

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 13.3% in November '12 vs. 2011.

YTD 2012 (thru November) new registrations in the state were up 22.1%. U.S. market was up 13.9%.

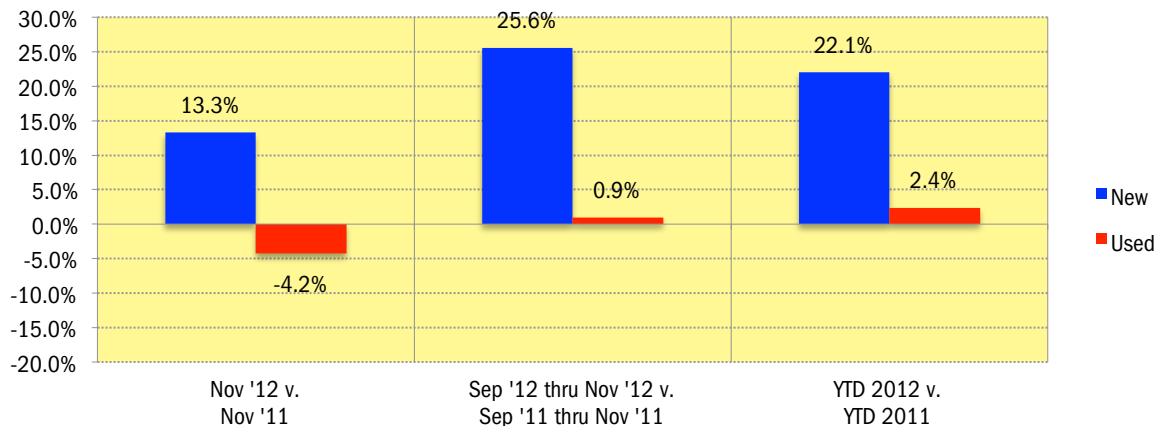
Used vehicle market declined 4.2% in November 2012 (vehicles seven years old or newer) and was up 2.4%, year-to-date.

Sub Compact and Standard Mid Size Car new vehicle market shares increased 0.7 of a share point so far this year.

Two year old vehicle market share increased 4.6 share points.

Jeep, Land Rover, Acura, Toyota, Volkswagen, Chrysler, and Infiniti new vehicle registrations each increased more than 32% thru November of this year.

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		
	Sep '11 thru Nov '11	Sep '12 thru Nov '12	Percent Change	Sep '11 thru Nov '11	Sep '12 thru Nov '12	Percent Change
Total	33,910	42,578	25.6%	43,924	44,323	0.9%
Cars	13,659	18,181	33.1%	18,808	19,753	5.0%
Light Trucks	20,251	24,397	20.5%	25,116	24,570	-2.2%
Detroit Three Brands	13,290	15,356	15.5%	22,723	21,750	-4.3%
European Brands	3,719	4,729	27.2%	4,505	4,577	1.6%
Japanese Brands	13,633	19,060	39.8%	14,224	15,497	8.9%
Korean Brands	3,268	3,433	5.0%	2,472	2,499	1.1%
	YTD thru November					
	Retail New Vehicle Registrations			Retail Used Vehicle Registrations		
	YTD 2011	YTD 2012	Percent Change	YTD 2011	YTD 2012	Percent Change
Total	116,003	141,610	22.1%	148,195	151,684	2.4%
Cars	49,279	61,748	25.3%	64,667	67,732	4.7%
Light Trucks	66,724	79,862	19.7%	83,528	83,952	0.5%
Detroit Three Brands	43,861	52,373	19.4%	76,192	75,857	-0.4%
European Brands	12,301	15,407	25.2%	15,253	15,280	0.2%
Japanese Brands	48,915	61,915	26.6%	48,300	51,791	7.2%
Korean Brands	10,926	11,915	9.1%	8,450	8,756	3.6%

