

# New and Used Vehicle Market Update

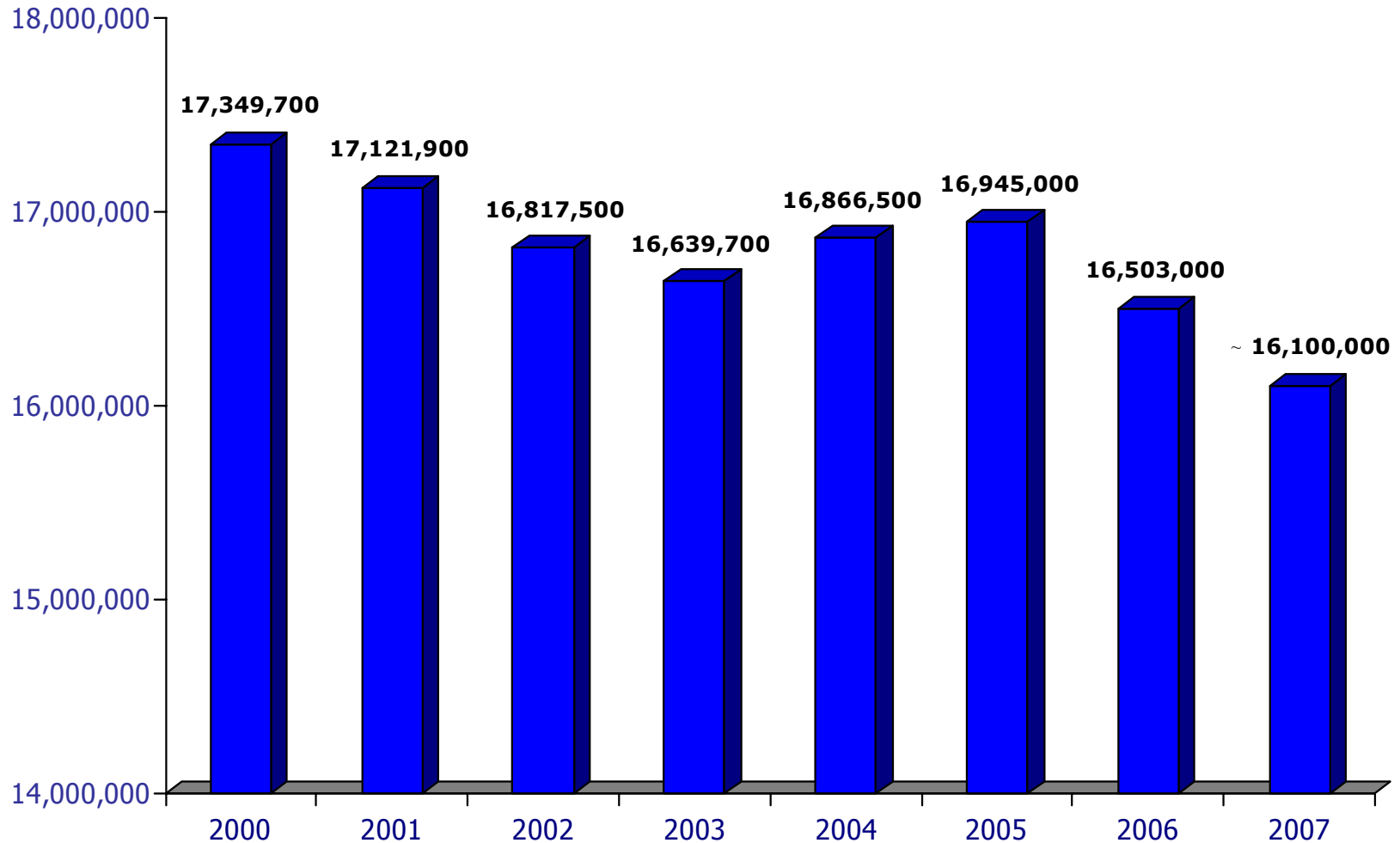
March 2008



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

