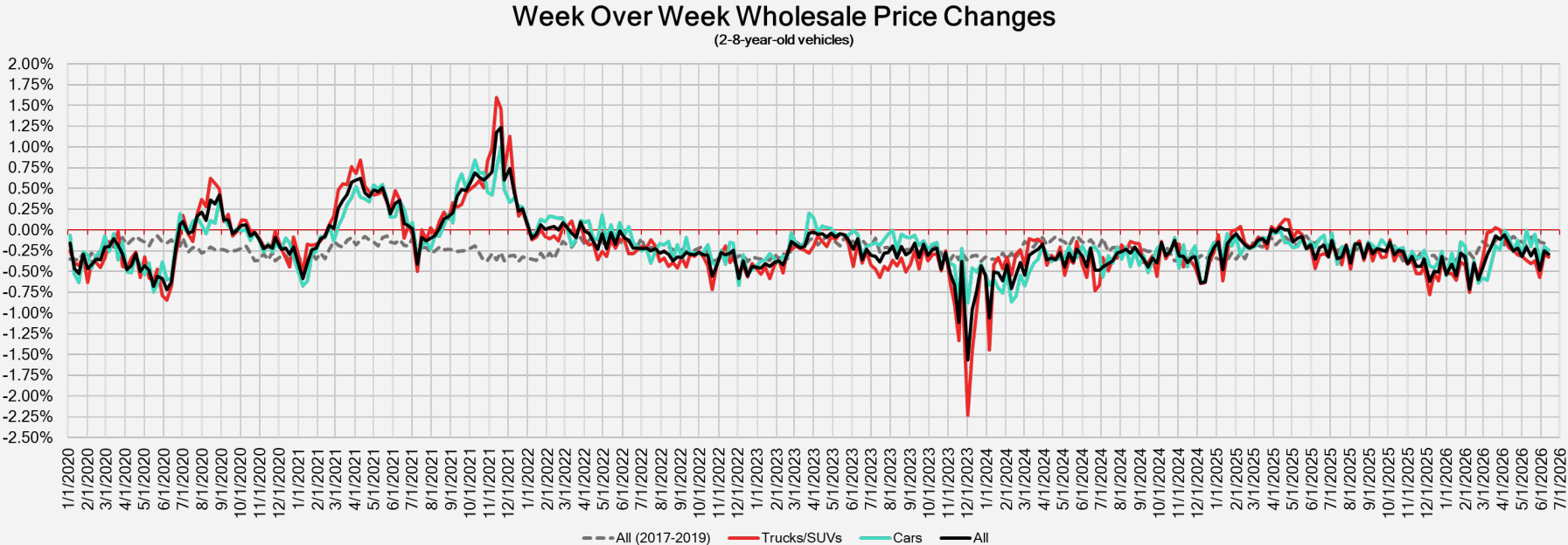


Wholesale Prices, Week Ending June 13th ,2026



The Canadian used wholesale market saw a decline of -0.29% in pricing for the week. Car segments prices decreased by -0.25% while the Truck/SUV segments decreased by -0.33%. Overall Mid-Size Car segment saw the biggest increase of +0.29%. The largest declines in the Car segments were seen in Compact Car at -0.73% and Luxury Car with -0.50%. The largest declines in the Truck/SUV segments were Full-Size Luxury Crossover/SUV with -1.55% followed by Sub-Compact Luxury Crossover/SUV at -1.08%.

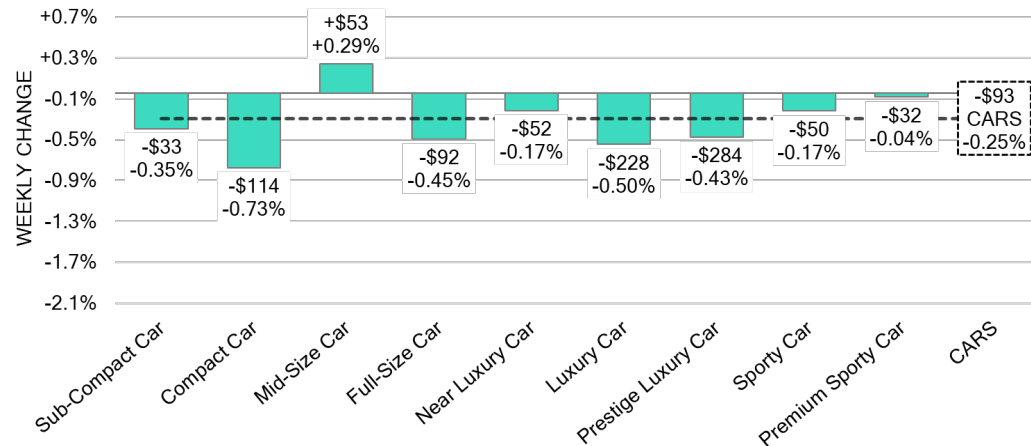
	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.25%	-0.20%	-0.12%
Truck & SUV segments	-0.33%	-0.30%	-0.11%
Market	-0.29%	-0.25%	-0.12%