Data Information

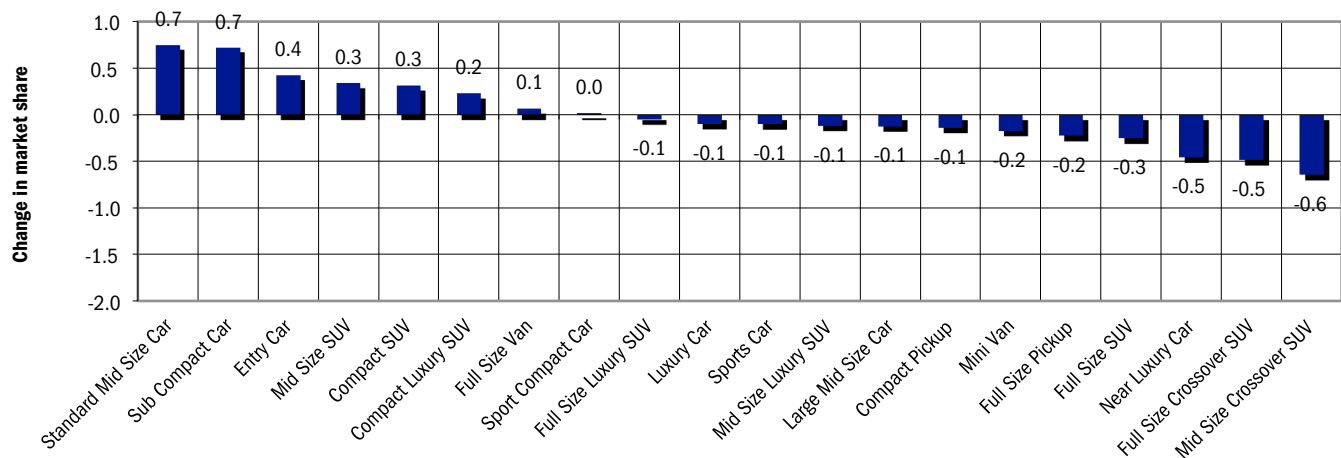
All data represents new and used vehicle retail registrations in Colorado and excludes fleet and wholesale transactions. Used vehicle data only includes vehicles seven years old or newer and excludes private party transactions. Please keep in mind that monthly registration figures can occasionally be 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: Experian Automotive.

New Vehicle Market Brand Registrations

Colorado New Retail Car and Light Truck Registrations												
	November			Three Month Period September '12 thru November '12			YTD thru November			Year-to-date Market Share (%)		
	Colorado			Colorado			Colorado			Colorado		
	2011	2012	% chg.	Yr. Ago	Current	% chg.	2011	2012	% chg.	2011	2012	Chg.
TOTAL	9,880	11,191	13.3%	33,910	42,578	25.6%	116,003	141,610	22.1%			
Acura	92	124	34.8%	326	576	76.7%	1,248	1,752	40.4%	1.1	1.2	0.2
Audi	157	156	-0.6%	464	580	25.0%	1,606	1,994	24.2%	1.4	1.4	0.0
BMW	224	228	1.8%	660	689	4.4%	2,239	2,492	11.3%	1.9	1.8	-0.2
Buick	72	85	18.1%	271	337	24.4%	1,041	1,147	10.2%	0.9	0.8	-0.1
Cadillac	71	85	19.7%	268	330	23.1%	928	1,075	15.8%	0.8	0.8	0.0
Chevrolet	771	816	5.8%	2,743	3,211	17.1%	9,571	11,120	16.2%	8.3	7.9	-0.4
Chrysler	106	77	-27.4%	348	358	2.9%	1,024	1,404	37.1%	0.9	1.0	0.1
Dodge	203	240	18.2%	774	881	13.8%	2,494	3,094	24.1%	2.1	2.2	0.0
Fiat	21	58	176.2%	62	153	146.8%	73	468	541.1%	0.1	0.3	0.3
Ford	1,336	1,376	3.0%	4,545	5,012	10.3%	15,046	17,218	14.4%	13.0	12.2	-0.8
GMC	273	301	10.3%	989	1,092	10.4%	3,554	3,659	3.0%	3.1	2.6	-0.5
Honda	665	934	40.5%	2,208	3,503	58.7%	9,009	11,631	29.1%	7.8	8.2	0.4
Hyundai	488	488	0.0%	1,784	1,864	4.5%	5,704	6,015	5.5%	4.9	4.2	-0.7
Infiniti	69	86	24.6%	221	364	64.7%	820	1,082	32.0%	0.7	0.8	0.1
Jaguar	3	4	33.3%	11	10	-9.1%	58	48	-17.2%	0.0	0.0	0.0
Jeep	622	751	20.7%	2,088	2,686	28.6%	6,085	8,797	44.6%	5.2	6.2	1.0
Kia	434	351	-19.1%	1,484	1,569	5.7%	5,222	5,899	13.0%	4.5	4.2	-0.3
Land Rover	46	65	41.3%	120	204	70.0%	447	628	40.5%	0.4	0.4	0.1
Lexus	165	180	9.1%	625	717	14.7%	2,029	2,283	12.5%	1.7	1.6	-0.1
Lincoln	41	35	-14.6%	136	172	26.5%	495	575	16.2%	0.4	0.4	0.0
Mazda	201	195	-3.0%	674	828	22.8%	2,420	2,549	5.3%	2.1	1.8	-0.3
Mercedes	182	148	-18.7%	609	597	-2.0%	1,827	2,194	20.1%	1.6	1.5	0.0
MINI	74	56	-24.3%	194	254	30.9%	721	866	20.1%	0.6	0.6	0.0
Mitsubishi	40	51	27.5%	183	155	-15.3%	629	497	-21.0%	0.5	0.4	-0.2
Nissan	631	739	17.1%	2,275	2,672	17.5%	7,286	8,980	23.3%	6.3	6.3	0.1
Porsche	21	25	19.0%	80	93	16.3%	329	328	-0.3%	0.3	0.2	-0.1
Ram	303	395	30.4%	1,113	1,273	14.4%	3,590	4,260	18.7%	3.1	3.0	-0.1
smart	5	13	160.0%	18	44	144.4%	50	164	228.0%	0.0	0.1	0.1
Subaru	889	1,041	17.1%	3,009	3,778	25.6%	10,640	12,684	19.2%	9.2	9.0	-0.2
Suzuki	69	76	10.1%	231	261	13.0%	713	829	16.3%	0.6	0.6	0.0
Toyota/Scion	1,158	1,515	30.8%	3,880	6,206	59.9%	14,119	19,628	39.0%	12.2	13.9	1.7
Volkswagen	357	441	23.5%	1,216	1,855	52.5%	3,872	5,357	38.4%	3.3	3.8	0.4
Volvo	74	53	-28.4%	247	227	-8.1%	912	777	-14.8%	0.8	0.5	-0.2
Other	17	3	-82.4%	54	27	-50.0%	202	116	-42.6%	0.2	0.1	-0.1

