

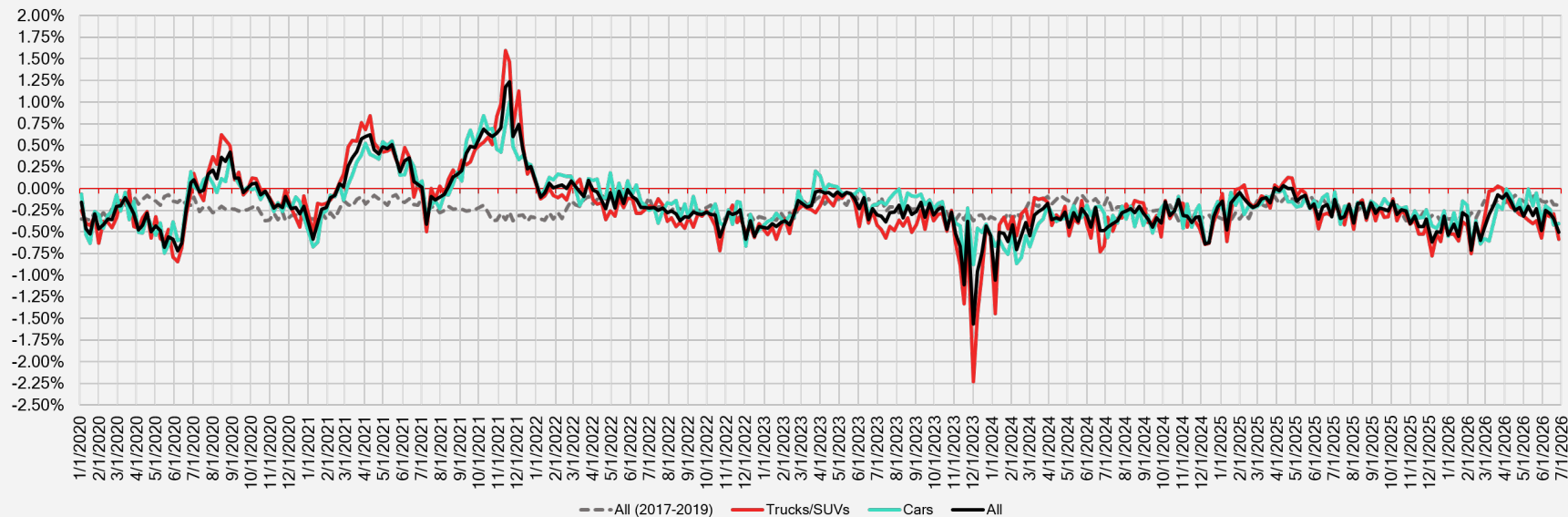
# Wholesale Prices, Week Ending June 27<sup>th</sup>, 2026



The Canadian used wholesale market saw a decline of -0.50% in pricing for the week. Car segments prices decreased by -0.40% while the Truck/SUV segments decreased by -0.58%. Overall, the Compact Van segment saw the biggest increase of +1.21%. The largest declines in the Car segments were seen in Prestige Luxury Car at -0.79% and Near Luxury Car with -0.78%. The largest declines in the Truck/SUV segments were Full-Size Van with -1.51% followed by Compact Luxury Crossover/SUV at -1.23%.

	This Week	Last Week	2017-2019 Average (Same Week)
<b>Car segments</b>	-0.40%	-0.42%	-0.14%
<b>Truck &amp; SUV segments</b>	-0.58%	-0.29%	-0.24%
<b>Market</b>	-0.50%	-0.35%	-0.19%

