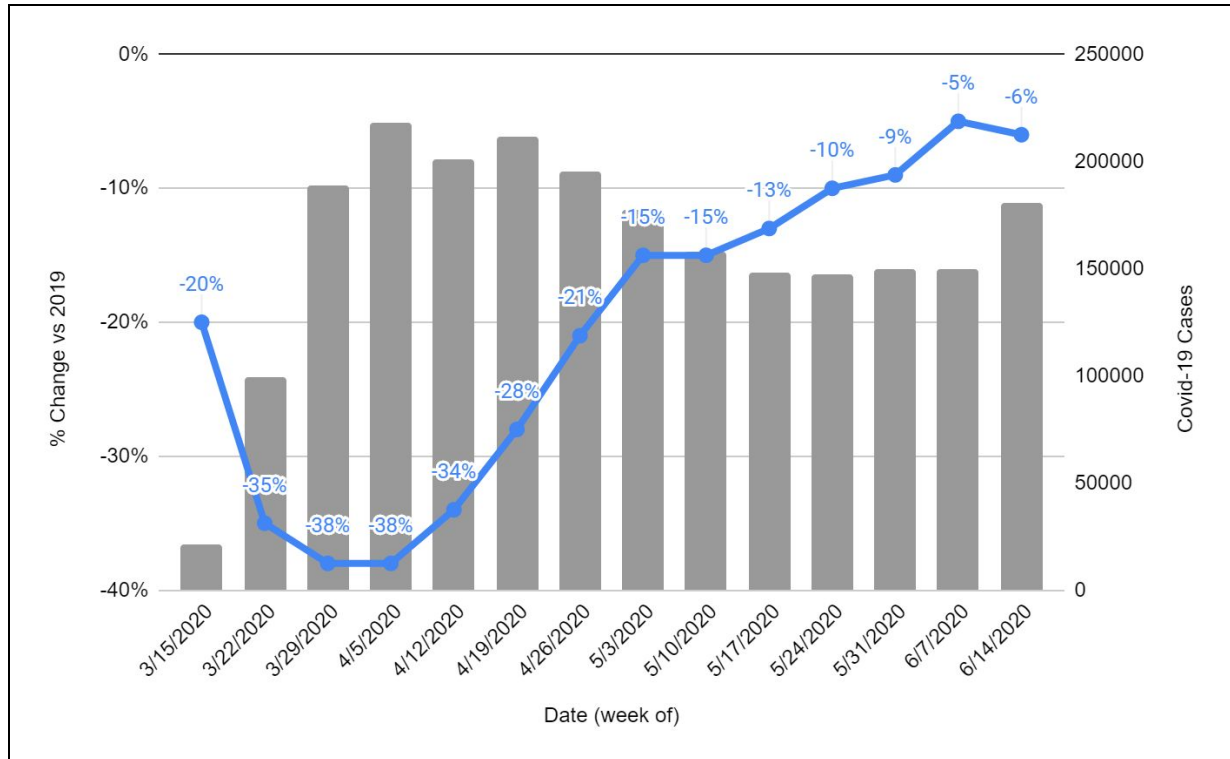


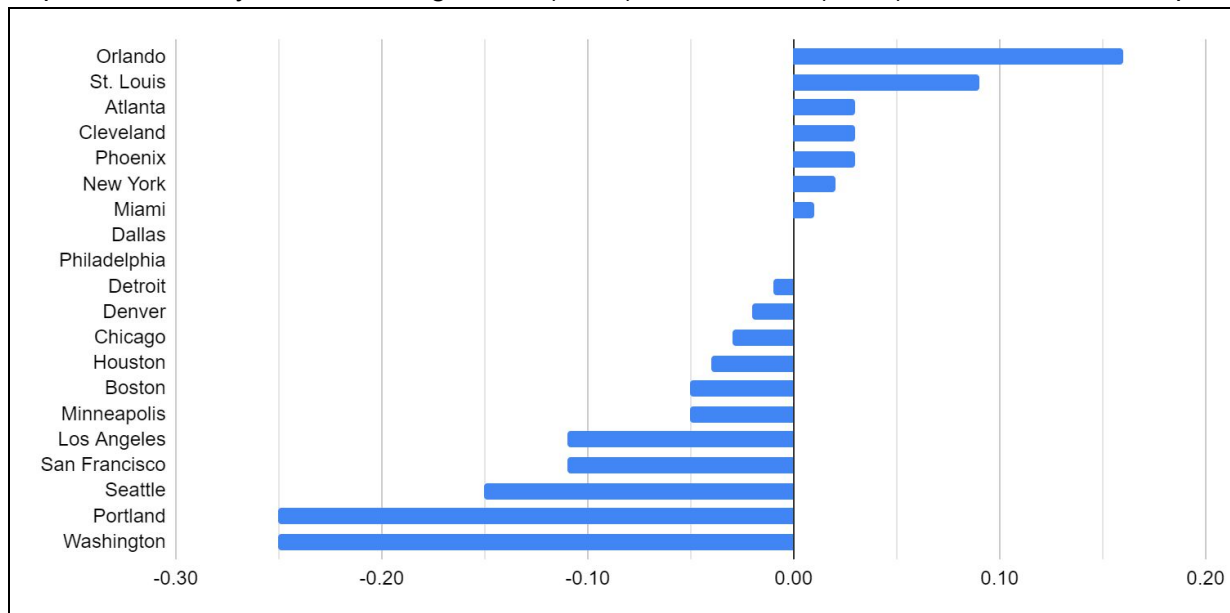
The Pulse of the Aftermarket

A White Paper Series by [Aftermarket Analytics](#) and [Full Throttle Technologies](#)

National Pulse: For the week of June 7, national RO was down only -5% beating our forecast (-8%) by 3%. The week of June 14 dropped back to -6%. New Covid-19 cases jumped up over 180k for the first time since April. Our forecast for next week is -4% versus 2019.



Market Pulse: Orlando (+16%) strengthened, St. Louis (+9%) surprised and a total of 7 markets hit positive territory while Washington DC (-25%) and Portland (-25%) continued their slump.



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Forecast

Market level forecasts were less accurate for the week of June 7. We failed to predict the strength in several markets including STL, PHI, ORL, HOU and CHI. We didn't hit the mark this week for any single market but we missed by only 2% in DEN, DET and PHX. Forecast error as measured by mean absolute deviation (MAD) was 7.0%, our highest error rate to date. Note that we didn't make forecasts for the week of June 14 so the following forecasts are for the week of June 21. Severe weather with heavy rain is expected this week in much of the Southeast US and then moving north along the Atlantic seaboard later in the week.

