

SPECIALTY MARKETS: RECREATIONAL VEHICLES



October 1, 2018

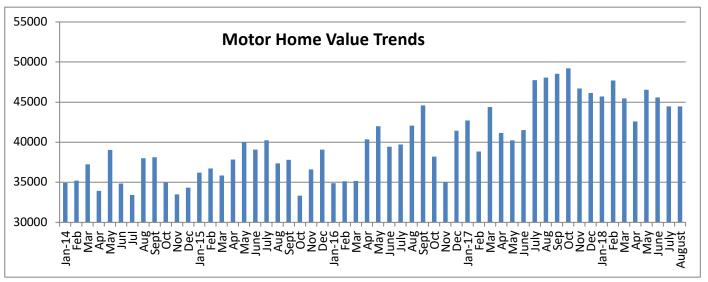
Towable Values Back Off As Fall Approaches

"The average selling price of towables at auction last month dropped nearly ten percent, which is a surprise, given their recent market trends. However, it's



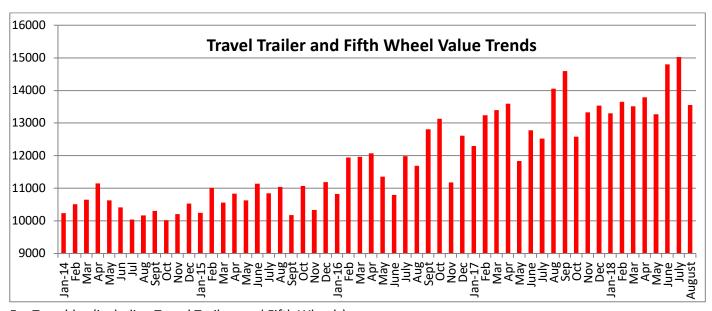
important to note that they are still above where they were three months ago, and roughly the same as they have been for most of the year. We'll be keeping an eye on them to see if the market is truly softening, perhaps due to oversupply on the new side, or if last month was an anomaly."

Eric Lawrence, Director of Specialty Markets



For Motor Homes (including Class A, B, and C)

- Average selling price was \$44,484 up \$34 (0.001%) from the previous month
- One year ago, the average selling price was \$48,062
- Auction volume was down 17% from the previous month. The average model year was 2009.



For Towables (including Travel Trailers and Fifth Wheels)

- Average selling price was \$13,558, down \$1,463 (9.7%) from the previous month
- One year ago, the average selling price was \$14,052
- Auction volume was up 4% from the previous month. The average model year was 2009.