

J.D. POWER

US Automotive Market Outlook

**Auto Finance Summit - East
JD Power Data & Analytics**

May 2023

ALG

**AUTODATA
SOLUTIONS**

CHROMEDATA

DARWIN

HELIX

PIN+

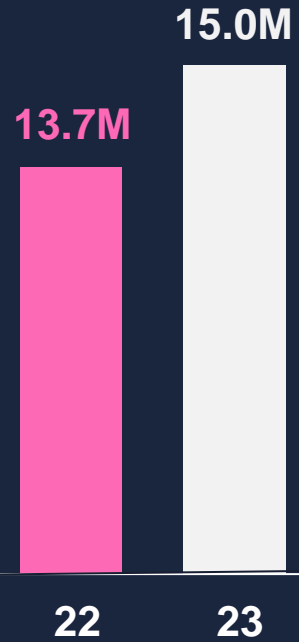
SMARTDIGITAL

UNITYWORKS

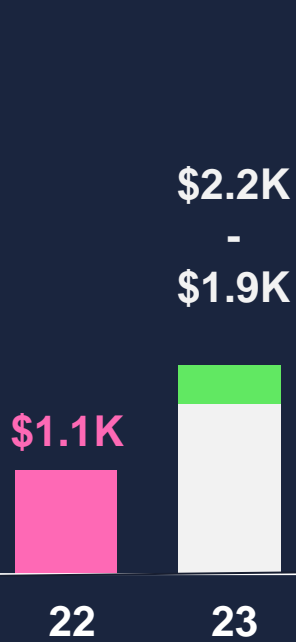
**VALUATION
SERVICES**