		Week of Jun 7			Week of Jun 21	
Market		Actual	Forecast	Error	Forecast	Weather
Atlanta	ATL	0.03	-0.06	+0.09	0.04	85/65 TStrms
Boston	BOS	-0.05	-0.11	+0.06	-0.09	87/67 Cloudy
Chicago	CHI	-0.03	-0.13	+0.10	-0.05	77/65 TStrms
Cleveland	CLE	0.03	-0.04	+0.07	0.12	72/65 TStrms
Dallas	DAL	0.00	0.03	-0.03	-0.08	90/75 TStrms
Denver	DEN	-0.02	0.00	-0.02	0.00	90/62 Cloudy
Detroit	DET	-0.01	-0.03	+0.02	-0.04	78/60 Cloudy
Houston	HOU	-0.04	-0.14	+0.10	-0.05	87/79 TStrms
Los Angeles	LAX	-0.11	-0.15	+0.04	-0.10	78/62 Cloudy
Miami	MIA	0.01	-0.04	+0.05	-0.12	88/81 Cloudy
Minneapolis	MIN	-0.05	-0.13	+0.08	-0.02	86/67 Sunny
New York	NYC	0.02	-0.05	+0.07	0.04	84/69 Cloudy
Orlando	ORL	0.16	0.05	+0.11	0.15	95/77 TStrms
Philadelphia	PHI	0.00	-0.13	+0.13	0.00	88/67 Cloudy
Phoenix	PHX	0.03	0.05	-0.02	0.02	110/83 Sunny
Portland	PDX	-0.25	-0.12	-0.13	-0.22	86/60 Cloudy
San Francisco	SFO	-0.11	-0.15	+0.04	-0.11	65/55 Sunny
Seattle	SEA	-0.15	-0.19	+0.04	-0.13	79/59 Cloudy
St. Louis	STL	0.09	-0.05	+0.14	0.05	89/69 Sunny
Washington	DC	-0.25	-0.30	+0.05	-0.24	84/67 TStrms
US		-0.05	-0.08	+0.03	-0.04	-
MAD				0.070		

All forecasts are in terms of percent change (-0.11 = -11%) from the same week in 2019.

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