

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 6.1% in June '13 vs. 2012.

New registrations in the state during the first six months of this year increased 13.2% compared to a year earlier.

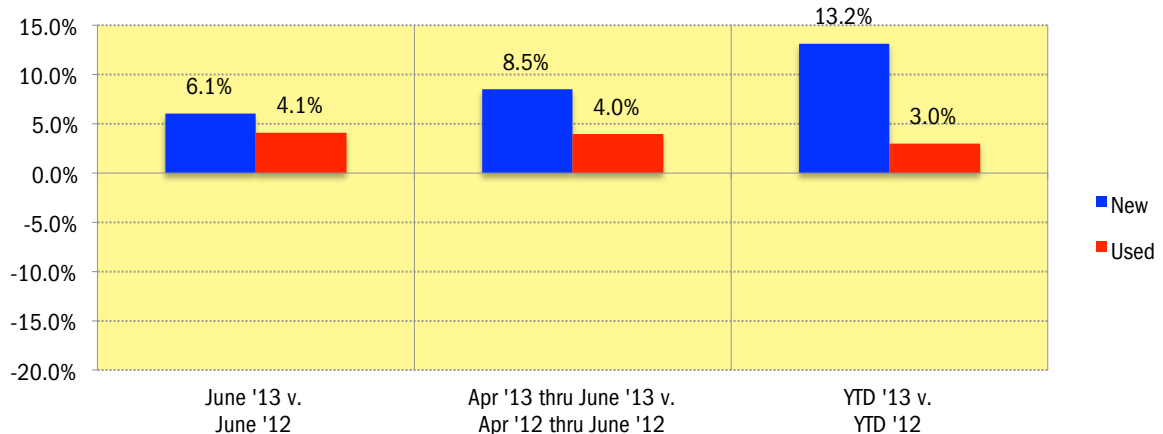
Used vehicle market was up 4.1% in June 2013 (vehicles seven years old or newer), and improved 3%, year-to-date.

Three year old vehicle market share increased three share points.

Dodge, Porsche, and Mitsubishi new vehicle registrations each increased more than 30% during the first six 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		
	Apr '12 thru June '12	Apr '13 thru June '13	Percent Change	Apr '12 thru June '12	Apr '13 thru June '13	Percent Change
Total	38,681	41,968	8.5%	41,477	43,118	4.0%
Cars	17,921	17,628	-1.6%	19,206	19,815	3.2%
Light Trucks	20,760	24,340	17.2%	22,271	23,303	4.6%
Detroit Three Brands	14,354	16,091	12.1%	20,979	21,012	0.2%
European Brands	4,168	4,525	8.6%	4,301	4,399	2.3%
Japanese Brands	16,823	18,462	9.7%	13,821	15,128	9.5%
Korean Brands	3,336	2,890	-13.4%	2,376	2,579	8.5%
	Year-to-date thru June					
	Retail New Vehicle Registrations			Retail Used Vehicle Registrations		
	YTD 2012	YTD 2013	Percent Change	YTD 2012	YTD 2013	Percent Change
Total	73,661	83,352	13.2%	80,875	83,306	3.0%
Cars	32,295	34,260	6.1%	36,396	37,994	4.4%
Light Trucks	41,366	49,092	18.7%	44,479	45,312	1.9%
Detroit Three Brands	27,686	31,885	15.2%	41,014	40,304	-1.7%
European Brands	8,008	9,292	16.0%	8,194	8,717	6.4%
Japanese Brands	31,771	36,634	15.3%	26,952	29,370	9.0%
Korean Brands	6,196	5,541	-10.6%	4,715	4,915	4.2%