VANTAGE

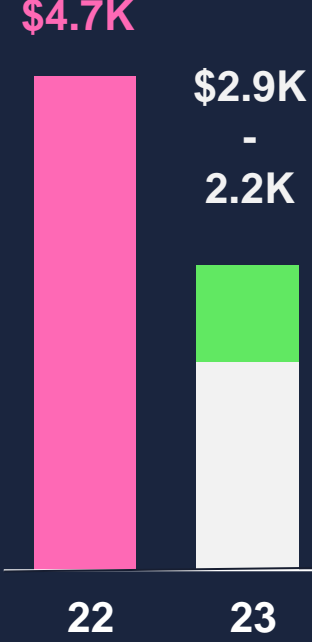
TOTAL SALES



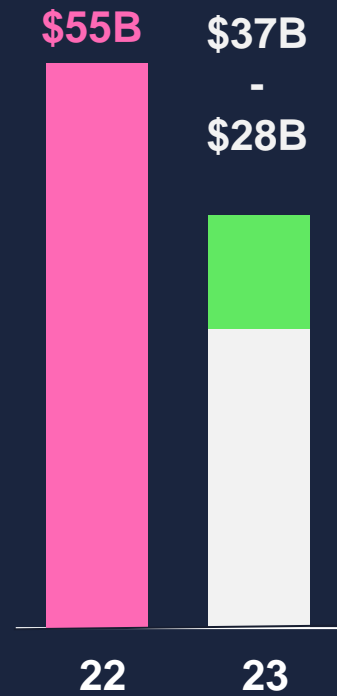
INCENTIVES /UNIT



DEALER GROSS+F&I

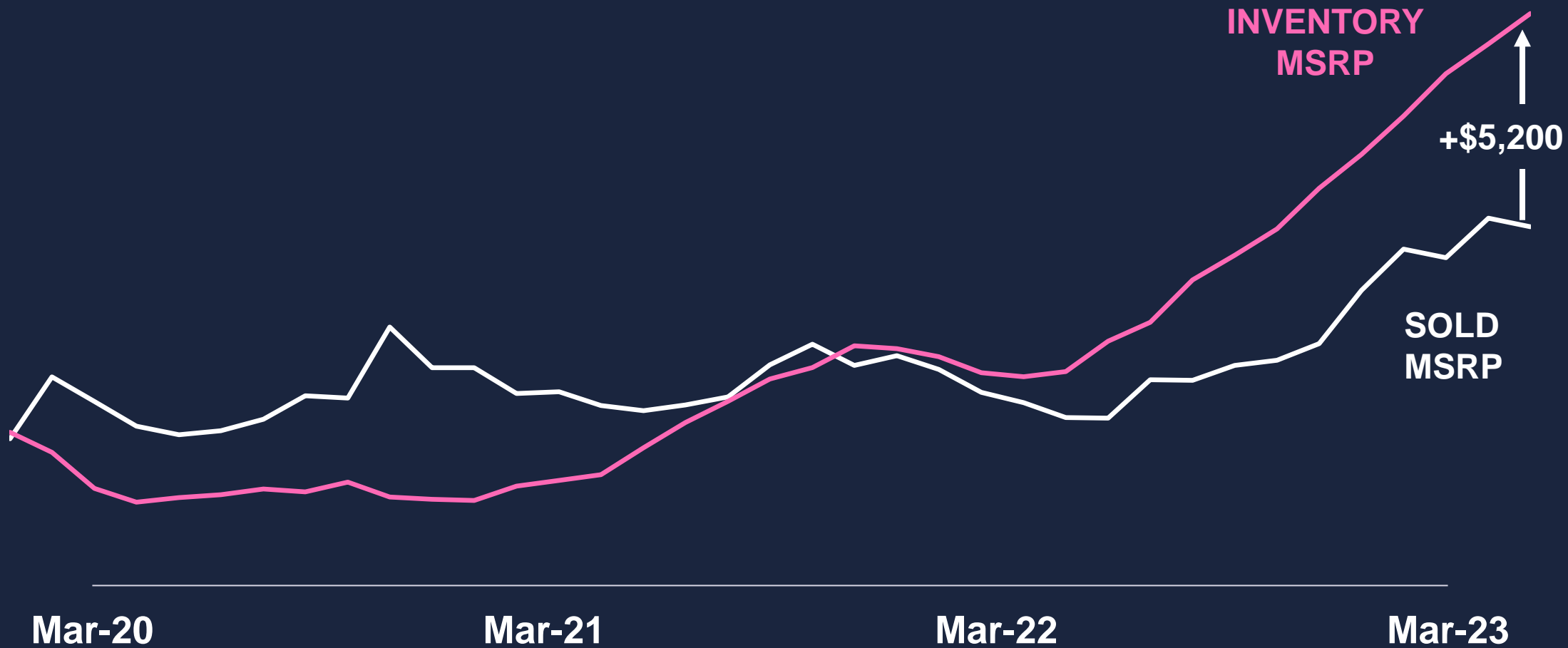


TOTAL DEALER GROSS+F&I

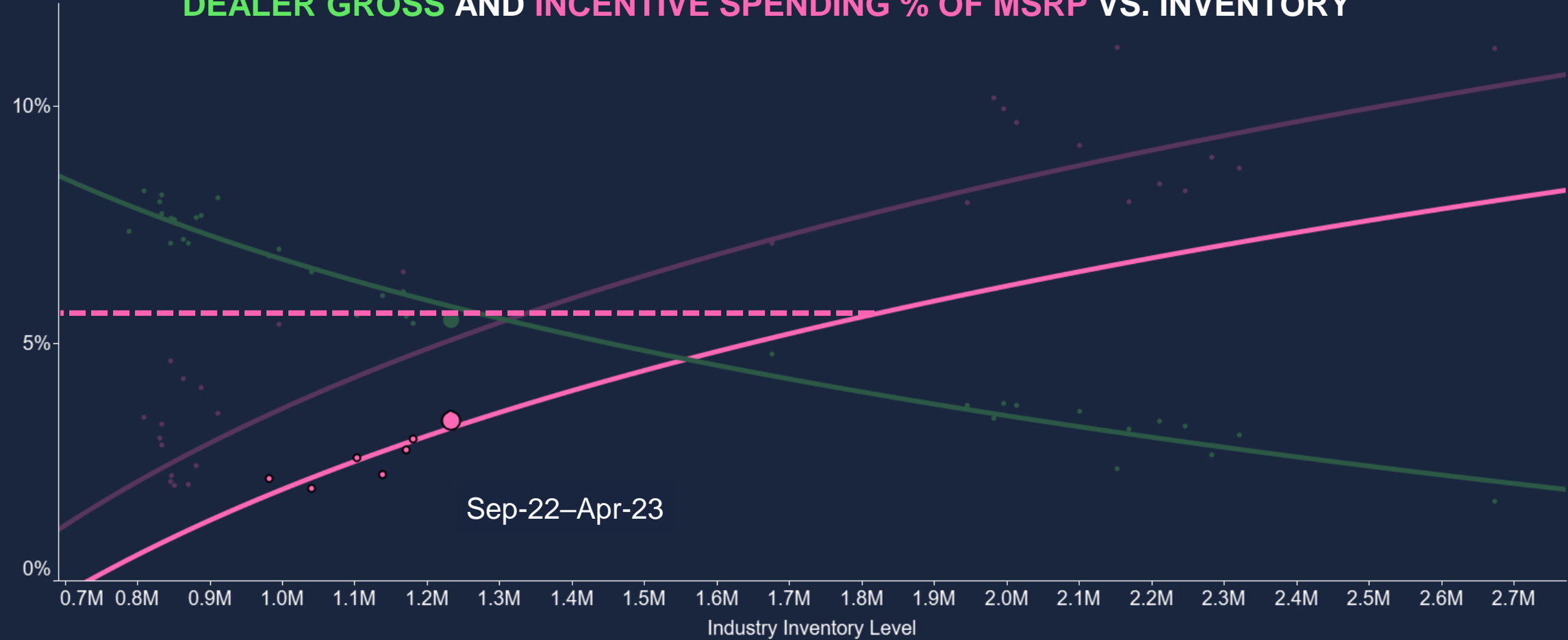


Inventory Is Getting More Expensive Than What Customers Are Buying