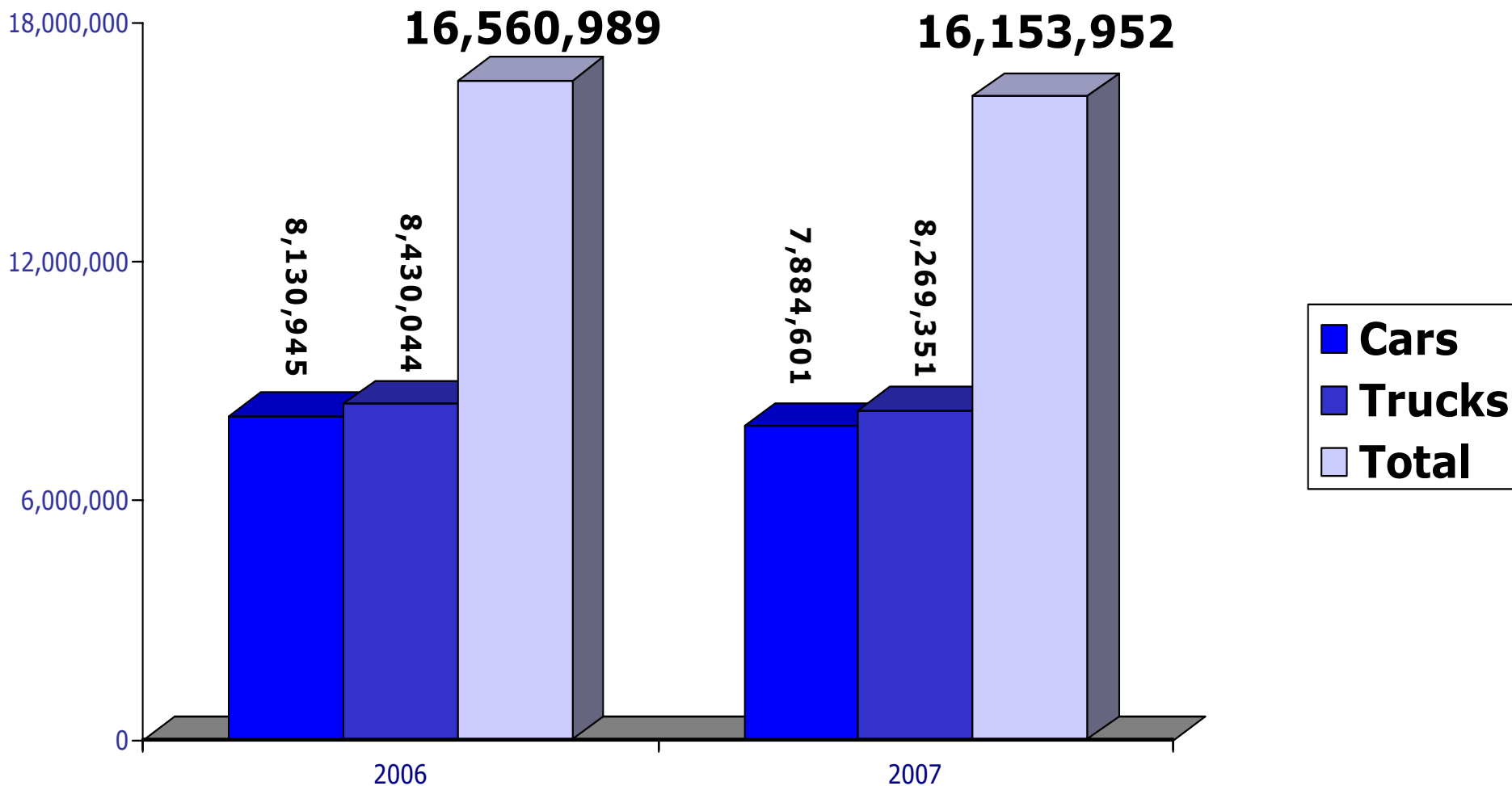
# Total New Light Vehicle Sales: Total Calendar Year