Data Information

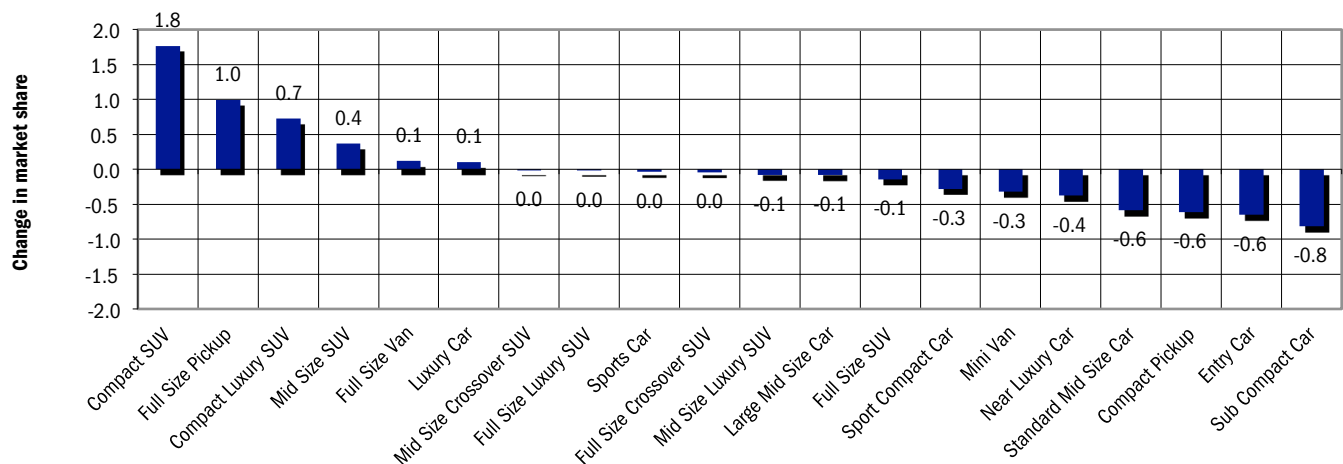
All data represents new and used vehicle retail registrations in Colorado and excludes fleet and wholesale transactions. Used vehicle data only includes vehicles seven years old or newer and excludes private party transactions. Please keep in mind that monthly registration figures can occasionally be 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												
	June			Three Month Period April '13 thru June '13			YTD thru June			YTD Market Share (%)		
	Colorado			Colorado			Colorado			Colorado		
	2012	2013	% chg.	Yr. Ago	Current	% chg.	2012	2013	% chg.	2012	2013	Chg.
TOTAL	15,212	16,135	6.1%	38,681	41,968	8.5%	73,661	83,352	13.2%			
Acura	226	168	-25.7%	434	474	9.2%	826	959	16.1%	1.1	1.2	0.0
Audi	198	270	36.4%	549	664	20.9%	1,088	1,306	20.0%	1.5	1.6	0.1
BMW	270	371	37.4%	706	822	16.4%	1,407	1,826	29.8%	1.9	2.2	0.3
Buick	135	157	16.3%	328	382	16.5%	592	734	24.0%	0.8	0.9	0.1
Cadillac	102	109	6.9%	251	303	20.7%	577	652	13.0%	0.8	0.8	0.0
Chevrolet	1,267	1,298	2.4%	3,236	3,317	2.5%	5,872	6,247	6.4%	8.0	7.5	-0.5
Chrysler	168	134	-20.2%	429	339	-21.0%	787	636	-19.2%	1.1	0.8	-0.3
Dodge	345	494	43.2%	900	1,348	49.8%	1,666	2,499	50.0%	2.3	3.0	0.7
Fiat	62	42	-32.3%	139	111	-20.1%	216	224	3.7%	0.3	0.3	0.0
Ford	1,755	2,068	17.8%	4,594	5,363	16.7%	9,149	10,824	18.3%	12.4	13.0	0.6
GMC	368	396	7.6%	974	1,104	13.3%	1,960	2,285	16.6%	2.7	2.7	0.1
Honda	1,332	1,322	-0.8%	3,258	3,537	8.6%	5,984	6,993	16.9%	8.1	8.4	0.3
Hyundai	612	553	-9.6%	1,580	1,445	-8.5%	2,980	2,832	-5.0%	4.0	3.4	-0.6
Infiniti	135	93	-31.1%	279	251	-10.0%	506	515	1.8%	0.7	0.6	-0.1
Jaguar	8	11	37.5%	18	17	-5.6%	28	26	-7.1%	0.0	0.0	0.0
Jeep	915	907	-0.9%	2,333	2,391	2.5%	4,550	4,834	6.2%	6.2	5.8	-0.4
Kia	662	571	-13.7%	1,755	1,445	-17.7%	3,215	2,709	-15.7%	4.4	3.3	-1.1
Land Rover	56	67	19.6%	163	169	3.7%	319	410	28.5%	0.4	0.5	0.1
Lexus	213	272	27.7%	577	730	26.5%	1,184	1,495	26.3%	1.6	1.8	0.2
Lincoln	64	66	3.1%	148	152	2.7%	290	321	10.7%	0.4	0.4	0.0
Mazda	276	332	20.3%	722	845	17.0%	1,248	1,517	21.6%	1.7	1.8	0.1
Mercedes	242	250	3.3%	589	573	-2.7%	1,257	1,237	-1.6%	1.7	1.5	-0.2
MINI	74	119	60.8%	208	280	34.6%	419	517	23.4%	0.6	0.6	0.1
Mitsubishi	60	70	16.7%	140	176	25.7%	255	335	31.4%	0.3	0.4	0.1
Nissan	842	992	17.8%	2,274	2,685	18.1%	4,625	5,325	15.1%	6.3	6.4	0.1
Porsche	40	71	77.5%	86	130	51.2%	171	226	32.2%	0.2	0.3	0.0
Ram	457	505	10.5%	1,148	1,367	19.1%	2,229	2,828	26.9%	3.0	3.4	0.4
smart	17	12	-29.4%	49	47	-4.1%	88	86	-2.3%	0.1	0.1	0.0
Subaru	1,311	1,594	21.6%	3,454	4,225	22.3%	6,882	8,340	21.2%	9.3	10.0	0.7
Toyota/Scion	2,221	2,110	-5.0%	5,461	5,481	0.4%	9,832	10,917	11.0%	13.3	13.1	-0.3
Volkswagen	580	594	2.4%	1,430	1,491	4.3%	2,544	2,976	17.0%	3.5	3.6	0.1
Volvo	80	78	-2.5%	199	206	3.5%	422	424	0.5%	0.6	0.5	-0.1
Other	119	39	-67.2%	270	98	-63.7%	493	297	-39.8%	0.7	0.4	-0.3

