

Overall Summary

10.13% Demand (Loads)

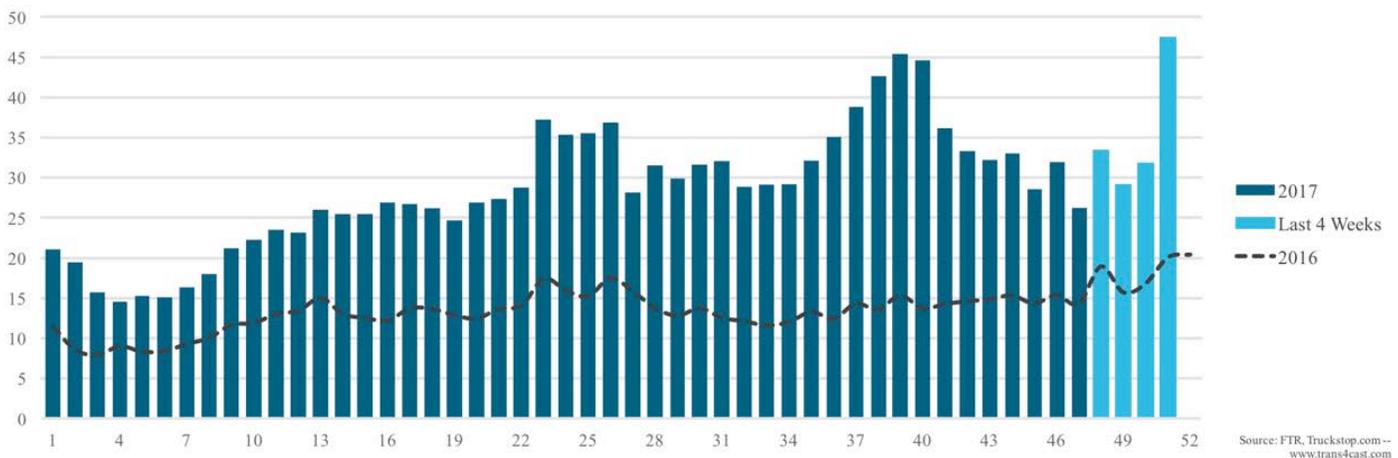
-26.12% Supply (Trucks)

49.06% Market Pressure

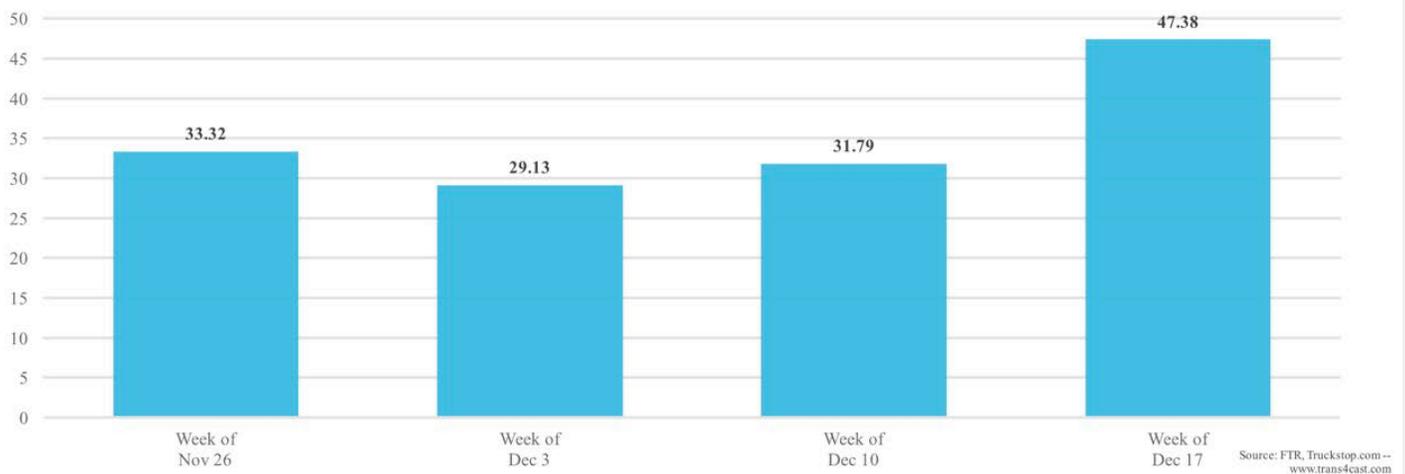
8.85% Rates

Weekly Market Demand Index (MDI)

Up 15.6 points from the previous week.