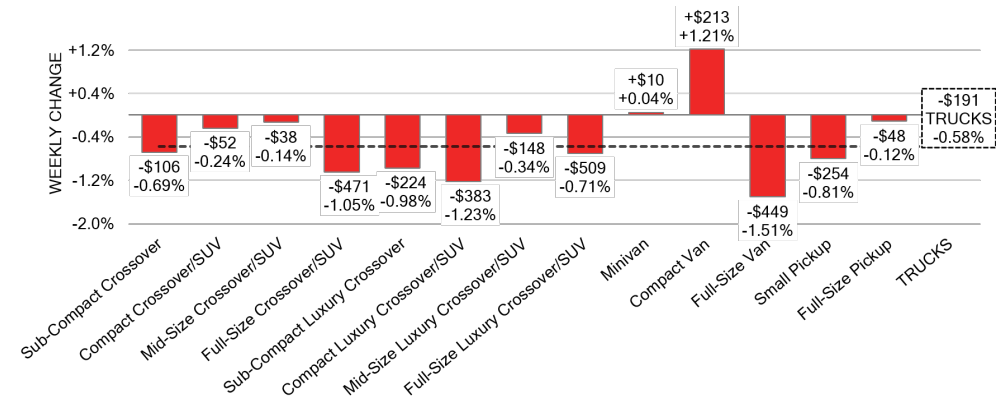
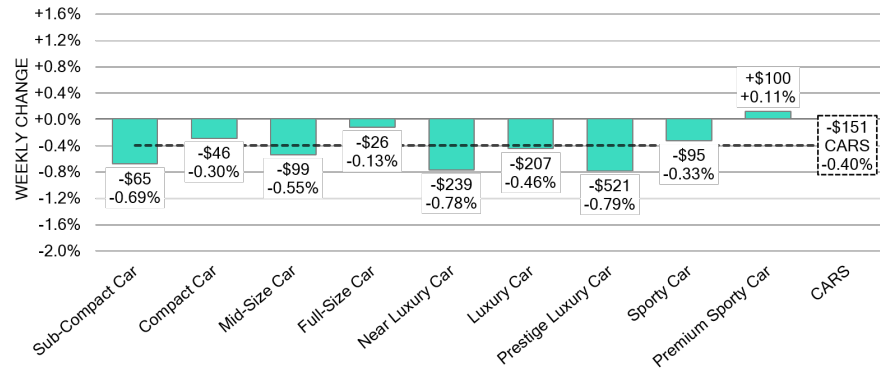
Week Over Week Wholesale Price Changes  
(2-8-year-old vehicles)



# Car Segments



# Truck / SUV Segments



- Last week car values softened, with the overall market down 0.40%.
- The largest drops came from Prestige Luxury Car (-0.79%), Near Luxury Car (-0.78%), and Sub-Compact Car (-0.69%), with Mid-Size Car (-0.55%) also included.
- The smallest declines were Full-Size Car (-0.13%), Compact Car (-0.30%), and Sporty Car (-0.33%), while Premium Sporty Car posted a gain (+0.11%).

- Last week truck values softened, with the overall market down 0.58%.
- The largest drops came from Full-Size Van (-1.51%), Compact Luxury Crossover/SUV (-1.23%), and Full-Size Crossover/SUV (-1.05%), with Sub-Compact Luxury Crossover/SUV (-0.98%) also included.
- The smallest declines were Full-Size Pickup (-0.12%), followed by Mid-Size Crossover/SUV (-0.14%), and Compact Crossover/SUV (-0.24%), while Minivan (+0.04%) and Compact Van (+1.21%) posted gains.

## Wholesale

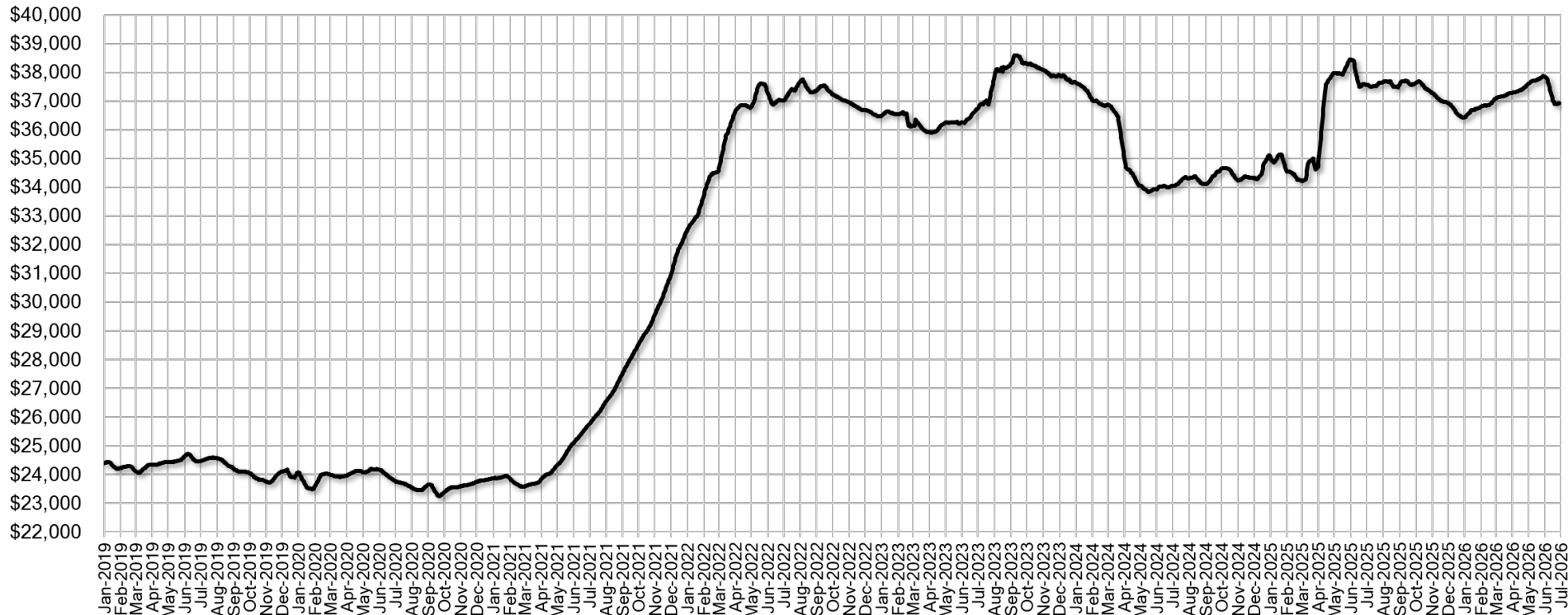
The Canadian market continued its downward trend, posting a steeper decline than the previous week. Car segment values experienced a 0.02% change, resulting in an overall decline of -0.40%. Truck segment values presented a 0.29% shift, resulting in a cumulative decline of -0.58%. Approximately 59% of market segments saw average value movements greater than ±\$100. Auction sale rates across watched lanes ranged from 46.6% to 73.2%, resulting in an average of 59.9%. Auction performance continues to fluctuate, influenced by seasonal changes, political conditions, and sellers holding 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 \$36,900. This analysis is based on approximately 169,000 used vehicles listed for sale on Canadian dealer lots.

