

# A word from our leaders at Truist Dealer Services

Dear Friends,

Welcome to the Summer 2023 issue of *Truist Dealer Insider*. As we move through 2023, vehicle sales are climbing with production increases and inventory levels rising slowly from shortage-driven lows. The return to normal operating conditions is underway, and by all indications, it's a smooth one supported by robust demand and a gradual increase in vehicle supply. So far, this is the soft landing we've hoped for.

While these trends are an indicator of how the rest of 2023 could pan out, we'll still need to keep our eye on economic conditions, interest rates—and the strength of the consumer going forward. In this issue, we look at topics that can help dealership leaders guide their businesses to success:

- **Learn about current trends in dealership architectural design and conditions for construction within the automotive sector.**
- **Catch up on the economy with an update from Truist's head of U.S. Economics.**
- **Get the latest on M&A transactions, trends, and dealership valuations.**
- **Pick up strategies leaders can use to keep their teams engaged during times of change.**

The *Truist Dealer Insider* brings perspectives from Truist industry specialists and financial experts about the issues that are top of mind for dealership leaders. We hope these offer a glimpse into the value the Truist team can bring.

When we work directly with your dealership and get to know your goals, challenges, and opportunities, we bring solutions to inspire—and create—change. Wherever you are in your dealership's lifecycle, we're here to partner with you and offer proactive, strategic advice in capital structuring, auto finance, M&A strategy, and business and family transition planning.

To draw on our industry experience and deep roots in our local communities to support your business, contact any of us at Truist Dealer Services.



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