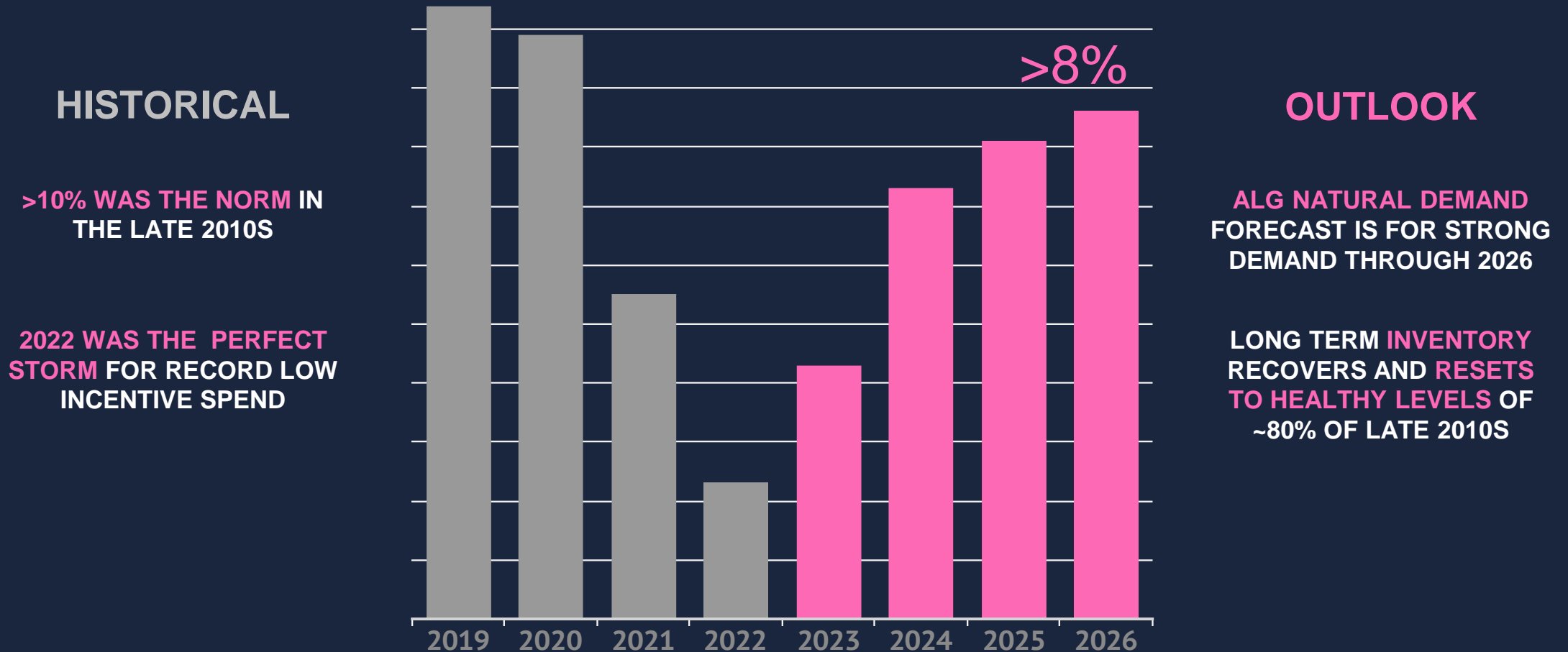
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DEALER GROSS AND INCENTIVE SPENDING % OF MSRP VS. INVENTORY



HISTORICAL INCENTIVE SPEND AND OUTLOOK



Thank you

AUTONOMOUS

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