

Colorado Auto Outlook™

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Comprehensive information on the Colorado automotive market

Colorado Automobile Dealers Association

Quick Facts

Colorado new vehicle registrations increased 15.5% in July '13 vs. 2012.

New registrations in the state during the first seven months of this year increased 13.5% compared to a year earlier.

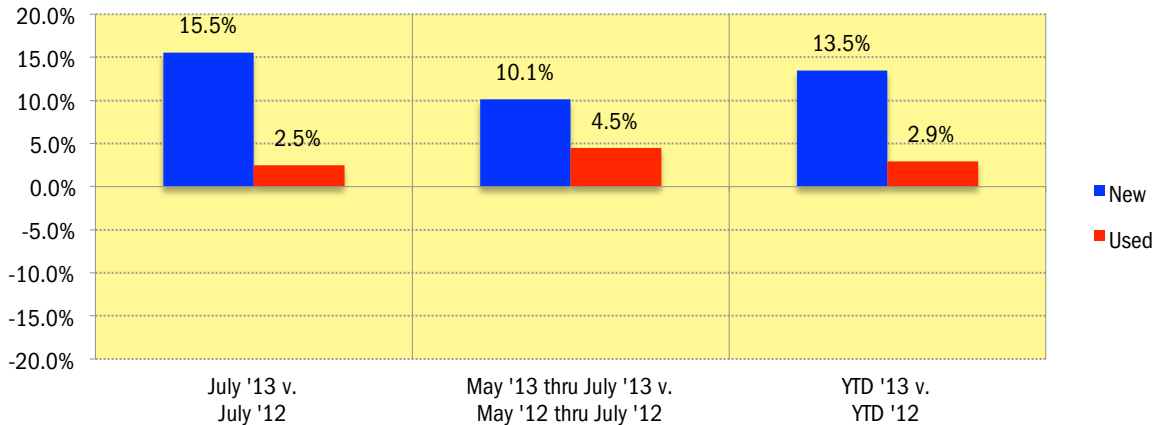
Used vehicle market was up 2.5% in July 2013 (vehicles seven years old or newer), and improved 2.9%, year-to-date.

Three year old vehicle market share increased 3.1 share points.

Dodge, Porsche, Mitsubishi, BMW, Ram, and Lexus new vehicle registrations each increased more than 27% during the first seven months of this year

Data measures new vehicle registrations in the state. Monthly recording of registrations occurs when the data is processed by the DMV.

Percent Change in Colorado New and Used Retail Light Vehicle Registrations
(Used registrations only include vehicles seven years old or newer)



Colorado New and Used Vehicle Markets Summary
(Used registrations only include vehicles seven years old or newer)

	Previous Three Months					
	Retail New Vehicle Registrations			Retail Used Vehicle Registrations		
	May '12 thru July '12	May '13 thru July '13	Percent Change	May '12 thru July '12	May '13 thru July '13	Percent Change
Total	39,149	43,104	10.1%	41,092	42,935	4.5%
Cars	18,132	18,303	0.9%	18,663	19,931	6.8%
Light Trucks	21,017	24,801	18.0%	22,429	23,004	2.6%
Detroit Three Brands	14,424	16,620	15.2%	20,554	20,669	0.6%
European Brands	4,154	4,700	13.1%	4,156	4,395	5.8%
Japanese Brands	17,112	18,763	9.6%	14,010	15,319	9.3%
Korean Brands	3,459	3,021	-12.7%	2,372	2,552	7.6%
	Year-to-date thru July					
	Retail New Vehicle Registrations			Retail Used Vehicle Registrations		
	YTD 2012	YTD 2013	Percent Change	YTD 2012	YTD 2013	Percent Change
Total	85,780	97,355	13.5%	93,840	96,596	2.9%
Cars	37,803	40,277	6.5%	42,116	44,254	5.1%
Light Trucks	47,977	57,078	19.0%	51,724	52,342	1.2%
Detroit Three Brands	32,169	37,333	16.1%	47,402	46,580	-1.7%
European Brands	9,210	10,782	17.1%	9,389	10,049	7.0%
Japanese Brands	37,060	42,693	15.2%	31,547	34,262	8.6%
Korean Brands	7,341	6,547	-10.8%	5,502	5,705	3.7%