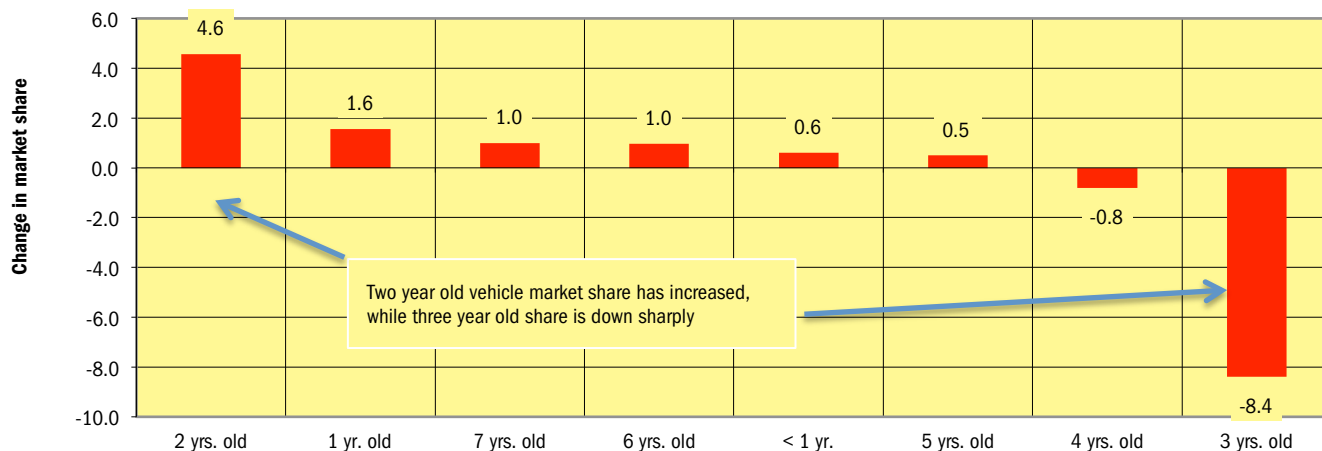
Change in New Vehicle Segment Market Share - YTD 2012 thru November v. YTD 2011



