# THE BBA LOT LETTER

from Budget Beater Autos, for the one who buys the cars for your lot

Read by independent lots, buy-here-pay-here dealers, wholesalers, mobile dealers, title-loan and repo companies, credit unions and banks, and towing and transport yards.

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*Ten items. Each one links to the original source. Under five minutes.*

**1. Wholesale rose 0.7% in the first half of October, to 207.4 on Cox Automotive's wholesale index.** That is 2.2% above October 2025. Unadjusted prices fell 2% from September. Compact cars are up 5.6% on the year; pickups stay soft. Days' supply was 28.2 on Oct. 15, down from 28.7 at the end of September. What to do: Wholesalers, bid compacts with confidence and hold the line on pickups. [1]

**2. Black Book's retention index fell 3.1% in September, to 139.7, and sits 3.3% below a year ago.** In the week ending Sept. 26, wholesale values dropped 0.71%, more than twice the 2017 to 2019 average for that week. Full-size pickups, minivans and midsize cars were among the decliners. Black Book expects depreciation to continue through the fourth quarter. What to do: Repo companies, credit unions and banks, send repossessed units to sale this week instead of holding them into winter. [2]

**3. Regular gas averaged $4.29 on Oct. 26, down 20 cents from a month ago.** It moved about a penny in the week and is still $1.23 above a year ago, per AAA. Diesel averaged $6.35, up 3 cents on the week and $2.69 above last year. National figures. What to do: Independent lots, keep the economy cars at the front of the lot; the pump is still the first number a buyer counts. [3]

**4. Interest on a typical used-car loan now runs $10,900 over its life, up 96% since 2019, Cox Automotive says.** Higher financing costs have pushed the average used down payment to nearly 0% of a typical loan. Cox puts the all-in cost of a used vehicle up 43% from 2019, against a roughly 30% rise in vehicle prices alone. What to do: BHPH lots, re-run your down-payment and term rules against these numbers before you write the next note. [4]

**5. Used-car listing prices on Carfax.com rose 0.2% in September, about $40.** Pickups fell roughly $220 nationally and about $330 in the Southeast, while cars rose more than $200. This is a whole-market average of retail listings, with no cut under $10,000. It matches the soft pickup read at wholesale in item 1. What to do: Independent lots, price your pickups to move this month and let the sedans carry the margin. [5]

**6. The FTC says an advertised car price must be what any buyer can walk in and pay, less government charges.** Its Sept. 15 dealer FAQs put the full doc fee in that price and reach texts and calls. On Oct. 8 it settled with Greenway Auto Group, alleged to charge over $3,350 above advertised prices in over 92% of deals. What to do: Mobile and online sellers, print the total price in every ad, listing and text; ask your counsel. [6]

**7. Up to 48,000 vehicles may carry flood damage from storms between April and August, CARFAX estimated Oct. 13.** They join more than half a million water-damaged vehicles already on U.S. roads. The storms hit Michigan, Wisconsin, Mississippi, Indiana and West Virginia. What to do: BHPH lots, run the free check at carfax.com/flood on anything from those states and get a pre-purchase inspection before you buy. [7]

**8. CIADA runs NC Continuing Education Wednesday, Oct. 28, 9 a.m. to 4 p.m., in Harrisburg, NC.** It covers the 6-hour annual training requirement for active independent dealers. The NC pre-licensing class follows Oct. 29 and 30, 9 a.m. to 1 p.m., with a certificate to submit to the DMV. CETV, the online version of the 6-hour course, is listed through Oct. 31. What to do: If your NC hours are not done, register this week. [8]

**9. Twelve 2001 Toyota Tacomas sold on collector sites tracked by CLASSIC.COM from March to Oct. 8, at $8,500 to $33,000.** The 2001 model year turns 25 this year. CLASSIC.COM's market value figure did not show on the public page, so the sold range is the read. The same page listed 65 first-generation Tacomas for sale as of Oct. 20. What to do: Before a clean 2001 Tacoma goes down the auction lane, compare that range with your trade number. [9]

**10. On the Exchange this week: 8 vehicles listed, average ask $2,900, median $2,550, from $1,600 to $4,900.** 0 open Wants; the first one posted gets every verified lot's eyes. Verified dealers: 5, in one state. Counts are from the wire Monday afternoon, house accounts excluded. What to do: Post the one car you need this week on the Want board, and list the one you need gone. [10]

**Built for the Buy.**

**Sources**

[1] https://www.coxautoinc.com/insights/manheim-used-vehicle-value-index-mid-october-2026-trends/?utm_source=print&utm_medium=pdf&utm_campaign=issue01
[2] https://niada.com/dashboard/black-book-used-vehicle-retention-index-falls-3-1-in-september/?utm_source=print&utm_medium=pdf&utm_campaign=issue01
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