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

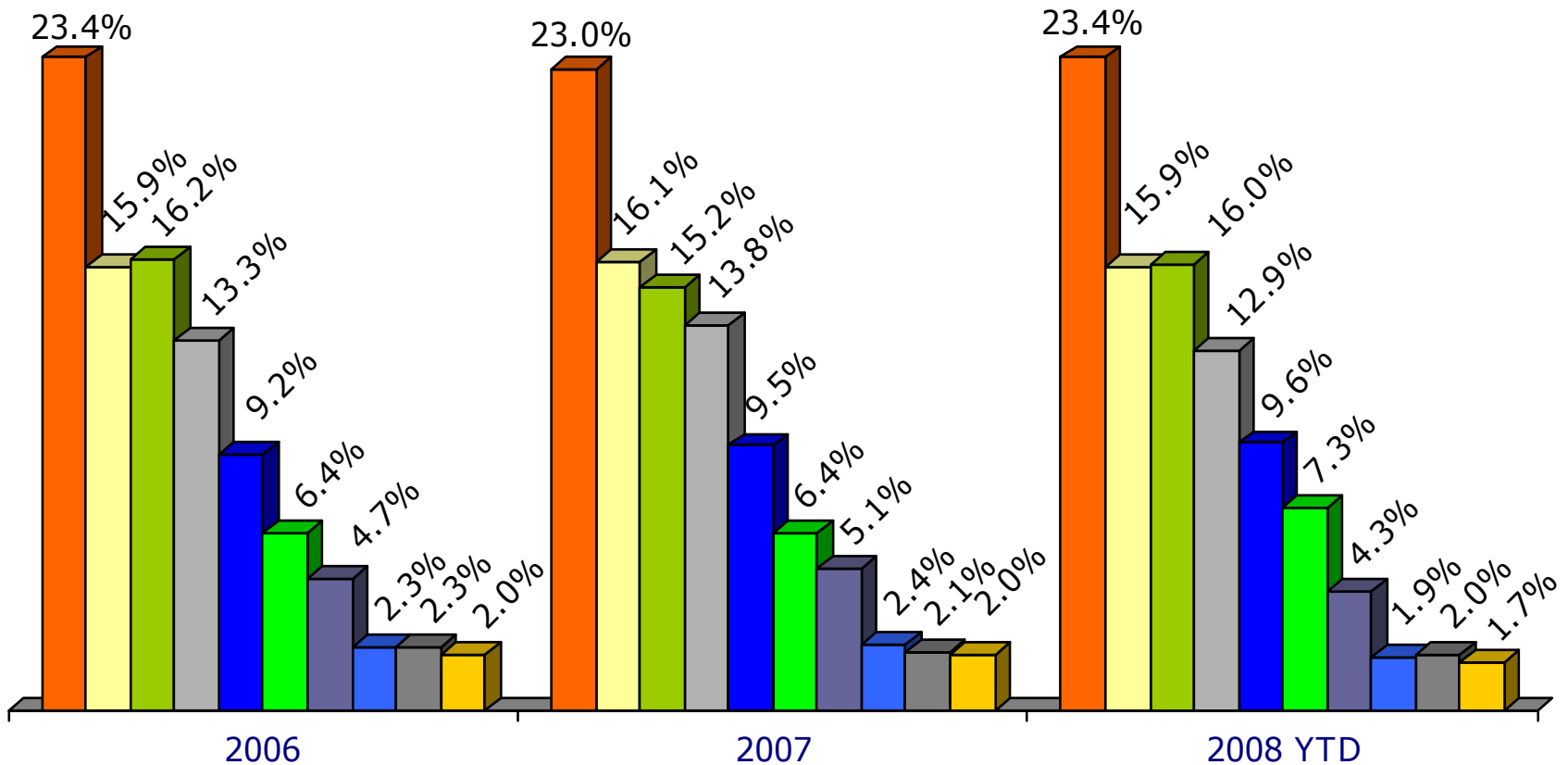
# Total New Light Vehicle Sales By Type: Total Calendar Year



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# New Vehicle Market Share By Company