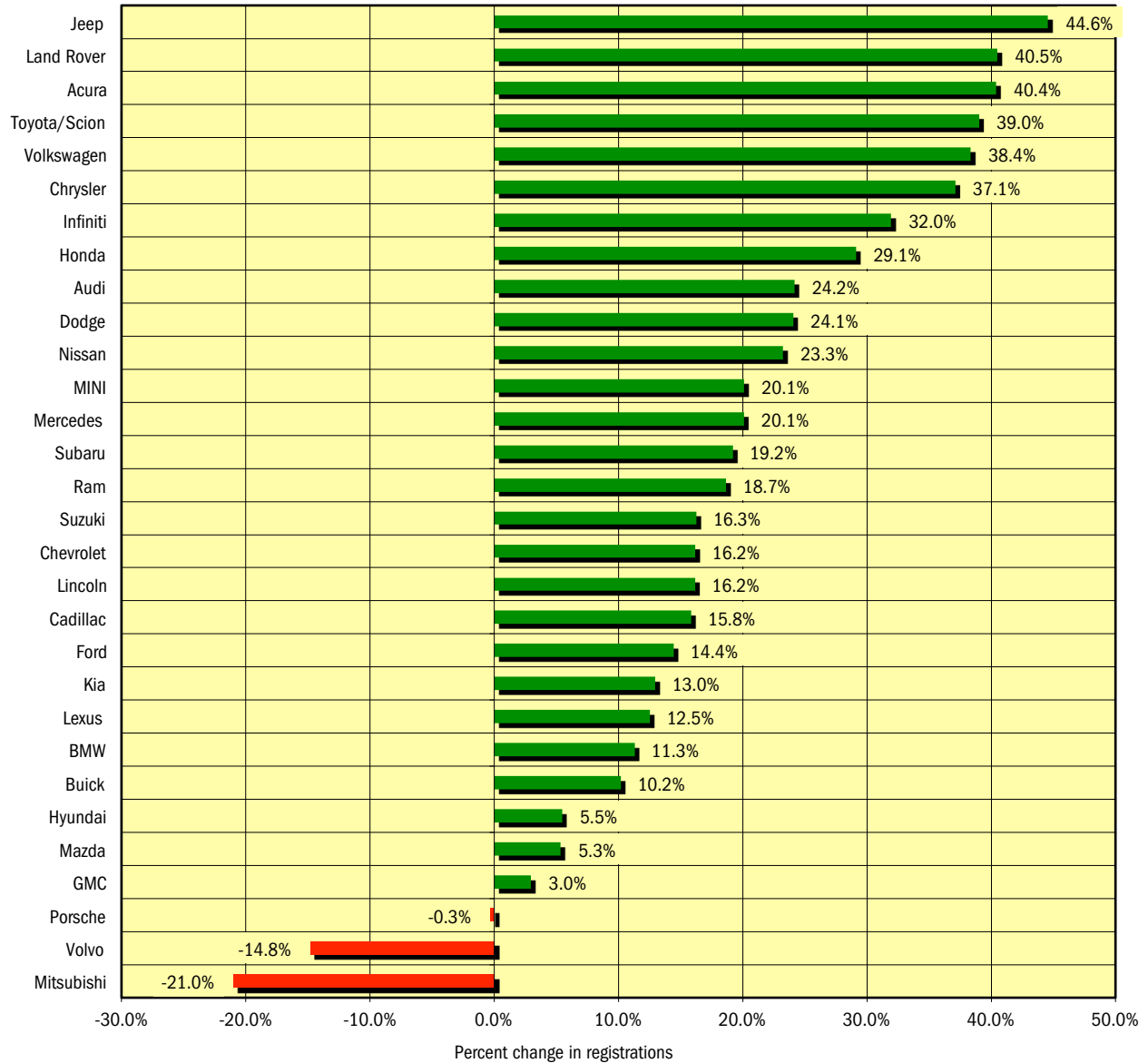
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Colorado Used Retail Car and Light Truck Registrations												
	November			Three Month Period Sept. '12 thru November '12			YTD thru November			YTD Market Share (%)		
	2011	2012	% chg.	Yr. Ago	Current	% chg.	2011	2012	% chg.	2011	2012	Chg.
	TOTAL	12,843	12,299	-4.2%	43,924	44,323	0.9%	148,195	151,684	2.4%		
Acura	157	175	11.5%	555	647	16.6%	2,092	2,003	-4.3%	1.4	1.3	-0.1
Audi	182	183	0.5%	700	663	-5.3%	2,327	2,140	-8.0%	1.6	1.4	-0.2
BMW	259	285	10.0%	903	989	9.5%	3,002	3,266	8.8%	2.0	2.2	0.1
Buick	108	108	0.0%	379	435	14.8%	1,290	1,384	7.3%	0.9	0.9	0.0
Cadillac	185	135	-27.0%	629	511	-18.8%	2,212	1,844	-16.6%	1.5	1.2	-0.3
Chevrolet	1,575	1,418	-10.0%	5,317	5,074	-4.6%	17,371	17,872	2.9%	11.7	11.8	0.1
Chrysler	423	333	-21.3%	1,416	1,179	-16.7%	4,826	4,367	-9.5%	3.3	2.9	-0.4
Dodge (incl. Ram)	1,033	908	-12.1%	3,558	3,461	-2.7%	11,768	12,115	2.9%	7.9	8.0	0.0
Ford	1,628	1,538	-5.5%	5,391	5,416	0.5%	18,180	18,833	3.6%	12.3	12.4	0.1
GMC	405	356	-12.1%	1,305	1,239	-5.1%	4,346	4,395	1.1%	2.9	2.9	0.0
Honda	674	677	0.4%	2,333	2,424	3.9%	8,139	8,495	4.4%	5.5	5.6	0.1
Hummer	77	41	-46.8%	219	168	-23.3%	683	574	-16.0%	0.5	0.4	-0.1
Hyundai	420	360	-14.3%	1,326	1,339	1.0%	4,450	4,681	5.2%	3.0	3.1	0.1
Infiniti	135	117	-13.3%	427	409	-4.2%	1,470	1,389	-5.5%	1.0	0.9	-0.1
Jaguar	9	6	-33.3%	43	26	-39.5%	154	109	-29.2%	0.1	0.1	0.0
Jeep	794	809	1.9%	2,773	2,750	-0.8%	8,905	9,052	1.7%	6.0	6.0	0.0
Kia	336	342	1.8%	1,146	1,160	1.2%	4,000	4,075	1.9%	2.7	2.7	0.0