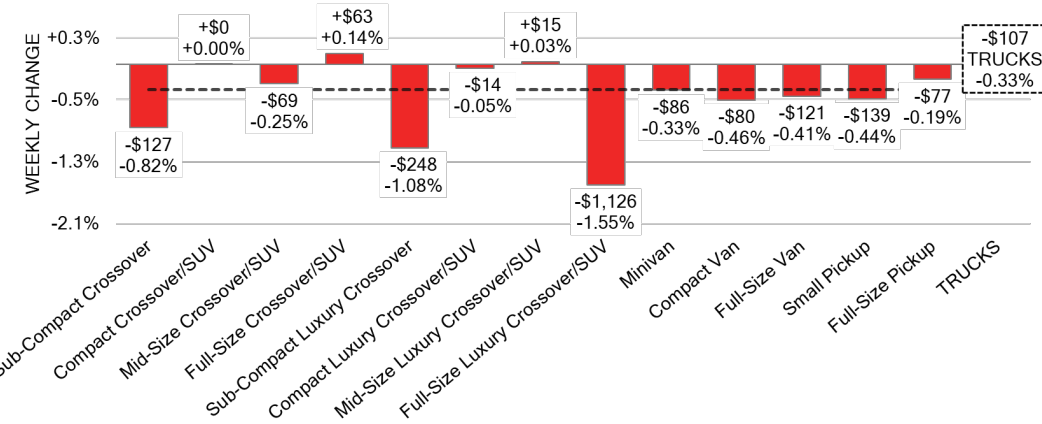
Car Segments



Truck / SUV Segments



- Last week car values softened, with the overall cars market down 0.25%.
- Segments with the largest declines were reflected in Compact Car (-0.73%) followed by Luxury Car (-0.50%), Full-Size Car (-0.45%), and Prestige Luxury Car (-0.43%).
- The smallest declines were noted in Premium Sporty Car (-0.004), Near Luxury Car and Sporty Car (-0.17%).
- One segment showed an increase. That category was Mid-Size Car (+0.29%).



- Last week truck values weakened, with the overall trucks market down 0.33%.
- The largest declines came from Full-Size Luxury Crossover/SUV (-1.55%), Sub-Compact Luxury Crossover (-1.08%), and Sub-Compact Crossover (-0.82%).
- The smallest declines were Compact Luxury Crossover/SUV (-0.05%), Full-Size Pickup (-0.19%), and Mid-Size Crossover/SUV (-0.25%).
- Increases were noted in Mid-Size Crossover/SUV (+0.03%) and Full-Size Crossover/SUV (+0.14%).