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

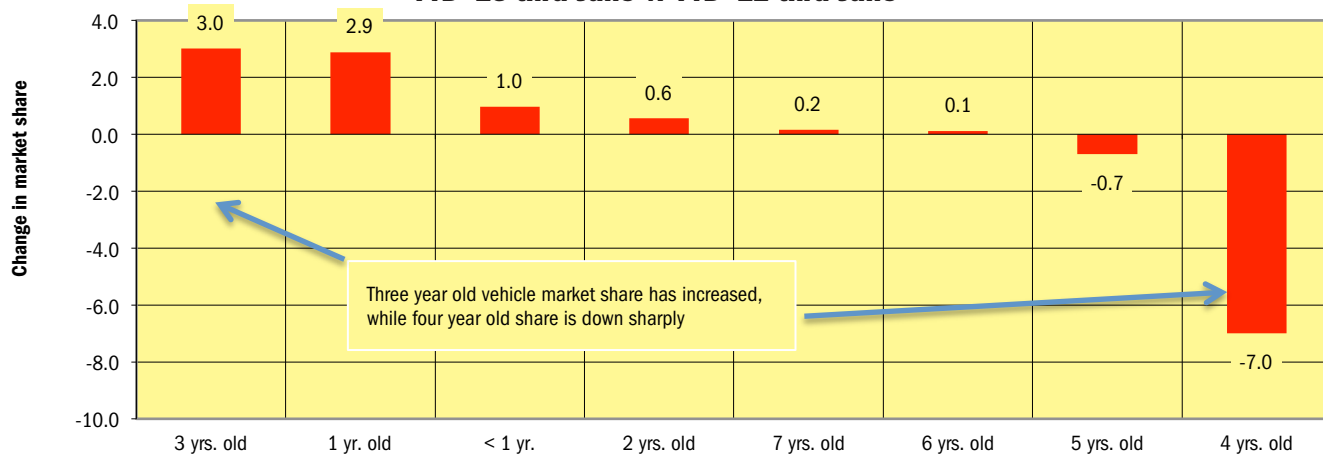


Data Source: AutoCount data from Experian Automotive.