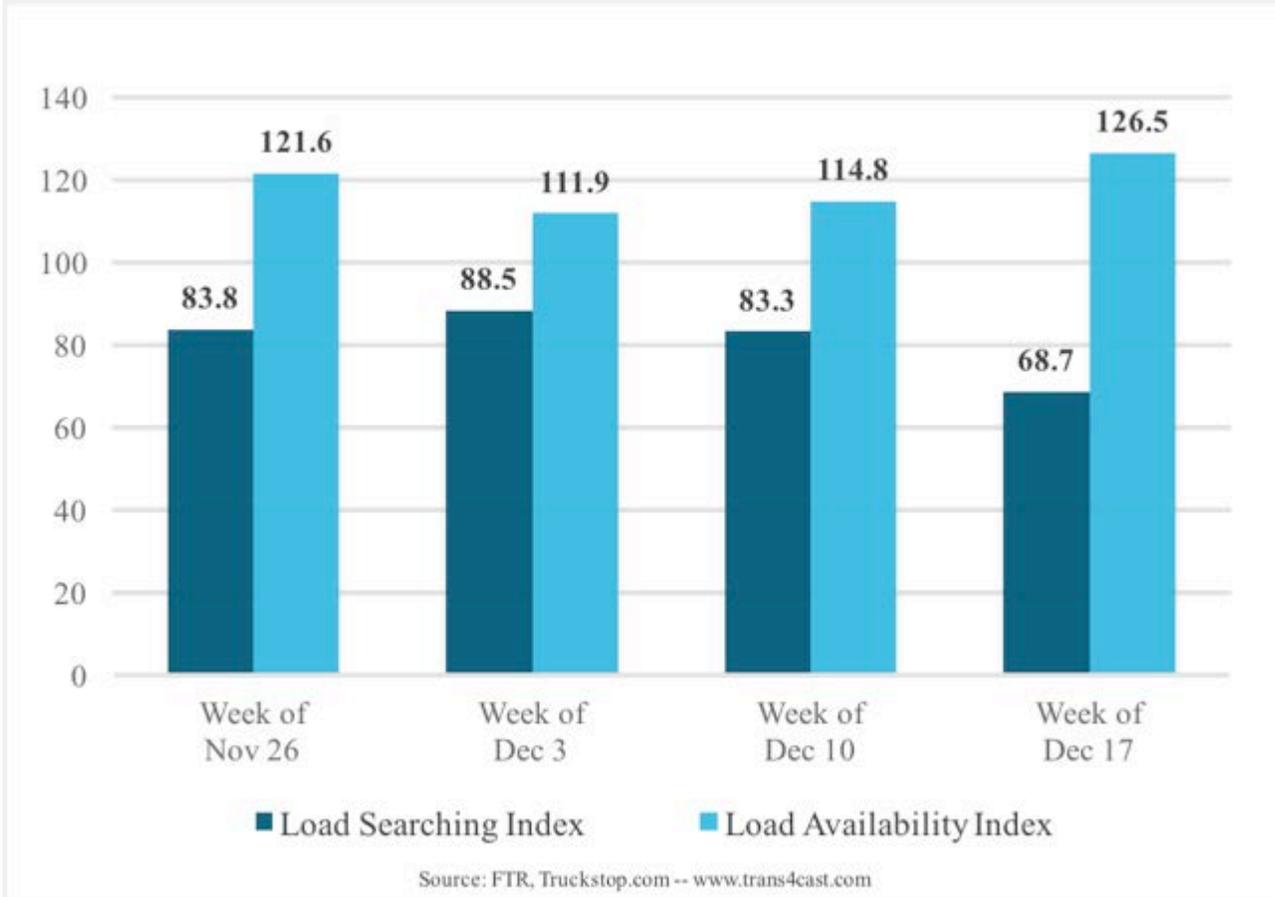


Last Four Weeks



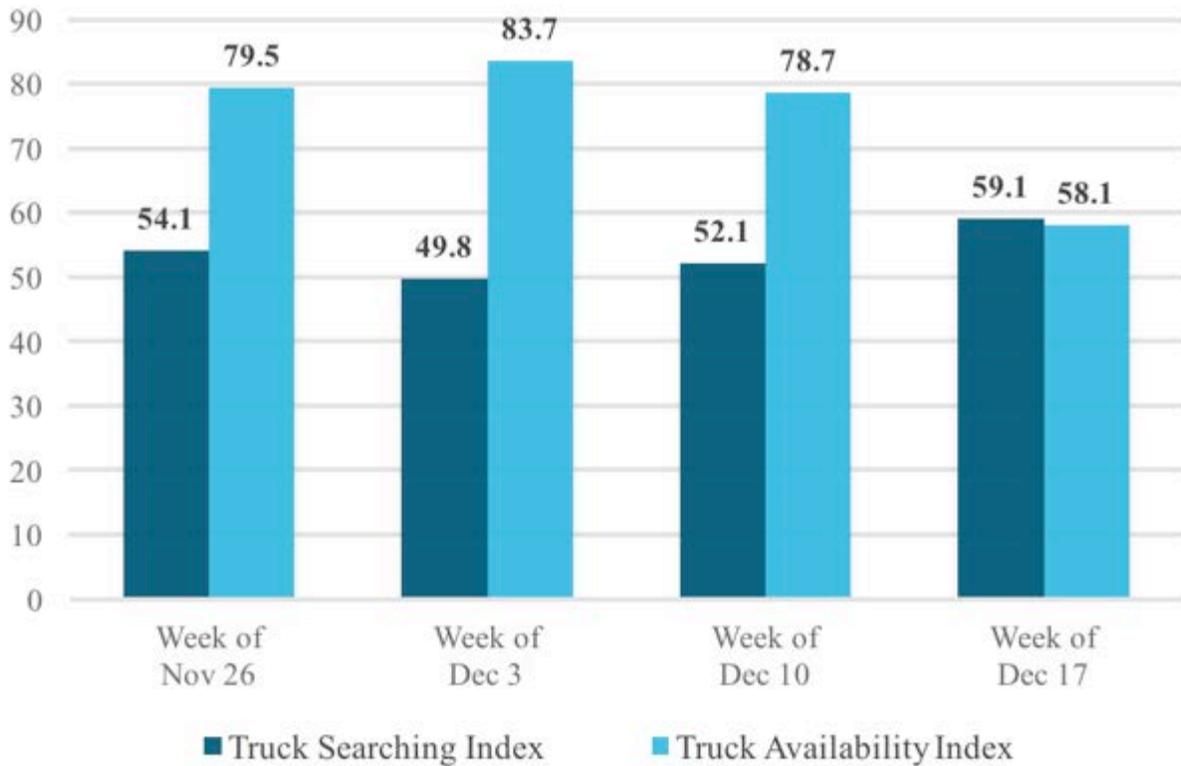
What is the Market Demand Index? The Market Demand Index (MDI) is a measure of relative truck demand in the spot market. It compares load availability to truck availability. Over the last four weeks MDI has on average **increased 5.3 points**. The latest week shows MDI is **up 15.6 from the previous week to 47.4**. **At this point last year MDI was 20.1**.

Load Searching vs. Load Availability



Load Availability increased 10.1% from the previous week. **Growth in Load Availability in the most recent week was more than growth in Load Searching. Load Searching decreased 17.6%** from the previous week.