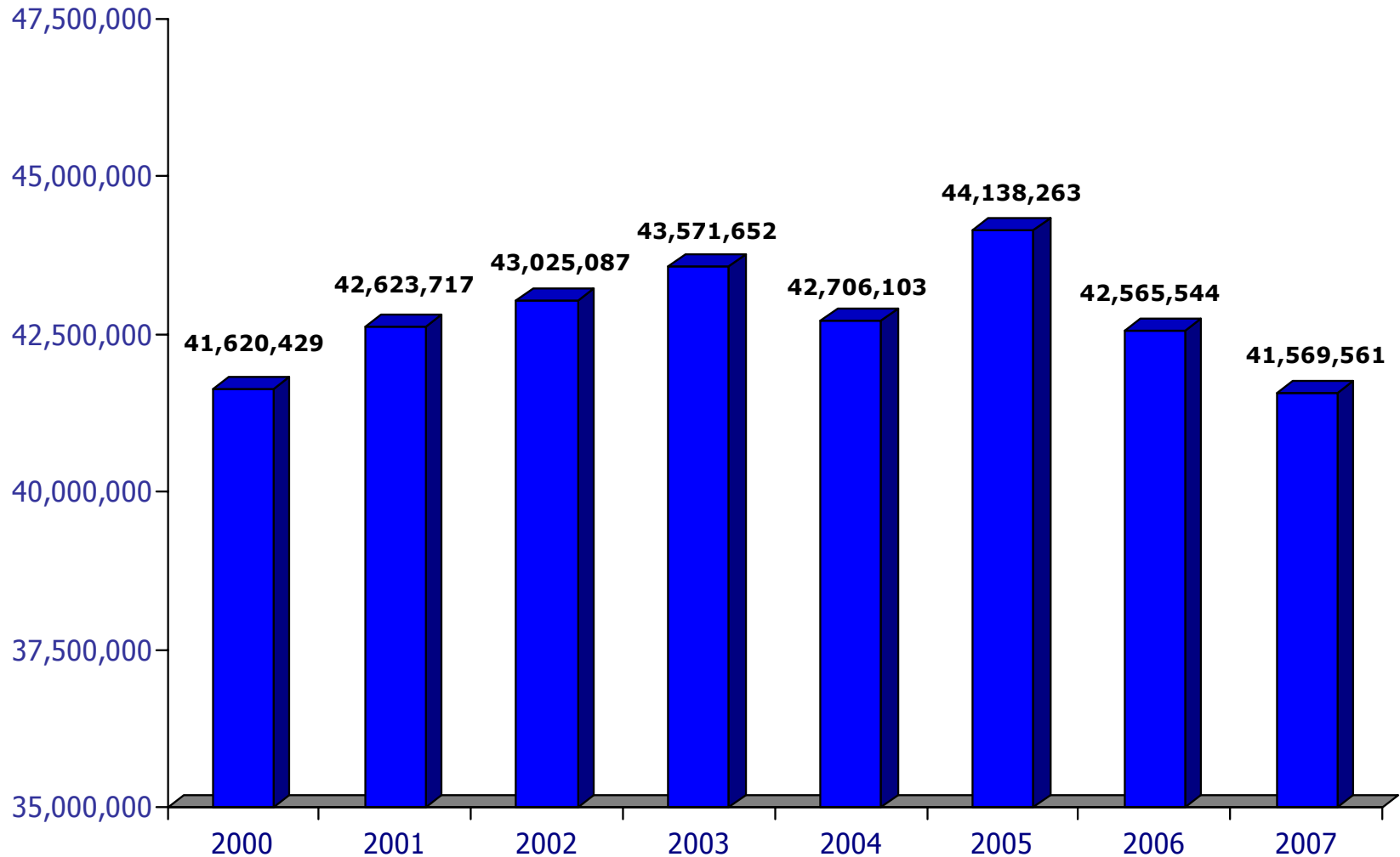
- General Motors
- Toyota Motor Sales U.S.A.
- Ford Motor Co.
- Chrysler LLC
- America Honda Motor Co.
- Nissan North America
- Hyundai-Kia Automotive
- BMW Group
- Volkswagen of America
- Mercedes-Benz USA