Wholesale

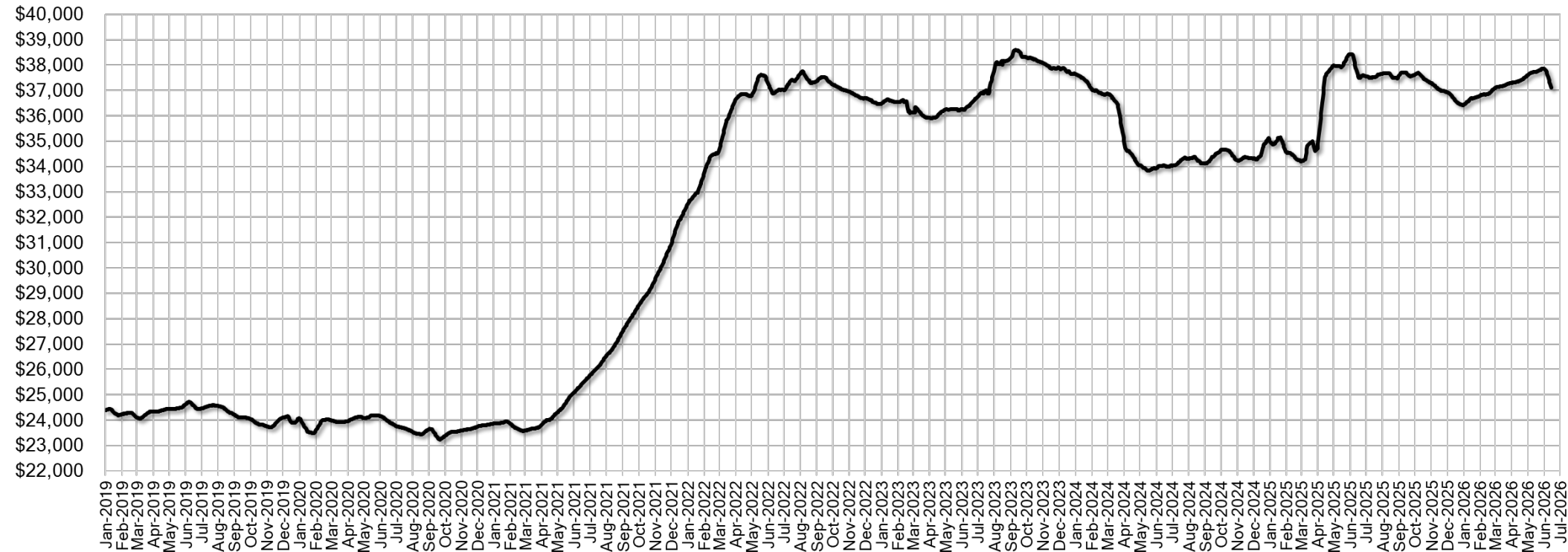
The Canadian market continues its downward trend, with a softer decline compared to last week. Car segment values experienced a 0.05% shift, resulting in an overall decline of -0.25%. Truck segment values presented a 0.03% change, resulting in a cumulative decline of -0.33%. Approximately 36% of market segments saw average value movements greater than $\pm\$100$. Auction sale rates across watched lanes ranged from 10.2% to 83.7%, resulting in an average of 41.6%. Fluctuations in auction performance continues, driven by seasonal changes, political conditions and sellers standing firm on floor prices. A slight spike in auction inventory has been noted, 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 decreasing, as the 14-day moving average was at \$37,300. This analysis is based on approximately 169,000 used vehicles listed for sale on Canadian dealer lots.

Average Retail Listing Price



Economics & Government

- The Bank of Canada (BoC) left its benchmark rate unchanged at 2.25% but warned that its future policy direction is uncertain due to the combination of weak economic growth and the inflationary pressures caused by high oil prices.
- The yield on Canadian 10-year government bonds have decreased slightly to 3.28%.
- The Canadian dollar is around \$0.718 this Monday morning, a slight decrease from \$0.720 a week prior.

U.S. Market

- Wholesale market conditions remained stable this week, with auction conversion improving to 62%, up three percentage points from the prior week, signaling healthy buyer participation despite continued seasonal depreciation. Vehicle values continued to soften at a pace consistent with historical trends, as car values declined 0.13% and truck values fell 0.28%, while buyers remained highly selective and focused on condition, profitability, and retail demand.

	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.13%	-0.13%	-0.39%
Truck & SUV segments	-0.28%	-0.36%	-0.21%
Market	-0.24%	-0.30%	-0.28%

Industry News

- As the July 1st deadline nears to renegotiate the CUSMA trade agreement, the expectation is that two bilateral agreements replace the current configuration. Canada and the U.S. are to have one agreement, and a separate U.S.-Mexico agreement is to exist separately. If the deadline is not met, then the current deal continues but with an annual rolling review for up to 10 years.
- With the absence of the Ford Escape and Edge, the brand is pushing customers to its larger but longstanding Explorer SUV. It has become Ford's fastest-growing model this year in the U.S., with sales increasing 18% so far.
- As consumers capitalize on the federal rebate return and fend off high gas prices, ZEV adoption rose to 9.7%; a 21% increase for April compared to 2025 when only 7.5% were sold. This increase comes as the wider new car market volume has slowed.
- Quebec has lowered its ZEV sales share goals for a second time, as it now aims to reach 80% zero-emission sales by 2035, down from the 90% it targeted previously.
- Mitsubishi is launching a new model into Canada for the first time in 7 years, with its new Eclipse Sportback EV; sharing a design with the Nissan Leaf and platform with the Nissan Ariya.
- The opening of the Gordie Howe International Bridge is further delayed as Canada and the U.S. are said to be working to resolve outstanding issues before anything moves forward.
- Yoichi Hori succeeds Tomohiro Kubota as CEO of Subaru Canada. Hori adds Canada to his responsibilities as CEO of Subaru America as well as Managing Executive of Subaru Corp.
- Cadillac Canada announced its replacement for Managing Director Mike Speranzini. Adam Kostanowicz will head up the brand, previously leading Harley Davidson in Canada.

About Black Book



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Contact

Black Book

p. 800.554.1026

e. info@blackbook.com

www.blackbook.com



DANIEL ROSS

Director, Strategic Market Insights



YOLANDA BISWAH

President