



## TrueCar's ALG Forecasts New Car Auto Sales Up Slightly for February 2020 with Used Auto Sales up 6%

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SANTA MONICA, Calif., Feb. 26, 2020 (GLOBE NEWSWIRE) -- [TrueCar](#), the most efficient online platform to find a car, (NASDAQ: [TRUE](#)) and its data and analytics subsidiary, [ALG](#), project total new vehicle sales will reach 1,373,516 units in February 2020, up 0.2% from a year ago when adjusted for the same number of selling days. This month's seasonally adjusted annualized rate (SAAR) for total light vehicle sales is an estimated 17.1 million units. Excluding fleet sales, ALG expects U.S. retail deliveries of new cars and light trucks to be 1,081,996 units, an increase of 1.2% from a year ago when adjusted for the same number of selling days.

"Although consumer confidence is stable and economic fundamentals remain strong, consumers are still receiving a lot of mixed messages about the economy," said Eric Lyman, Chief Industry Analyst at ALG, a subsidiary of TrueCar. "The fact that we're in an election year, the Coronavirus is starting to have a global impact and that we're beyond the normal cycle for a recession all combine to create a sense of uncertainty."

February 2020 is a leap year and we're highlighting a few brands that have leaped forward in the past four years:

- Mainstream brands Kia and Hyundai have come a long way with elevated lineups. Both brands were previously associated with value-driven cars and now have progressed in the mainstream space with their upscale SUVs, the Hyundai Palisade and Kia Telluride. Both vehicles are successful SUVs on the TrueCar platform with the Kia Telluride winning ALG's 2020 Design Innovation Award.
- Subaru has made great strides in the past four years with a measured approach to production that limited over-production. They have also benefited from consumer demand moving towards the styling and functionality that their products historically provide. On the TrueCar platform, Subaru's inventory is up 34% and the Crosstrek is the #1 selling subcompact SUV since January.
- In the luxury segment, Volvo has proven itself as a prominent player over the past four years. With a cohesive lineup of premium, design forward vehicles, Volvo is back at the top of the consideration list for luxury brand consumers.

### Additional Insights: (Forecast by ALG)

- Among mainstream brands, Kia and Hyundai are continuing their momentum with increased sales this month. Kia is up 14.3% and Hyundai is up 11.6% respectively year-over-year for total sales.
- Subaru is up 3.3% year-over-year for total sales, likely due to the increased inventory to match elevated consumer demand, especially for their popular Outback and Forester SUVs.
- BMW's continues its 12-month positive sales streak and is expected to be up 9.3% year-over-year in total sales and up 6.5% on retail sales with incentives down by 2.2%.
- Ford, Nissan and GM are forecasted to be down 6.7%, 14.4% and 1.8%, respectively, in total unit sales compared to a year ago. All three manufacturers are down on fleet unit sales year-over-year.
- Used vehicle sales for February 2020 are expected to reach 3,699,048, up 6% from a year ago and up 12% from January 2020.
- The average interest rates on new vehicle loans is 6.21%, based on TrueCar data.

"Low interest rates on vehicle auto loans and mild winter weather thus far are contributing to a healthy sales month," said Nick Woolard, Director of OEM and Affinity Partner Analytics at TrueCar. "We continue to see growth driven by new products, especially in the utility and crossover segments."

### February 2020 forecasts for the 13 largest manufacturers by volume:

(Adjusted for same selling days as February 2019.) For additional data visit the [ALG Newsroom](#).

### Total Unit Sales

Manufacturer	Feb 2020 Forecast	Feb 2019 Actual	Jan 2020 Actual	YoY % Change	YoY % Change (Daily Selling Rate)	MoM % Change	MoM % Change (Daily Selling Rate)
BMW	31,214	26,367	21,607	18.4%	9.3%	44.5%	38.9%
Daimler	27,825	24,447	25,187	13.8%	5.1%	10.5%	6.2%
FCA	174,564	162,036	135,662	7.7%	-0.6%	28.7%	23.7%
Ford	186,854	184,811	170,983	1.1%	-6.7%	9.3%	5.1%
GM	222,475	209,020	235,141	6.4%	-1.8%	-5.4%	-9.0%
Honda	127,751	115,139	101,567	11.0%	2.4%	25.8%	20.9%
Hyundai	56,982	47,140	44,013	20.9%	11.6%	29.5%	24.5%
Kia	53,752	43,406	40,261	23.8%	14.3%	33.5%	28.4%
Nissan	105,993	114,342	79,795	-7.3%	-14.4%	32.8%	27.7%
Subaru	54,951	49,081	46,284	12.0%	3.3%	18.7%	14.2%