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

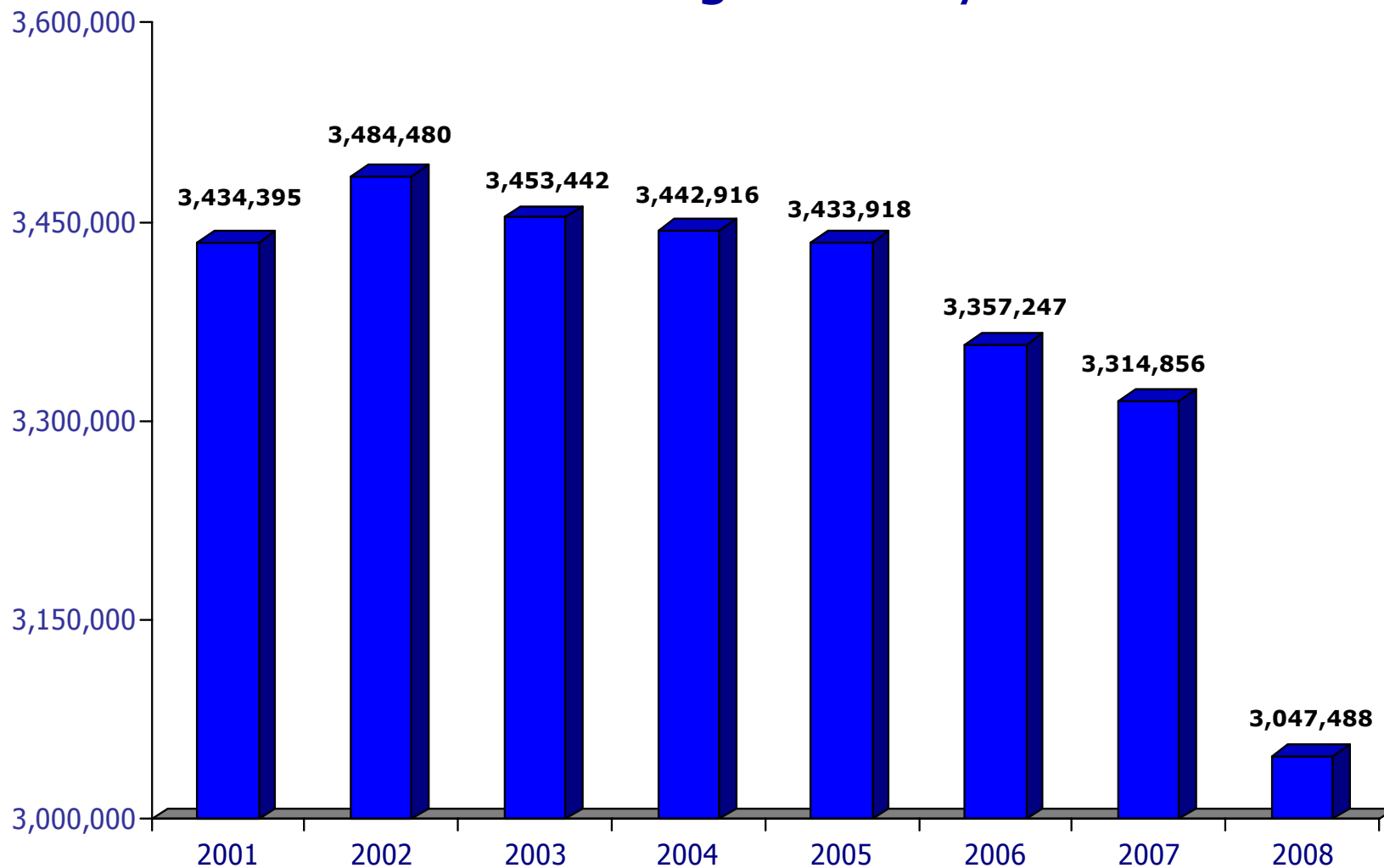
# Total Used Light Vehicle Sales: Total Calendar Year



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Total New and Used Light Vehicle Sales: Through January

