthetic Motor Oil, as service and repair shops are running low with Dealers, Distributors and Suppliers stockpiling while supplies last.

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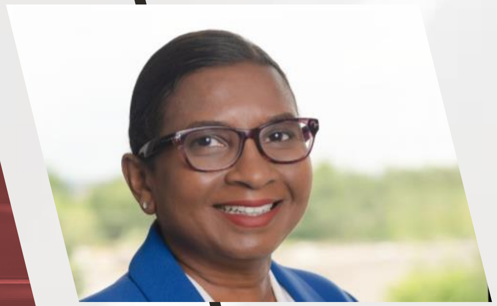

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