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 fell 0.71% in the week ending Oct. 24, Black Book reports, against a 2017 to 2019 average of 0.52%. All 22 car and truck segments declined. Minivans fell 1.25%. Auction conversion rose a point to 58%. Cox Automotive's full October wholesale index is due Friday, Nov. 6. [1]

What to do: Wholesalers, bid off this week's number, and bid minivans below last week's money.

2. Used listing prices on Carfax.com rose 0.1% in October, and vans and minivans passed $24,000 for the first time. SUVs topped $25,000. Hybrids and EVs fell more than $230 nationally and more than $700 in the Southeast. This is a whole-market average of retail listings, with no cut under $10,000. [2]

What to do: Independent lots, hold your minivan asks while you buy them cheaper at the lane; retail rose in October, wholesale fell last week.

3. Regular gas averaged $4.17 on Nov. 2, down 12 cents in a week and 23 cents in a month. It is still $1.13 above a year ago, per AAA. Diesel averaged $6.29, down 6 cents on the week and $2.61 above last year. National figures. [3]

What to do: Mobile dealers and transport yards, re-run delivery and tow quotes at $6.29 diesel before you quote the next car.

4. Auto credit access rose 1.9% in September, to 107.1 on Dealertrack's index, 9.4% above a year ago. The average contract rate rose to 11.22%. Loans with negative equity reached 57.8%; the subprime share rose to 17.4%. Credit unions loosened 3.1%; independent used lending rose 1.8%. [4]

What to do: Title-loan and repo companies, credit unions and banks, check each repo's payoff against this week's wholesale drop before setting a floor.

5. Mexico's decree on importing US used vehicles runs out Nov. 30 unless it is extended again. The Diario Oficial set that date on Nov. 5, 2025, the day the prior decree expired. No new extension had been published as of Nov. 2. Lots near the border see the rule in who crosses to buy. [5]

What to do: Lots near the border, ask your buyers from Mexico what they need before and after Nov. 30.

6. About 7,000 dealerships use VinSolutions, and Cox Automotive says a security incident touched a limited subset of them. Cox says it contained the activity and no other Cox platform was affected. It has not said how many stores or what data. A hacking group's claims are unverified. [6]

What to do: If you use it, ask your Cox rep whether your store is in the group; if so, take Safeguards and state notice duties to counsel.

7. Cox Automotive expects October new-vehicle sales to finish near 1.38 million, up 7.2% from a year ago and 3.6% from September. The annual pace is forecast near 16.1 million, from 15.7 million last October. October had 28 selling days, one more than last year. [7]

What to do: BHPH lots, more new sales now means more trade-ins reaching the lane by spring; set your buy list for it.

8. CIADA runs NC Pre-Licensing in Raleigh on Thursday, Nov. 5, SC Pre-Licensing in Columbia on Wednesday, Nov. 11, and NC Continuing Education in Hendersonville on Friday, Nov. 20. Raleigh is $159 and starts at 9 a.m.; Columbia is $139 and starts at 8:30 a.m. Hendersonville is the next in-person NC continuing-education day. [8]

What to do: If your NC hours are not done, Hendersonville is the next in-person date; register this week.

9. Hagerty listed six classics under $20,000 on Oct. 30, and five sit inside the 1998 to 2012 window. Its good-condition values: a 2006 Saab 9-2X Aero at $8,700, a 2006 Mini Cooper S at $9,800. A 2006 Ford Mustang GT sits at $15,600. These are Hagerty's price-guide figures, not a prediction. [9]

What to do: When one of these crosses the lane, compare the bid with Hagerty's figure before you pass on it.

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. All counts are unchanged from last week. From the wire Monday afternoon, house accounts excluded. [10]

What to do: Post the one car you need this week on the Want board, and list the one you need gone.

Built for the Buy.

Sources

[1] https://www.blackbook.com/market-insights/market-insights-10-27-26/?utm_source=print&utm_medium=pdf&utm_campaign=issue02
[2] https://www.carfax.com/used-car-index?utm_source=print&utm_medium=pdf&utm_campaign=issue02
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