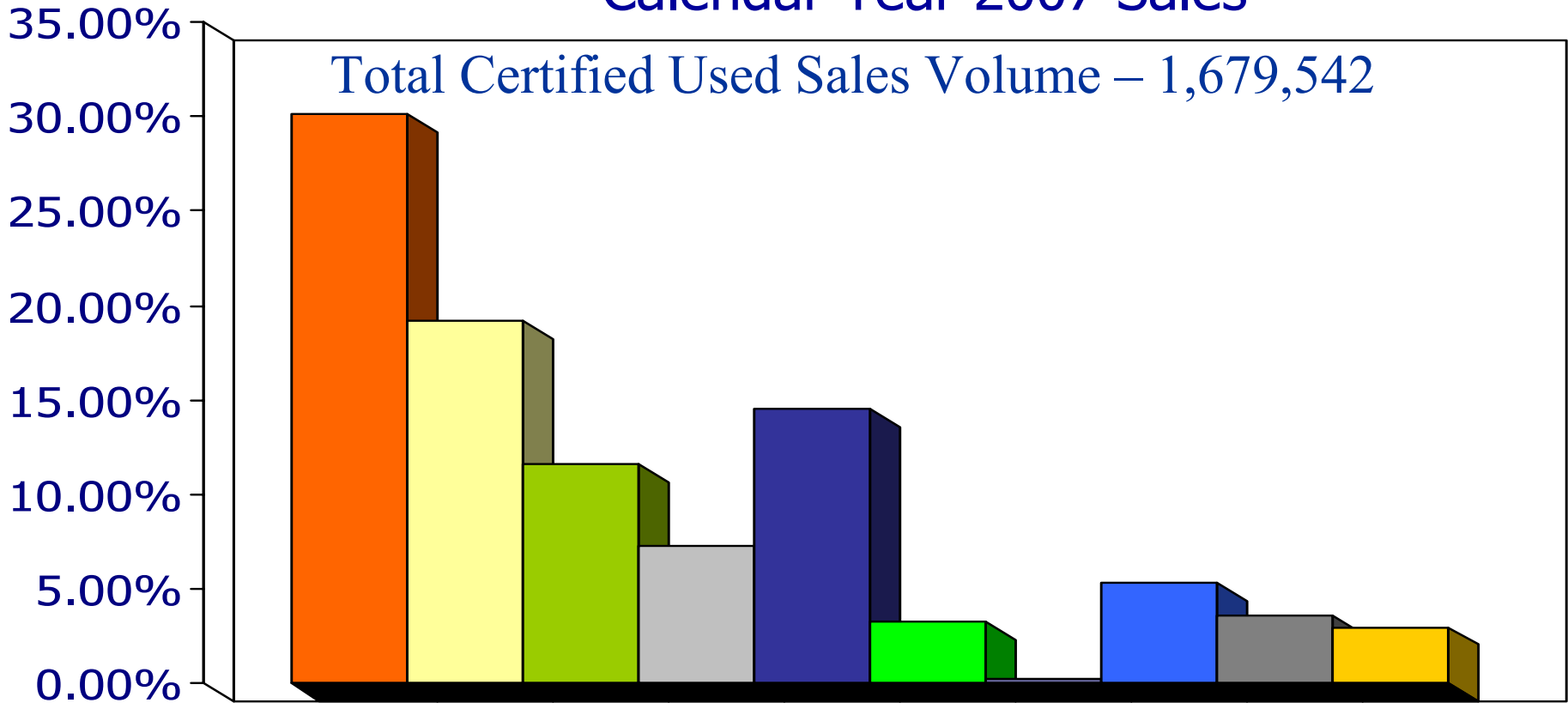


The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Certified Used Vehicle Market Share By Company: Calendar Year 2007 Sales

