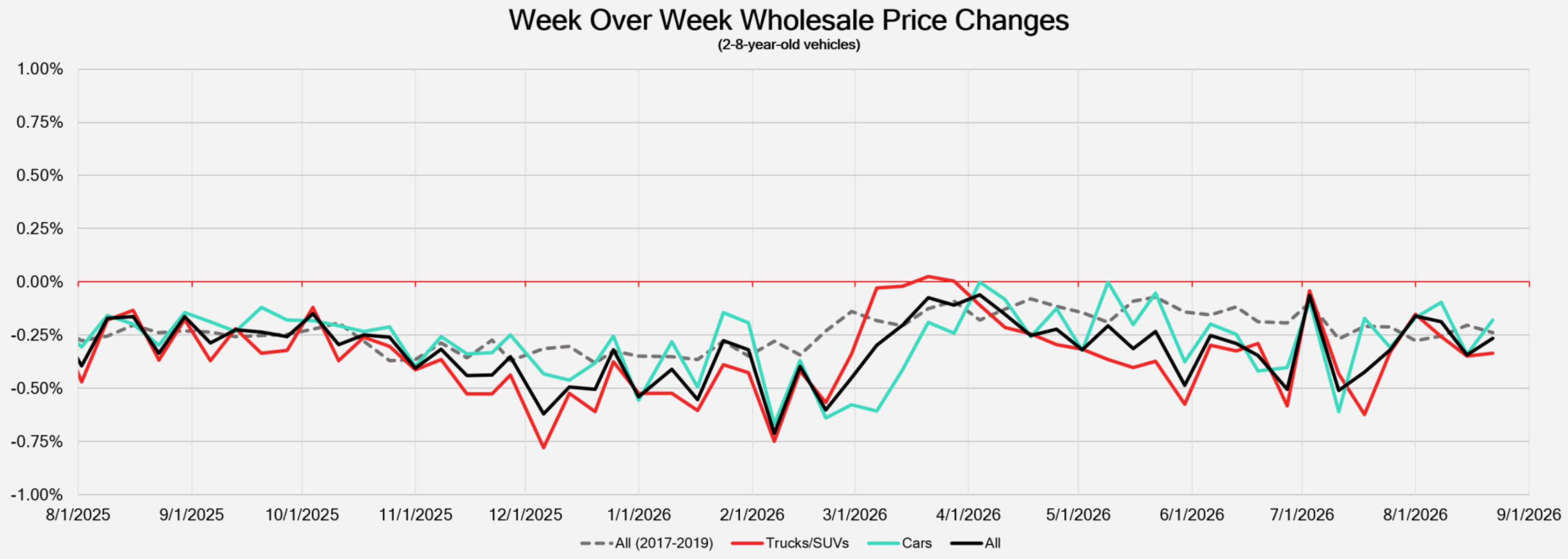
Wholesale Prices, Week Ending August 22nd, 2026

The Canadian used wholesale market saw a decline of -0.27% in pricing for the week. Car segment prices decreased by -0.18% while the Truck/SUV segment decreased by -0.33%. Overall, the Sub-Compact Car segment saw the biggest increase of +1.01%. The largest declines in the Car segments were seen in Luxury Car at -0.50% and Prestige Luxury Car with -0.41%. The largest declines in the Truck/SUV segments were Sub-Compact Crossover/SUV with -0.87% followed by Full-Size Crossover/SUV at -0.85%.

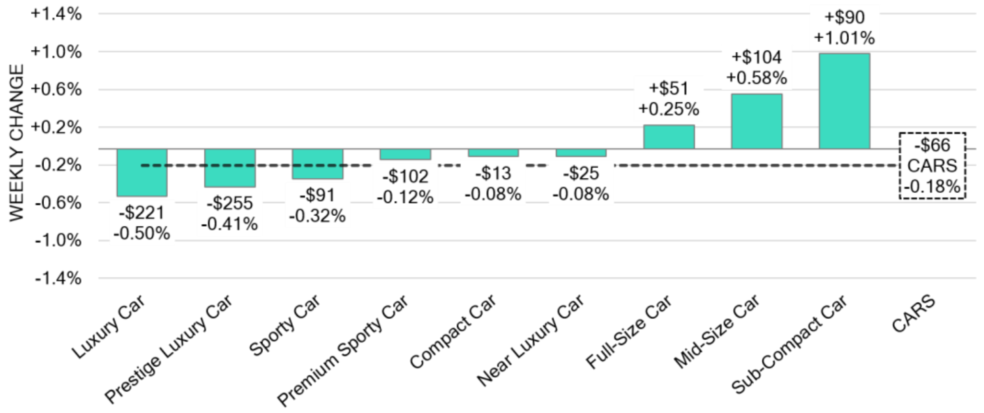
	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.18%	-0.34%	-0.26%
Truck & SUV segments	-0.33%	-0.35%	-0.22%
Market	-0.27%	-0.34%	-0.24%

