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.
Issue 03 · Tuesday, November 10, 2026

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

1. Cox Automotive's wholesale index rose 0.5% in October to 206.8, 2% above a year ago. Unadjusted prices fell 2.3% from September, deeper than the usual 1.5% October drop. Light-duty trucks were down 4.3% from last year, unadjusted; EVs were up 6.6%. Wholesale supply sat at 28.1 days, sales conversion at 54.2%. [1]
What to do: Wholesalers, the seasonal number is up but the raw lane price is down 2.3%; bid the lane, not the headline.

2. Wholesale fell 0.65% in the week ending Oct. 31, Black Book reports, and 21 of 22 segments declined. Cars 8 to 16 years old fell 0.45%; trucks and SUVs of that age fell 0.69%. Auction conversion rose a point to 59%. Retail days to turn sit near 39. [2]
What to do: BHPH and independent lots, your 8-to-16-year trucks lost 0.69% in a week; bid under last week's number and do not chase.

3. Regular gas averaged $4.01 on Nov. 9, down 16 cents in a week and 36 cents in a month, per AAA. It is still 94 cents above a year ago. Diesel averaged $6.17, down 12 cents on the week and $2.44 above last year. National figures. [3]
What to do: Mobile dealers and transport yards, re-run delivery and tow quotes at $6.17 diesel; a surcharge set at $6.29 is stale.

4. October new-vehicle sales came in near 1.32 million, up 2.9% from a year ago but well under Cox Automotive's 1.38 million forecast. The annual pace was 15.5 million, down from 16 million in September and 15.7 million a year ago. Retail demand fell short; fleet sales rose nearly 6%. [4]
What to do: BHPH lots, the trade-in pipe to spring is thinner than the forecast implied; buy winter stock at the lane now.

5. Mexico sold 137,438 new light vehicles in October, up 3.1% from a year ago, per the INEGI figures AMDA released Nov. 4. That is 4,178 more units than last October. January through October reached 1,287,268, up 4.8%. The US used-import decree still runs to Nov. 30. [5]
What to do: Lots near the border, ask your buyers from the south what they want before the Nov. 30 date.

6. Recalls covered 8.8 million vehicles in the third quarter and 32.1 million so far in 2026, NIADA reports from NHTSA data. Chrysler accounted for about 3.4 million, Ford about 1.9 million. The largest campaign was about 1.27 million Ram 1500 pickups for seat-belt buckle anchors. About 77% of recalled vehicles need a dealer remedy. [6]
What to do: Title-loan and repo companies, credit unions and banks, run every repo VIN through NHTSA's free recall lookup first.

7. Central Dispatch now checks a carrier's identity biometrically, and its pickup verification takes about 90 seconds, Cox Automotive says. Its Secure Vehicle Transfer launched in August. The release is the weak point: fraudsters pose as carriers, double-broker loads and pick up units never assigned to them. [7]
What to do: Transport yards and wholesalers, match the driver and the carrier to the dispatch order before the keys move; no shared logins.

8. CIADA runs SC Pre-Licensing Wednesday, Nov. 11, NC Pre-Licensing in Harrisburg from Nov. 16, and NC Continuing Education in Hendersonville Friday, Nov. 20. The SC class is $139; its listing says Greer, its registration page says Columbia, so confirm the room. Harrisburg is $159. A second NC CE day runs Tuesday, Nov. 24. [8]
What to do: If your NC hours are not done, Hendersonville or the Nov. 24 class closes the year; register this week.

9. Hagerty called the 2008 to 2013 Volvo C30 a future classic on Nov. 4, with solid drivers at $5,000 to $10,000. Low-mileage six-speed cars run $10,000 to $15,000, Polestar editions $20,000 to $30,000, by Hagerty's estimate. The 2008 to 2012 cars sit inside the lane's window; these are Hagerty's figures, not a prediction. [9]
What to do: When a six-speed C30 crosses the lane under $5,000, compare the bid with Hagerty's range before you pass.

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.coxautoinc.com/insights/manheim-used-vehicle-value-index-october-2026-trends/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[2] https://www.blackbook.com/market-insights/market-insights-11-3-26/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[3] https://gasprices.aaa.com/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[4] https://www.coxautoinc.com/insights/cox-automotive-forecast-october-2026-us-auto-sales-forecast/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[5] https://www.amda.mx/alcanzaron-3-1-y-4-8-la-venta-de-vehiculos-nuevos-en-octubre-y-su-acumulado-2026-respectivamente/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[6] https://niada.com/dashboard/q3-recalls-top-8-8-million-vehicles-as-2026-volume-nears-five-year-high/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[7] https://www.coxautoinc.com/insights/trust-in-motion-why-the-vehicle-handoff-is-the-next-frontier-in-automotive-logistics-security/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[8] https://www.theciada.com/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[9] https://www.hagerty.com/media/market-trends/hagerty-insider/the-volvo-c30-makes-its-case-as-a-future-classic/?utm_source=print&utm_medium=pdf&utm_campaign=issue03
[10] https://budgetbeaterautos.com/?utm_source=print&utm_medium=pdf&utm_campaign=issue03

Budget Beater Autos is a trade name of Greenwise Partners LC · 211 N Main Street, Suite 1051, Simpsonville, SC 29681 · 864 228 1786 · al@budgetbeaterautos.com

Listings and mentions are not endorsements. BBA has not inspected these businesses. The BBA Lot Letter reports public figures with their sources. It is not advice; every buying decision is yours.

Download and print this issue: budgetbeaterautos.com/letter/issue-03.pdf
Forward this to the one who buys the cars for your lot. If it was forwarded to you, subscribe at budgetbeaterautos.com/letter