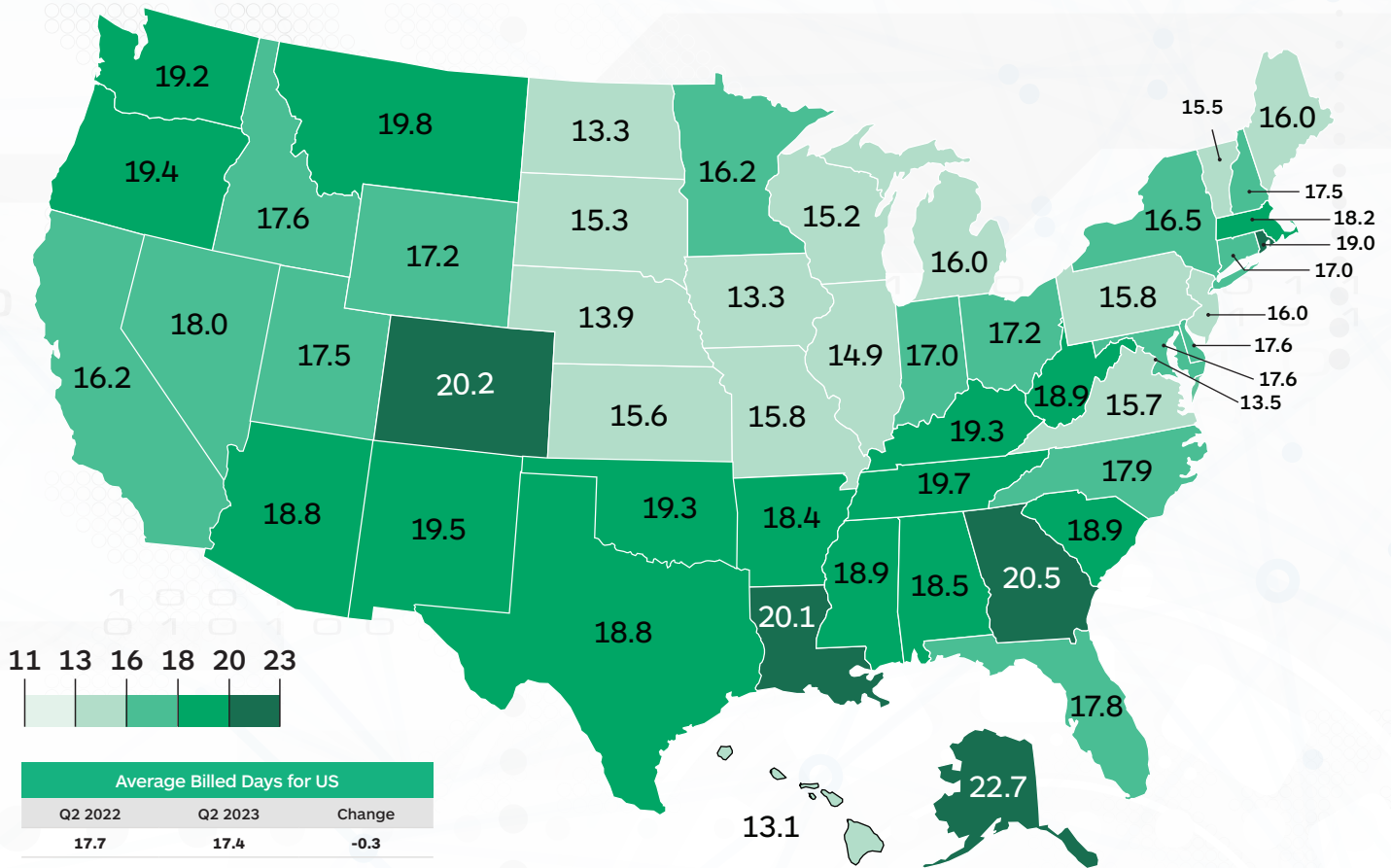


U.S. Length of Rental by State

Q2 2023



State	Q2 2022	Q2 2023	Change
AK	22.1	22.7	0.6
AL	18.3	18.5	0.2
AR	17.8	18.4	0.6
AZ	19.2	18.8	-0.4
CA	16.8	16.2	-0.6
CO	19.8	20.2	0.4
CT	17.7	17.0	-0.7
DC	15.4	13.5	-1.9
DE	18.4	17.6	-0.8
FL	17.5	17.8	0.3
GA	20.4	20.5	0.1
HI	13.1	13.1	0
IA	13.3	13.3	0
ID	17.2	17.6	0.4
IL	15.5	14.9	-0.6
IN	17.7	17.0	-0.7
KS	16.5	15.6	-0.9