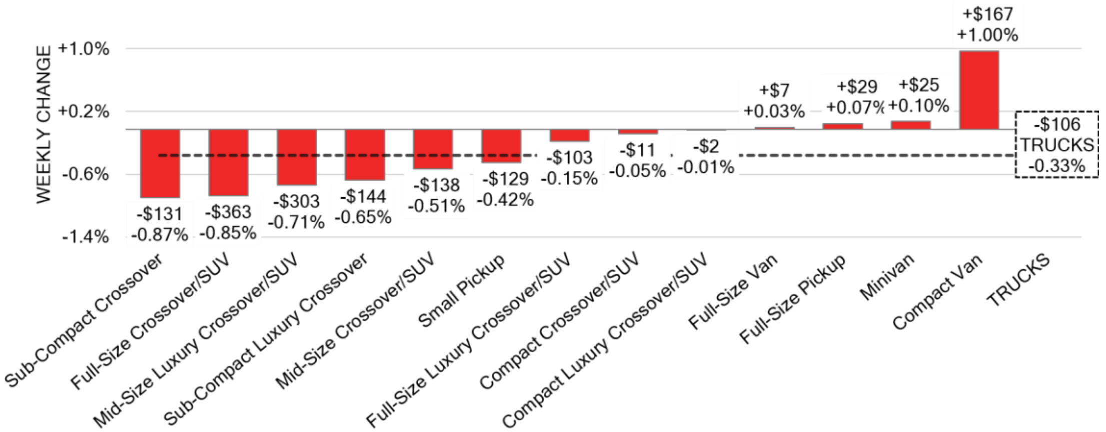


Car Segments

Truck / SUV Segments

BLACK BOOK





- The car segment continued to decline last week, with the overall Car Market down 0.18% a slower decline than the prior week. Luxury Car recorded the largest decline at 0.50%.
- Positive movements were Sub-Compact Car up +1.01%, Mid-Size Car +0.58%, and Full-Size Car +0.25%.

- Last week truck values continued to soften, with the overall Truck Market down -0.33%. The largest declines were recorded in, Sub-Compact Crossovers –0.87%.
- Compact Van +1.00%,segments posted the largest gain last week. Followed by Mini Van +0.10%.

Wholesale Market Commentary

The Canadian market continued its downward trend, with the rate of decline easing slightly from last week. Car segment values experienced a 0.16% shift, resulting in an overall decline of –0.18%. Truck segment values presented a 0.02% change, resulting in a –0.33% decrease. . Just under 54% of market segments saw average value movements greater than ±$100.

Monitored auction sale rates ranged from 6.9% to 29.8%, averaging 18.4%, influenced by seasonal trends, political conditions, and firm seller floor prices.

Auction inventory increased slightly, though upstream channels continue to receive priority access. Demand for high-quality vehicles remains strong on both sides of the border.

Used Retail Prices & Listing Volume

The average listing price for used vehicles is slightly increasing, as the 14-day moving average was at $38,200. This analysis is based on approximately 169,000 used vehicles listed for sale on Canadian dealer lots.

Market Insights

Economics & Government

- Canada's annual inflation rate rose to 3% in July, an increase of 0.2% versus June as the effect of higher gasoline prices weighed on consumers. On a positive note, the increases in the price of food moderated in July, up 3.1% versus 3.9% in June.
- The yield on Canadian 10-year government bonds has held steady at 3.52%. The Canadian dollar is around $0.723 this Monday morning, a slight increase from $0.718 a week prior.

U.S. Market

- Wholesale depreciation accelerated modestly last week, with the overall market declining -0.52% compared with -0.49% the prior week and more than double the 2017–2019 same-week average of -0.21%. Truck and SUV segments continued to face the greatest pressure, declining -0.58%, while Car segments decreased -0.35% as buyer demand remained selective and pricing pressure persisted across late-model inventory.

	This Week	Last Week	2017-2019 Average (Same Week)
Car segments	-0.35%	-0.34%	-0.19%
Truck & SUV segments	-0.58%	-0.53%	-0.21%
Market	-0.52%	-0.49%	-0.21%

Industry News

- **The U.S. administration backed out of a trade deal with Canada just before the tariff deadline –** Prime Minister Mark Carney and U.S. President Donald Trump failed to negotiate a deal that would have decreased imposed tariffs on Canadian goods. The two countries have been battling trade policy disagreements over the last 18 months, while Canada now faces tariffs of up to 50% starting January 1, 2027.

- **Unifor and General Motors have made tentative agreements in 4 assembly plants representing over 4,600 Canadian workers** – with great uncertainty around production in Canada due to tariffs, the deal will provide greater certainty of jobs and production agreements in Locals 222, 88, 199 and 636.

- **Nissan Motor Corporation is planning 5 trucks within 2 years** – Citing faster development speeds more in line with Chinese brands, Nissan has big plans in product strategy where the brand will reorganize the majority of their nameplates under 3 distinct product families. The first family of vehicles is centred around body-on-frame trucks, with the revival of the Xterra SUV.

- **The next-gen Hyundai Tucson has broken cover** – With a tougher looking exterior with hard lines and Hyundai's "Art of Steel" design language, the upcoming family crossover, and Hyundai's best-selling model will once again redefine itself within the lineup and undoubtedly push the nameplate forward when it goes on sale late next year.

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