Data Information

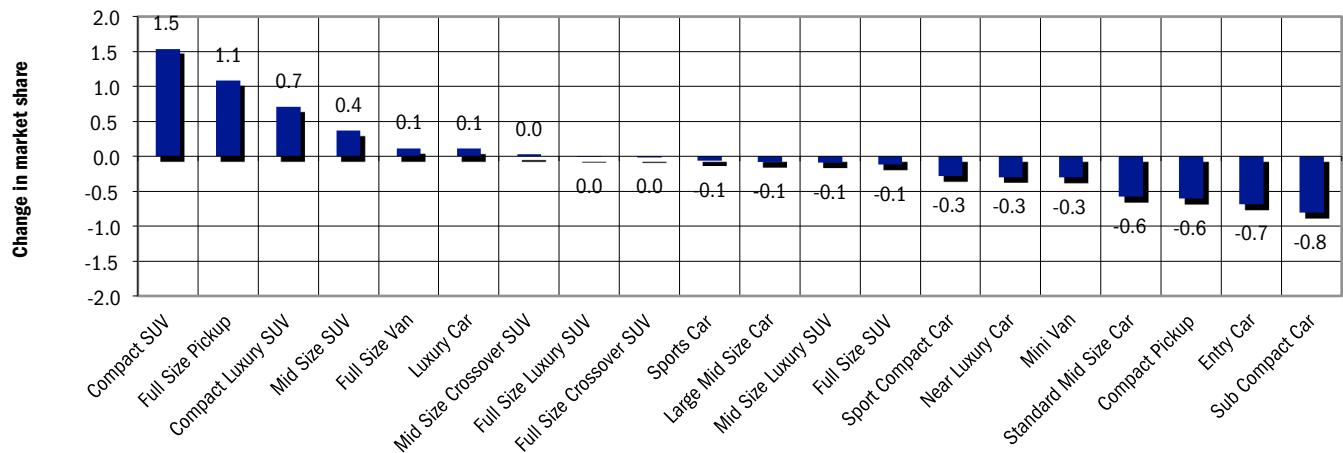
All data represents new and used vehicle retail registrations in Colorado and excludes fleet and wholesale transactions. Used vehicle data only includes vehicles seven years old or newer and excludes private party transactions. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results. Green shaded areas in tables represent the top ten ranked brands.

Data Source: AutoCount data from Experian Automotive.

New Vehicle Market Brand Registrations

Colorado New Retail Car and Light Truck Registrations												
	July			Three Month Period May '13 thru July '13			YTD thru July			YTD Market Share (%)		
	Colorado			Colorado			Colorado			Colorado		
	2012	2013	% chg.	Yr. Ago	Current	% chg.	2012	2013	% chg.	2012	2013	Chg.
TOTAL	12,119	14,003	15.5%	39,149	43,104	10.1%	85,780	97,355	13.5%			
Acura	173	172	-0.6%	499	506	1.4%	999	1,131	13.2%	1.2	1.2	0.0
Audi	118	225	90.7%	495	691	39.6%	1,206	1,531	26.9%	1.4	1.6	0.2
BMW	196	224	14.3%	668	795	19.0%	1,603	2,050	27.9%	1.9	2.1	0.2
Buick	99	130	31.3%	330	386	17.0%	691	864	25.0%	0.8	0.9	0.1
Cadillac	82	103	25.6%	253	308	21.7%	659	755	14.6%	0.8	0.8	0.0
Chevrolet	967	1,180	22.0%	3,264	3,502	7.3%	6,839	7,427	8.6%	8.0	7.6	-0.3
Chrysler	128	108	-15.6%	416	353	-15.1%	915	744	-18.7%	1.1	0.8	-0.3
Dodge	276	447	62.0%	896	1,372	53.1%	1,942	2,946	51.7%	2.3	3.0	0.8
Fiat	48	35	-27.1%	156	109	-30.1%	264	259	-1.9%	0.3	0.3	0.0
Ford	1,505	1,795	19.3%	4,632	5,494	18.6%	10,654	12,619	18.4%	12.4	13.0	0.5
GMC	256	353	37.9%	932	1,128	21.0%	2,216	2,638	19.0%	2.6	2.7	0.1
Honda	1,032	1,167	13.1%	3,338	3,595	7.7%	7,016	8,160	16.3%	8.2	8.4	0.2
Hyundai	598	493	-17.6%	1,702	1,506	-11.5%	3,578	3,325	-7.1%	4.2	3.4	-0.8
Infiniti	102	81	-20.6%	321	253	-21.2%	608	596	-2.0%	0.7	0.6	-0.1
Jaguar	6	10	66.7%	18	25	38.9%	34	36	5.9%	0.0	0.0	0.0
Jeep	768	775	0.9%	2,381	2,442	2.6%	5,318	5,609	5.5%	6.2	5.8	-0.4
Kia	547	513	-6.2%	1,757	1,515	-13.8%	3,762	3,222	-14.4%	4.4	3.3	-1.1
Land Rover	56	61	8.9%	157	166	5.7%	375	471	25.6%	0.4	0.5	0.0
Lexus	185	249	34.6%	564	757	34.2%	1,369	1,744	27.4%	1.6	1.8	0.2
Lincoln	46	58	26.1%	156	178	14.1%	336	379	12.8%	0.4	0.4	0.0
Mazda	237	281	18.6%	761	877	15.2%	1,485	1,798	21.1%	1.7	1.8	0.1
Mercedes	162	216	33.3%	593	632	6.6%	1,419	1,453	2.4%	1.7	1.5	-0.2
MINI	84	99	17.9%	227	324	42.7%	503	616	22.5%	0.6	0.6	0.0
Mitsubishi	33	49	48.5%	134	171	27.6%	288	384	33.3%	0.3	0.4	0.1
Nissan	784	855	9.1%	2,326	2,681	15.3%	5,409	6,180	14.3%	6.3	6.3	0.0
Porsche	28	42	50.0%	92	140	52.2%	199	268	34.7%	0.2	0.3	0.0
Ram	352	472	34.1%	1,148	1,405	22.4%	2,581	3,300	27.9%	3.0	3.4	0.4
smart	15	17	13.3%	53	40	-24.5%	103	103	0.0%	0.1	0.1	0.0
Subaru	962	1,459	51.7%	3,386	4,291	26.7%	7,844	9,799	24.9%	9.1	10.1	0.9
Tesla	0	27		0	51		0	51		0.0	0.1	0.1
Toyota/Scion	1,709	1,745	2.1%	5,550	5,617	1.2%	11,541	12,662	9.7%	13.5	13.0	-0.4
Volkswagen	422	501	18.7%	1,466	1,563	6.6%	2,966	3,477	17.2%	3.5	3.6	0.1
Volvo	51	56	9.8%	191	199	4.2%	473	480	1.5%	0.6	0.5	-0.1
Other	92	5	-94.6%	287	32	-88.9%	585	278	-52.5%	0.7	0.3	-0.4