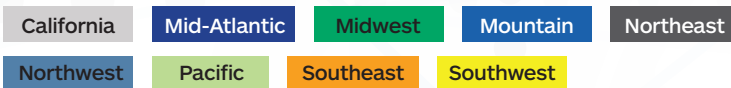
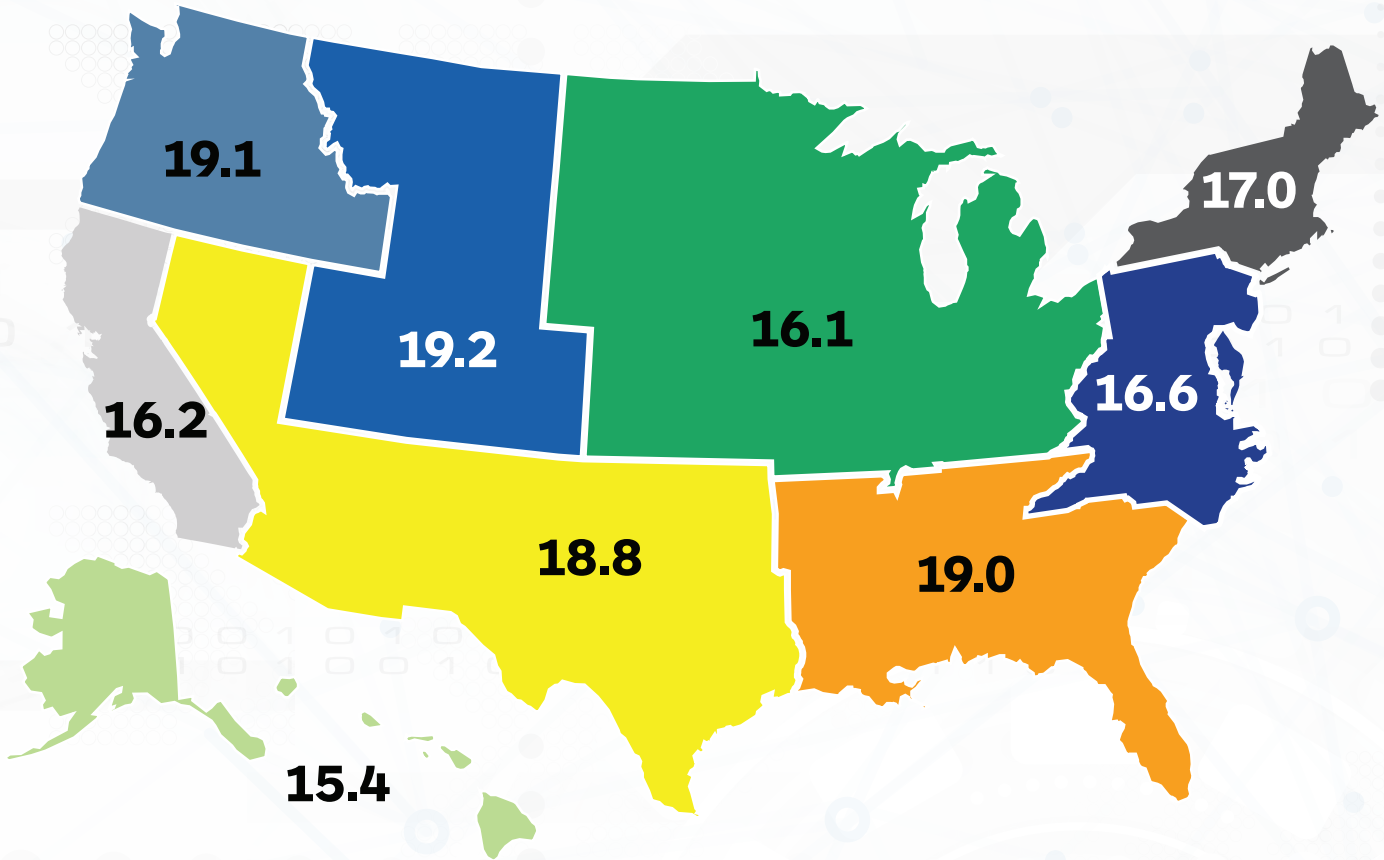
State	Q2 2022	Q2 2023	Change
KY	19.4	19.3	-0.1
LA	21.9	20.1	-1.8
MA	19.0	18.2	-0.8
MD	18.0	17.6	-0.4
ME	15.7	16.0	0.3
MI	16.4	16.0	-0.4
MN	14.8	16.2	1.4
MO	16.2	15.8	-0.4
MS	18.8	18.9	0.1
MT	18.8	19.8	1.0
NC	18.3	17.9	-0.4
ND	13.2	13.3	0.1
NE	13.7	13.9	0.2
NH	17.3	17.5	0.2
NJ	16.4	16.0	-0.4
NM	18.3	19.5	1.2
NV	17.7	18.0	0.3
NY	17.1	16.5	-0.6

State	Q2 2022	Q2 2023	Change
OH	17.3	17.2	-0.1
OK	20.7	19.3	-1.4
OR	18.5	19.4	0.9
PA	16.1	15.8	-0.3
PR	17.5	15.5	-2.0
RI	21.0	19.0	-2.0
SC	19.2	18.9	-0.3
SD	15.3	15.3	0
TN	19.6	19.7	0.1
TX	19.3	18.8	-0.5
UT	16.8	17.5	0.7
VA	15.7	15.7	0
VT	15.8	15.5	-0.3
WA	18.5	19.2	0.7
WI	15.2	15.2	0
WV	19.7	18.9	-0.8
WY	16.7	17.2	0.5

*Source: Enterprise Rent-A-Car. Includes ARMS® Insurance Company Direct Billed Rentals.