Land Rover	91	70	-23.1%	264	266	0.8%	854	836	-2.1%	0.6	0.6	0.0
Lexus	211	215	1.9%	660	799	21.1%	2,428	2,662	9.6%	1.6	1.8	0.1
Lincoln	81	77	-4.9%	254	289	13.8%	969	935	-3.5%	0.7	0.6	-0.0
Mazda	242	271	12.0%	809	866	7.0%	2,778	2,898	4.3%	1.9	1.9	0.0
Mercedes	162	166	2.5%	572	622	8.7%	1,841	2,029	10.2%	1.2	1.3	0.1
Mercury	68	51	-25.0%	251	211	-15.9%	878	729	-17.0%	0.6	0.5	-0.1
MINI	51	66	29.4%	195	225	15.4%	588	743	26.4%	0.4	0.5	0.1
Mitsubishi	100	89	-11.0%	350	387	10.6%	1,183	1,305	10.3%	0.8	0.9	0.1
Nissan	833	868	4.2%	2,829	3,123	10.4%	9,273	10,270	10.8%	6.3	6.8	0.5
Pontiac	193	154	-20.2%	688	603	-12.4%	2,717	2,197	-19.1%	1.8	1.4	-0.4
Porsche	25	35	40.0%	124	109	-12.1%	433	394	-9.0%	0.3	0.3	0.0
Saab	41	37	-9.8%	129	123	-4.7%	500	377	-24.6%	0.3	0.2	-0.1
Saturn	130	118	-9.2%	519	414	-20.2%	1,953	1,560	-20.1%	1.3	1.0	-0.3
Subaru	490	540	10.2%	1,662	1,890	13.7%	5,841	6,198	6.1%	3.9	4.1	0.1
Suzuki	103	82	-20.4%	357	327	-8.4%	1,183	1,160	-1.9%	0.8	0.8	0.0
Toyota/Scion	1,157	1,235	6.7%	4,212	4,616	9.6%	13,816	15,373	11.3%	9.3	10.1	0.8
Volkswagen	306	291	-4.9%	1,061	1,088	2.5%	3,868	3,845	-0.6%	2.6	2.5	-0.1
Volvo	137	126	-8.0%	481	417	-13.3%	1,570	1,392	-11.3%	1.1	0.9	-0.1
Other	22	17	-22.7%	87	58	-33.3%	307	187	-39.1%	0.2	0.1	-0.1

**Change in Used Vehicle Market Share by Age of Vehicle
YTD 2012 thru November v. YTD 2011**



**New Vehicle Market Percent Change in Brand Registrations
YTD 2012 thru November v. YTD 2011
(Top 30 selling brands)**



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