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

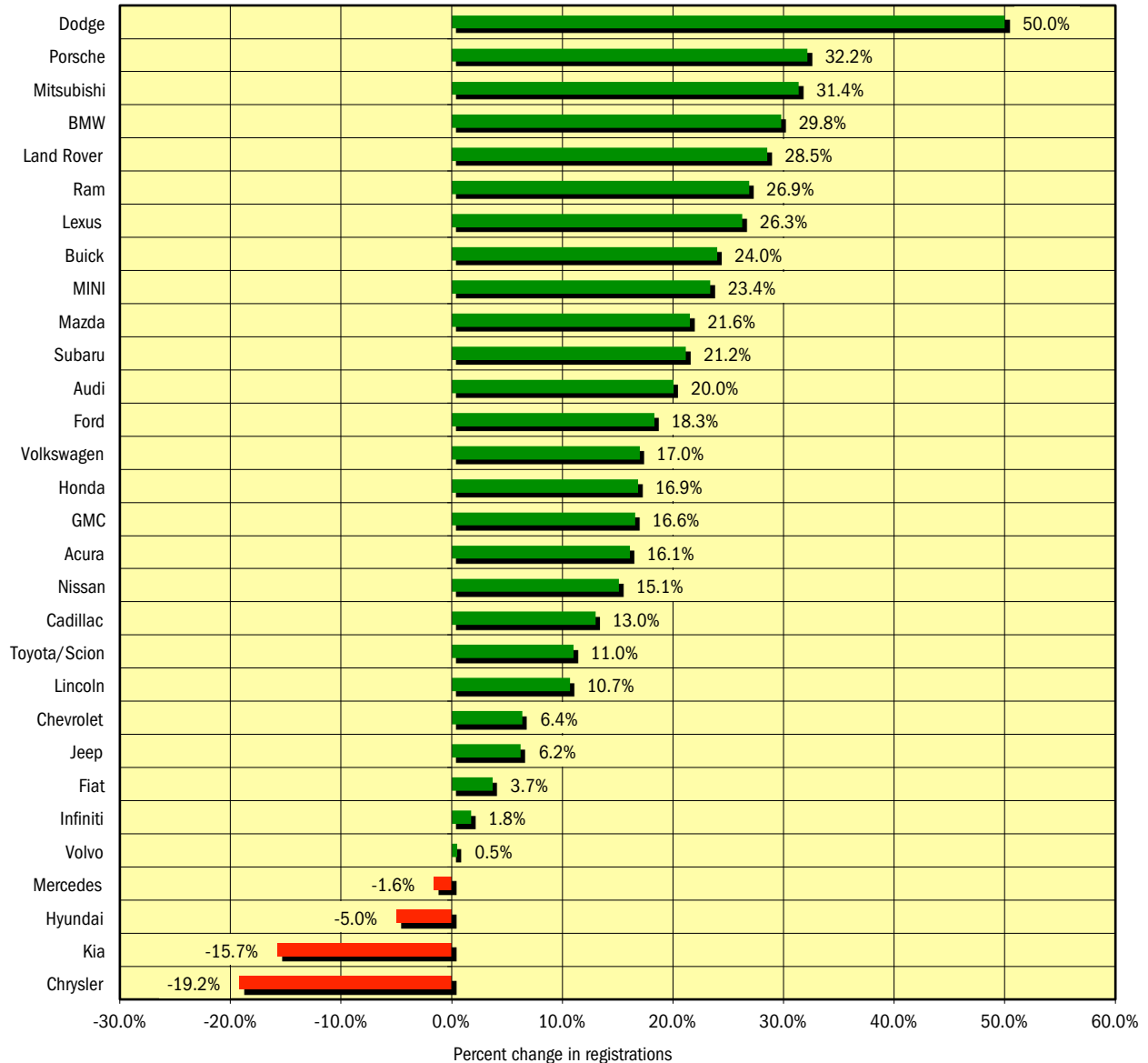
Colorado Used Retail Car and Light Truck Registrations												
	June			Three Month Period April '13 thru June '13			YTD thru June			YTD Market Share (%)		
	2012	2013	% chg.	Yr. Ago	Current	% chg.	2012	2013	% chg.	2012	2013	Chg.
	TOTAL	15,532	16,172	4.1%	41,477	43,118	4.0%	80,875	83,306	3.0%		
Acura	224	199	-11.2%	516	521	1.0%	991	1,064	7.4%	1.2	1.3	0.1
Audi	224	192	-14.3%	550	576	4.7%	1,103	1,186	7.5%	1.4	1.4	0.1
BMW	380	420	10.5%	940	1,002	6.6%	1,736	1,950	12.3%	2.1	2.3	0.2
Buick	117	156	33.3%	356	376	5.6%	717	718	0.1%	0.9	0.9	0.0
Cadillac	189	189	0.0%	519	531	2.3%	1,048	1,011	-3.5%	1.3	1.2	-0.1
Chevrolet	1,842	1,901	3.2%	4,952	5,118	3.4%	9,742	9,869	1.3%	12.0	11.8	-0.2
Chrysler	421	367	-12.8%	1,306	1,042	-20.2%	2,509	1,956	-22.0%	3.1	2.3	-0.8
Dodge (incl. Ram)	1,260	1,204	-4.4%	3,340	3,347	0.2%	6,519	6,398	-1.9%	8.1	7.7	-0.4
Ford	1,961	2,126	8.4%	5,247	5,573	6.2%	10,124	10,500	3.7%	12.5	12.6	0.1
GMC	449	419	-6.7%	1,166	1,163	-0.3%	2,370	2,295	-3.2%	2.9	2.8	-0.2
Honda	853	869	1.9%	2,270	2,247	-1.0%	4,461	4,411	-1.1%	5.5	5.3	-0.2
Hummer	55	43	-21.8%	153	131	-14.4%	308	274	-11.0%	0.4	0.3	-0.1
Hyundai	477	505	5.9%	1,261	1,332	5.6%	2,519	2,630	4.4%	3.1	3.2	0.0
Infiniti	162	168	3.7%	402	411	2.2%	750	792	5.6%	0.9	1.0	0.0
Jaguar	12	9	-25.0%	32	24	-25.0%	62	40	-35.5%	0.1	0.0	0.0
Jeep	883	911	3.2%	2,379	2,434	2.3%	4,705	4,783	1.7%	5.8	5.7	-0.1