U.S. Average Length of Rental by Region

Q2 2023



Average Billed Days for US by Region

Region	Q2 2022	Q2 2023	Change
California	16.8	16.2	-0.6
Mid-Atlantic	16.9	16.6	-0.3
Midwest	16.3	16.1	-0.2
Mountain	18.7	19.2	0.5
Northeast	17.6	17.0	-0.6
Northwest	18.3	19.1	0.8
Pacific	15.2	15.4	0.2
Southeast	18.9	19.0	0.1
Southwest	19.2	18.8	-0.4

*Source: Enterprise Rent-A-Car. Includes ARMS® Insurance Company Direct Billed Rentals.

United States Overall

Overall LOR for Q2 2023 was 17.4, a 0.3-day drop from Q2 2022 (17.7). This is a 1.5-day decrease from Q1 2023 (18.7 days), which fits historical seasonal trending of a decrease from the 1st quarter of the year to the 2nd quarter. These results also show the first dip in LOR year-over-year since the initial stages of the pandemic. While positive, these results continue to reflect the new normal, as the LOR for Q2 of 2021 was 13.2 days.

Alaska recorded the highest overall LOR in Q2 at 22.7 days, followed by Georgia (20.5), Colorado (20.2) and Louisiana (20.1). Hawaii had the lowest LOR with 13.1 days. North Dakota and Iowa were next-lowest at 13.3 days each, with DC (13.5) and Nebraska (13.9) completing the states under 14 days.

Interestingly, the gap between the highest (AK) and lowest (HI) LORs was 9.6 days – compared to a gap of 9.0 days in Q2 2022. In the contiguous 48, the gap was 7.2 days between Georgia (20.5) and Iowa and North Dakota (both 13.1). In Q2 2022, this gap was 8.9 days between Louisiana and North Dakota.

Only three states saw a year-over-year increase of a day or more: Minnesota (+1.4), New Mexico (+1.2), and Montana (+1.0). Eighteen additional states saw increases while five other states were flat. Notably, 24 states, plus DC, saw decreases. Rhode Island (-2.0), DC (-1.9) and Louisiana (-1.8) had the largest decreases.

John Yoswick, editor of the weekly *CRASH Network* newsletter, shared: “We’re seeing a number of trends that could account for some – though not a lot – of decline in LOR, at least for now. Shops’ backlog of work tends to drop in the spring, and this year was no exception. The national average backlog was 4.7 weeks in Q2 2023, down from 5.8 weeks the prior quarter. Prior to the pandemic, the typical second quarter decline in backlog was about three days. This year, the drop was almost eight days, and the percentage of shops that could schedule a job in two weeks or less increased 14 percentage points to 27 percent. While that is the highest percentage of shops with a ‘normal’ backlog since October of

2021, it is still far from the pre-pandemic second quarter average of 72 percent. Nearly half of all shops (46 percent) were still scheduling work four or more weeks into the future. That is a significant decline from 60 percent in the first quarter of this year, but also far from the typical 7 percent with that length of backlog pre-pandemic.”

According to PartsTrader’s Chief Innovation Officer, Greg Horn: “The overall Q2 2023 measure of median plus two standard deviations of delivery days for all part types was actually lower overall in Q2 2023 compared to Q2 2022; several state-level increases align with the LOR results. States that saw increases in overall LOR in Enterprise’s data, such as Arkansas, Florida, Georgia, and Minnesota, also saw similar trends when comparing parts delivery days. Parts delays are still a significant factor in repair time and length of rental, and shops are making a great effort to schedule repairs for drivable vehicles to maximize shop throughput.”

It’s also important to consider the impact from the luxury segment, both ICE and EV. Ryan Mandell, Director of Claims Performance for Mitchell International, shared some insight: “Luxury make repair frequency increased nearly half a point to 13.28% of all repairable estimates in Q2 2023 compared to Q2 2022 (12.79%). On average, luxury vehicle estimates are written for nearly two additional labor hours (1.83) compared to common make vehicles, as well as an additional 1.3 replacement parts.” Mandell also shared an important consideration about calibrations, which impact overall repair time: “The frequency of ADAS calibrations increased from 11.28% in Q2 2022 to 16.11% in Q2 2023.”

Drivable

For rentals associated with drivable repairs, LOR in Q2 2023 was 15.5 days, a 0.3-day increase.

Alaska also had the highest drivable LOR in Q2 2023 at 18.8 days. Georgia (18.6), Tennessee (17.8) and Louisiana (17.7) were the next-highest.

The lowest drivable LOR for was found in North Dakota (10.5), Hawaii (11.3), Iowa (11.6) and DC (11.8).

philanthropic arm, the Ford Fund, to expand the program and help address this ongoing industry challenge. For more information, visit www.beacollisionengineer.com.