Change in New Vehicle Segment Market Share - YTD '13 thru July v. YTD '12 thru July

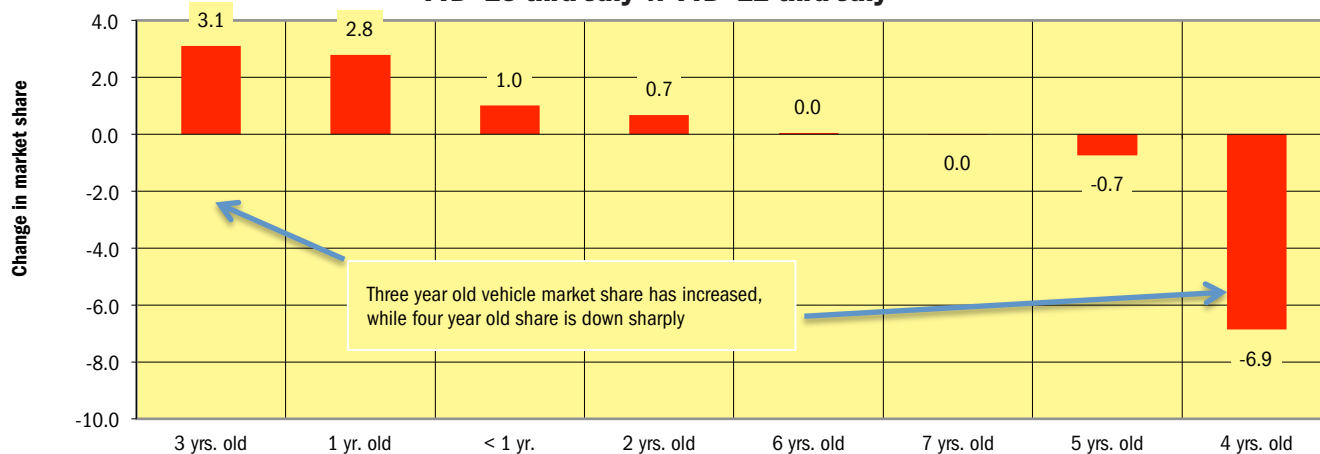


Data Source: AutoCount data from Experian Automotive.

Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

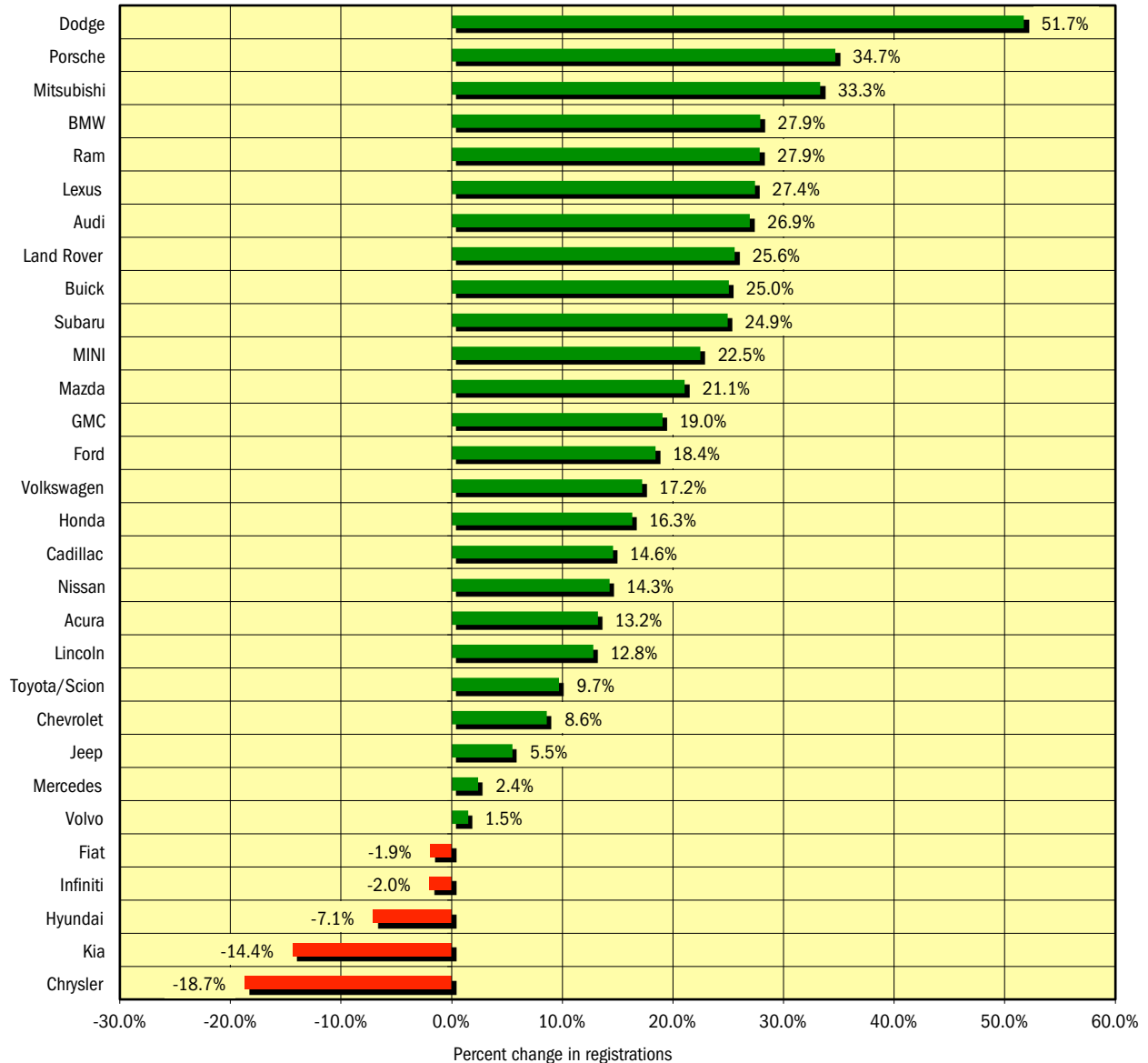
Colorado Used Retail Car and Light Truck Registrations												
	July			Three Month Period May '13 thru July '13			YTD thru July			YTD Market Share (%)		
	2012	2013	% chg.	Yr. Ago	Current	% chg.	2012	2013	% chg.	2012	2013	Chg.
	TOTAL	12,965	13,290	2.5%	41,092	42,935	4.5%	93,840	96,596	2.9%		
Acura	180	182	1.1%	521	559	7.3%	1,171	1,246	6.4%	1.2	1.3	0.0
Audi	169	191	13.0%	550	575	4.5%	1,272	1,377	8.3%	1.4	1.4	0.1
BMW	267	284	6.4%	918	1,007	9.7%	2,003	2,234	11.5%	2.1	2.3	0.2
Buick	118	90	-23.7%	333	355	6.6%	835	808	-3.2%	0.9	0.8	-0.1
Cadillac	145	167	15.2%	493	529	7.3%	1,193	1,178	-1.3%	1.3	1.2	-0.1
Chevrolet	1,500	1,540	2.7%	4,875	4,997	2.5%	11,242	11,409	1.5%	12.0	11.8	-0.2
Chrysler	341	317	-7.0%	1,165	1,014	-13.0%	2,850	2,273	-20.2%	3.0	2.4	-0.7
Dodge (incl. Ram)	1,015	908	-10.5%	3,287	3,192	-2.9%	7,534	7,306	-3.0%	8.0	7.6	-0.5
Ford	1,595	1,693	6.1%	5,173	5,560	7.5%	11,719	12,193	4.0%	12.5	12.6	0.1
GMC	382	385	0.8%	1,200	1,208	0.7%	2,752	2,680	-2.6%	2.9	2.8	-0.2
Honda	781	748	-4.2%	2,316	2,335	0.8%	5,242	5,159	-1.6%	5.6	5.3	-0.2
Hummer	49	30	-38.8%	153	120	-21.6%	357	304	-14.8%	0.4	0.3	-0.1
Hyundai	414	408	-1.4%	1,267	1,322	4.3%	2,933	3,038	3.6%	3.1	3.1	0.0
Infiniti	102	139	36.3%	370	413	11.6%	852	931	9.3%	0.9	1.0	0.1
Jaguar	14	10	-28.6%	33	28	-15.2%	76	50	-34.2%	0.1	0.1	0.0
Jeep	761	747	-1.8%	2,372	2,397	1.1%	5,466	5,530	1.2%	5.8	5.7	-0.1
Kia	373	382	2.4%	1,105	1,230	11.3%	2,569	2,667	3.8%	2.7	2.8	0.0
Land Rover	58	68	17.2%	198	206	4.0%	496	540	8.9%	0.5	0.6	0.0