Truck Searching vs. Truck Availability

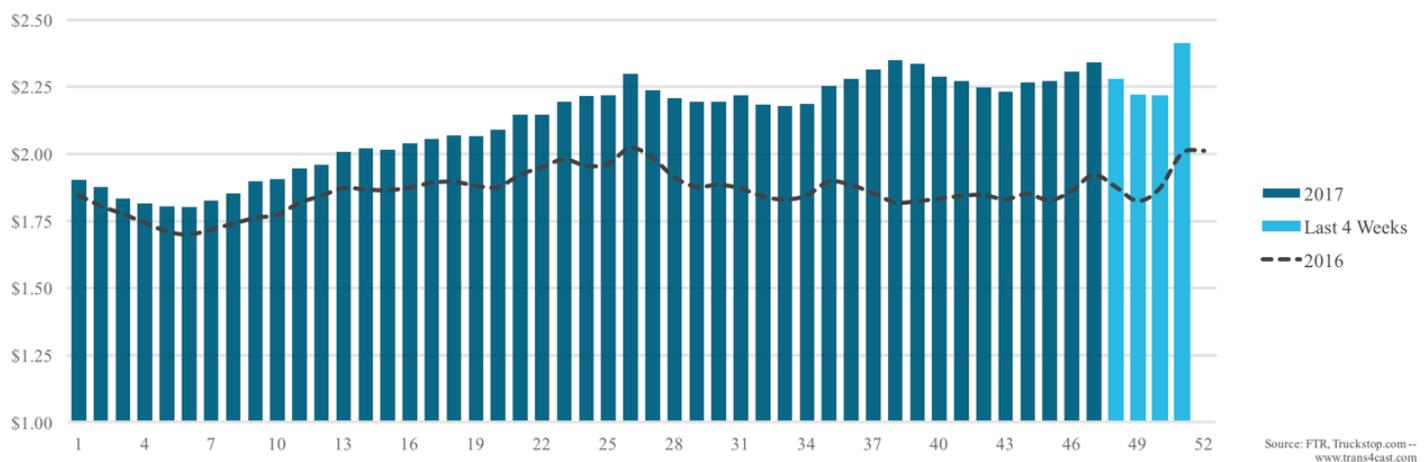


Source: FTR, Truckstop.com -- www.trans4cast.com

Truck

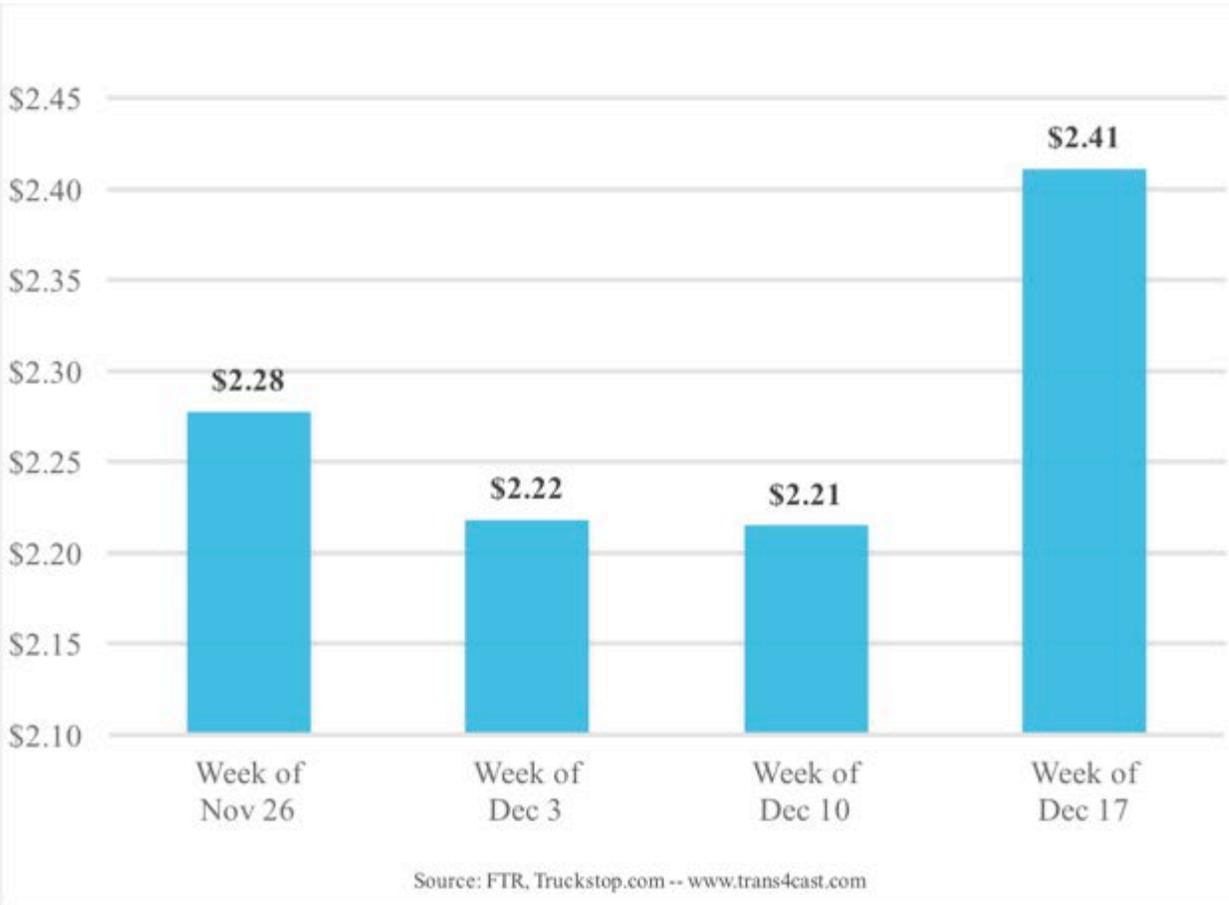
Availability decreased 26.1% from the previous week. Growth in Truck Availability in the most recent week was less than growth in Truck Searching. Truck Searching increased 13.4% from the previous week.

Rates 2017 YTD and 2016



Source: FTR, Truckstop.com -- www.trans4cast.com

Last Four Weeks



Increased

8.9% from previous week. This graph represents broker rates (including fuel) posted on the Truckstop.com load board. The latest week shows **rates were increased 8.9% from the previous week to \$2.41.** **Over the last four weeks rates have averaged an increase of 0.8%. Rates are 20.4% higher versus this time last year.**

Two items of note for the week.....ELD Impact and New Home Sales



We had a couple of items of significance this week.....one from the regulation side of our industry with the implementation of ELDs and the other being an economic indicator reaching it's highest levels since 2007 with new home sales surging to 733,000.

ELD Impact

With week 1 of ELD implementation past us, what have we noticed? MDI shot through the roof last week. This isn't uncommon as it typically does right around Christmas, but the magnitude and the reason were somewhat surprising. **MDI hit a record high in week 51** – even higher than the post-hurricane surge seen in September. But it wasn't due to a more than usual reduction in available trucks. It was due to **continued strong loads being posted**. We had a full week of data (no holidays in week 51), but we also had that last year yet posted loads dropped in week 51.

With no strong enforcement mechanism until April 1, it is not a big surprise that we didn't take a big hit to truck capacity in the first week. But the strength in loadings was a surprise. And that is probably what led to the strongest spot rate in our records (excluding fuel).

New Home Sales

On Friday, we received the Single Family New Home Sales Report which came in at a seasonally adjusted rate of 733,000 which was the highest level since October 2007. We had been seeing increasing strength in these numbers over the last few months but it's safe to say that the November numbers were a surprise to most of us.

The 733k represents an increase of 17.5% over the seasonally adjusted October 2017 numbers and a 26.6% increase over November 2016. **These monthly numbers that are showing signs of a strengthening economy should be a signal for us to not be looking for a slow-down in any of our metrics or markets over the next few months.**

We hope your Christmas was wonderful and wish you all a fabulous 2018!