Tesla	18,197	15,400	22,350	18.2%	9.1%	-18.6%	-21.7%
Toyota	198,485	172,748	166,063	14.9%	6.1%	19.5%	14.9%
Volkswagen Group	50,498	44,445	45,059	13.6%	4.9%	12.1%	7.8%
<b>Industry</b>	<b>1,373,516</b>	<b>1,265,094</b>	<b>1,184,381</b>	<b>8.6%</b>	<b>0.2%</b>	<b>16.0%</b>	<b>11.5%</b>

#### Retail Unit Sales

Manufacturer	Feb 2020 Forecast	Feb 2019 Actual	Jan 2020 Actual	YoY % Change	YoY % Change (Daily Selling Rate)	MoM % Change	MoM % Change (Daily Selling Rate)
BMW	29,488	25,548	20,254	15.4%	6.5%	45.6%	40.0%
Daimler	25,313	23,274	22,903	8.8%	0.4%	10.5%	6.3%
FCA	114,923	120,169	105,414	-4.4%	-11.7%	9.0%	4.8%
Ford	131,509	124,095	114,875	6.0%	-2.2%	14.5%	10.1%
GM	162,649	142,169	175,402	14.4%	5.6%	-7.3%	-10.8%
Honda	123,424	114,262	99,014	8.0%	-0.3%	24.7%	19.9%
Hyundai	42,021	35,266	31,898	19.2%	10.0%	31.7%	26.7%
Kia	43,107	32,996	33,731	30.6%	20.6%	27.8%	22.9%
Nissan	72,723	75,655	58,960	-3.9%	-11.3%	23.3%	18.6%
Subaru	51,474	46,335	43,767	11.1%	2.5%	17.6%	13.1%
Tesla	18,197	15,400	22,350	18.2%	9.1%	-18.6%	-21.7%
Toyota	169,471	146,823	144,455	15.4%	6.5%	17.3%	12.8%
Volkswagen Group	44,859	40,237	40,505	11.5%	2.9%	10.8%	6.5%
<b>Industry</b>	<b>1,081,996</b>	<b>987,380</b>	<b>957,329</b>	<b>9.6%</b>	<b>1.2%</b>	<b>13.0%</b>	<b>8.7%</b>

(Note: This forecast is based solely on ALG's analysis of industry sales trends and conditions and is not a projection of TrueCar Inc.'s operations.)

#### About TrueCar

TrueCar is a leading automotive digital marketplace that enables car buyers to connect to our network of 16,500 Certified Dealers. We are building the industry's most personalized and efficient car buying experience as we seek to bring more of the purchasing process online. Consumers who visit our marketplace will find a suite of vehicle discovery tools, price ratings and market context on new and used cars -- all with a clear view of what's a great deal. When they are ready, TrueCar will enable them to connect with a local Certified Dealer who shares in our belief that truth, transparency and fairness are the foundation of a great car buying experience. As part of our marketplace, TrueCar powers car-buying programs for over 250 leading brands, including USAA, Sam's Club, and American Express. Nearly half of all new-car buyers engage with TrueCar powered sites, where they buy smarter and drive happier. TrueCar is headquartered in Santa Monica, California, with offices in Austin, Texas and Boston, Massachusetts.

For more information, please visit [www.truecar.com](http://www.truecar.com), and follow us on Facebook or Twitter. TrueCar media line: +1-844-469-8442 (US toll-free) | Email: [pr@truecar.com](mailto:pr@truecar.com)

#### About ALG

Founded in 1964 and headquartered in Santa Monica, California, ALG is an industry authority on automotive residual value projections in both the United States and Canada. By analyzing nearly 2,500 vehicle trims each year to assess residual value, ALG provides auto industry and financial services clients with market industry insights, residual value forecasts, consulting and vehicle portfolio management and risk services. ALG is a wholly-owned subsidiary of TrueCar, Inc., a digital automotive marketplace that provides comprehensive pricing transparency about what other people paid for their cars. ALG has been publishing residual values for all cars, trucks and SUVs in the U.S. for over 55 years and in Canada since 1981.

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Source: TrueCar, Inc.