Lexus	199	271	36.2%	680	861	26.6%	1,627	1,913	17.6%	1.7	2.0	0.2
Lincoln	87	93	6.9%	278	298	7.2%	569	662	16.3%	0.6	0.7	0.1
Mazda	252	299	18.7%	802	947	18.1%	1,768	2,177	23.1%	1.9	2.3	0.4
Mercedes	161	199	23.6%	532	680	27.8%	1,241	1,527	23.0%	1.3	1.6	0.3
Mercury	61	54	-11.5%	189	140	-25.9%	458	311	-32.1%	0.5	0.3	-0.2
MINI	56	78	39.3%	227	232	2.2%	453	503	11.0%	0.5	0.5	0.0
Mitsubishi	126	103	-18.3%	350	373	6.6%	787	917	16.5%	0.8	0.9	0.1
Nissan	913	950	4.1%	2,826	3,188	12.8%	6,222	7,157	15.0%	6.6	7.4	0.8
Pontiac	183	140	-23.5%	610	483	-20.8%	1,422	1,135	-20.2%	1.5	1.2	-0.3
Porsche	32	46	43.8%	114	119	4.4%	242	275	13.6%	0.3	0.3	0.0
Saab	27	23	-14.8%	94	75	-20.2%	225	186	-17.3%	0.2	0.2	0.0
Saturn	151	112	-25.8%	426	376	-11.7%	1,005	791	-21.3%	1.1	0.8	-0.3
Subaru	556	606	9.0%	1,679	1,768	5.3%	3,698	3,905	5.6%	3.9	4.0	0.1
Suzuki	108	91	-15.7%	322	282	-12.4%	726	658	-9.4%	0.8	0.7	-0.1
Toyota/Scion	1,375	1,501	9.2%	4,135	4,583	10.8%	9,428	10,178	8.0%	10.0	10.5	0.5
Volkswagen	299	337	12.7%	1,101	1,121	1.8%	2,451	2,540	3.6%	2.6	2.6	0.0
Volvo	102	81	-20.6%	348	284	-18.4%	848	687	-19.0%	0.9	0.7	-0.2
Other	13	17	30.8%	50	78	56.0%	108	151	39.8%	0.1	0.2	0.0

Change in Used Vehicle Market Share by Age of Vehicle
YTD '13 thru July v. YTD '12 thru July



Data Source: AutoCount data from Experian Automotive.

**New Vehicle Market Percent Change in Brand Registrations
YTD '13 thru July v. YTD '12 thru July
(Top 30 selling brands)**



Data Source: AutoCount data from Experian Automotive.

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