Kia	374	466	24.6%	1,115	1,247	11.8%	2,196	2,285	4.1%	2.7	2.7	0.0
Land Rover	83	85	2.4%	207	238	15.0%	438	472	7.8%	0.5	0.6	0.0
Lexus	269	314	16.7%	711	851	19.7%	1,428	1,642	15.0%	1.8	2.0	0.2
Lincoln	99	111	12.1%	275	292	6.2%	482	569	18.0%	0.6	0.7	0.1
Mazda	291	365	25.4%	790	993	25.7%	1,516	1,878	23.9%	1.9	2.3	0.4
Mercedes	201	299	48.8%	558	669	19.9%	1,080	1,328	23.0%	1.3	1.6	0.3
Mercury	81	49	-39.5%	192	132	-31.3%	397	257	-35.3%	0.5	0.3	-0.2
MINI	101	76	-24.8%	231	232	0.4%	397	425	7.1%	0.5	0.5	0.0
Mitsubishi	125	133	6.4%	335	411	22.7%	661	814	23.1%	0.8	1.0	0.2
Nissan	1,088	1,210	11.2%	2,756	3,254	18.1%	5,309	6,207	16.9%	6.6	7.5	0.9
Pontiac	232	186	-19.8%	665	506	-23.9%	1,239	995	-19.7%	1.5	1.2	-0.3
Porsche	45	48	6.7%	117	113	-3.4%	210	229	9.0%	0.3	0.3	0.0
Saab	35	25	-28.6%	107	84	-21.5%	198	163	-17.7%	0.2	0.2	0.0
Saturn	149	147	-1.3%	429	367	-14.5%	854	679	-20.5%	1.1	0.8	-0.2
Subaru	602	637	5.8%	1,664	1,640	-1.4%	3,142	3,299	5.0%	3.9	4.0	0.1
Suzuki	103	102	-1.0%	320	311	-2.8%	618	567	-8.3%	0.8	0.7	-0.1
Toyota/Scion	1,555	1,670	7.4%	4,048	4,477	10.6%	8,053	8,677	7.7%	10.0	10.4	0.5
Volkswagen	423	433	2.4%	1,157	1,104	-4.6%	2,152	2,203	2.4%	2.7	2.6	0.0
Volvo	145	104	-28.3%	363	286	-21.2%	746	606	-18.8%	0.9	0.7	-0.2
Other	22	34	54.5%	48	83	72.9%	95	134	41.1%	0.1	0.2	0.0

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



Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

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-BY MARKET AREA?

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