Average Retail Listing Price



## Economics & Government

- Statistics Canada reported that inflation hit 3.2% in May, the first time prices rose above the 3% mark since 2023. However, once the effect of rising oil prices were removed from the calculation, core inflation remained within the Bank of Canada's 2% target range.
- The yield on Canadian 10-year government bonds have decreased slightly to 3.21%.
- The Canadian dollar is around \$0.704 this Monday morning, a slight increase from \$0.701 a week prior.

## U.S. Market

- The wholesale market remained selective last week, with auction conversion rates easing to 57% as buyers continued to show pricing discipline. On the retail side, used inventory levels continued to rise, but days-to-turn remained steady and listing prices softened only slightly, suggesting the added supply has not yet translated into meaningful retail pressure.

	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.13%	-0.08%	-0.28%
Truck & SUV segments	-0.37%	-0.23%	-0.15%
Market	-0.31%	-0.19%	-0.20%

## Industry News

- More jobs are expected to be cut from the Oshawa assembly plant as the refreshed 2027 Chevrolet Silverado 1500 pickup truck goes into production later in 2026, but the brand has not disclosed which plant will now build it.
- The luxury tax introduced back in 2022 has yielded more than \$900 million in tax revenue. Scaled back last Fall to exclude boats and planes, it is now only applied to cars/trucks over \$100,000, which has been a larger revenue generator for the program than expected.
- Chevrolet took the wraps off its redesigned 1500 pickup truck, now with a new set of V8's, the 5.7L and 6.6L engines will sell alongside the carryover 2.7L 4 cylinder and 3.0L Diesel options. Along with revised exterior styling, the new trucks receive a host of new tech and screens.
- Hyundai Canada has announced the appointment of two leadership positions. Coming from Google Canada, Laura Nava will focus on growth initiatives and strategic partnerships as the brands Director of Marketing. Fabio Cappella now moves into the role of Director of Product and Corporate Strategy, replacing Michael Ricciuto, who will be retiring after 15 years with the organization.
- Stellantis is regrouping to build a more robust Ram brand that it intends to unseat Jeep as its top volume make, targeting 825,000 global sales by 2030. It plans to do this by building a product line that reaches far beyond the segments the brand currently serves today.
- Lexus is launching an all-new ES sedan in the lineup. For its 8th generation, the model's platform has been tasked with playing double duty as both a hybrid and an EV, as well as taking the role of two models as the brands larger LS sedan is scheduled to be discontinued this year. Lexus expects a 50/50 split between sales of the hybrid and EV, totaling 1,000 units.

# About Black Book



Black Book® is best known in the automotive industry for providing timely, independent, and precise vehicle pricing information, and is available to industry-qualified users through online subscription products, mobile applications, and licensing agreements. Since 1955 Black Book has continuously evolved to ensure that it achieves its goal of delivering mission-critical information to its customers, along with the insight necessary to successfully buy, sell, and lend. Black Book data is published daily by National Auto Research, a Hearst company, and maintains offices in Georgia as well as the Canadian Black Book in Toronto.

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