Total Certified Used Sales Volume – 1,679,542



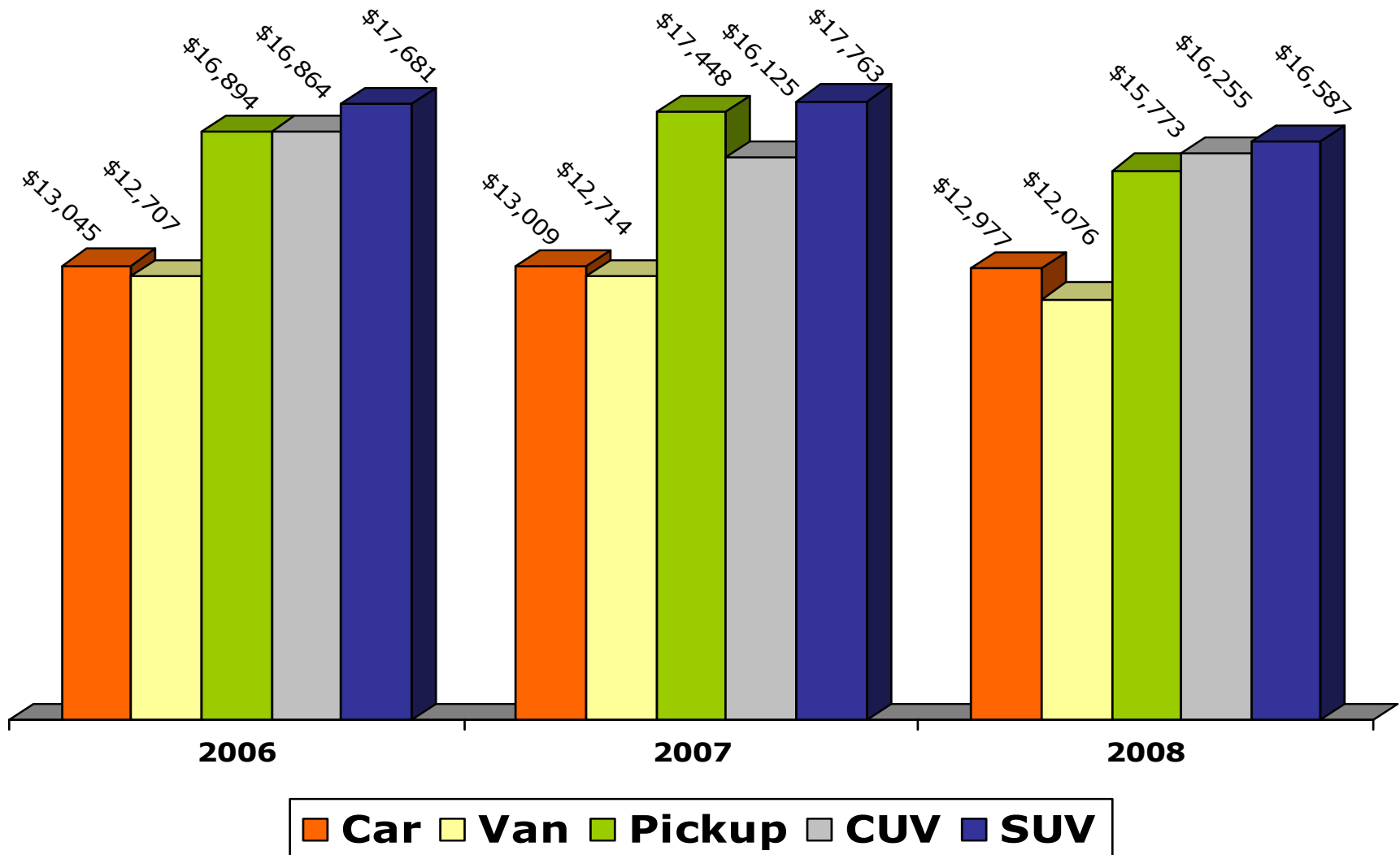
- General Motors
- Ford Motor Co.
- American Honda Motor Co.
- Hyundai-Kia Automotive
- Volkswagen of America
- Toyota Motor Sales U.S.A.
- Chrysler LLC
- Nissan North America
- BMW
- Mercedes-Benz USA



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Average February AuctionNet® Price for 1-3 Year Old Vehicles



Calendar Year 2008: Model Years 2007-2005

Calendar Year 2007: Model Years 2006-2004

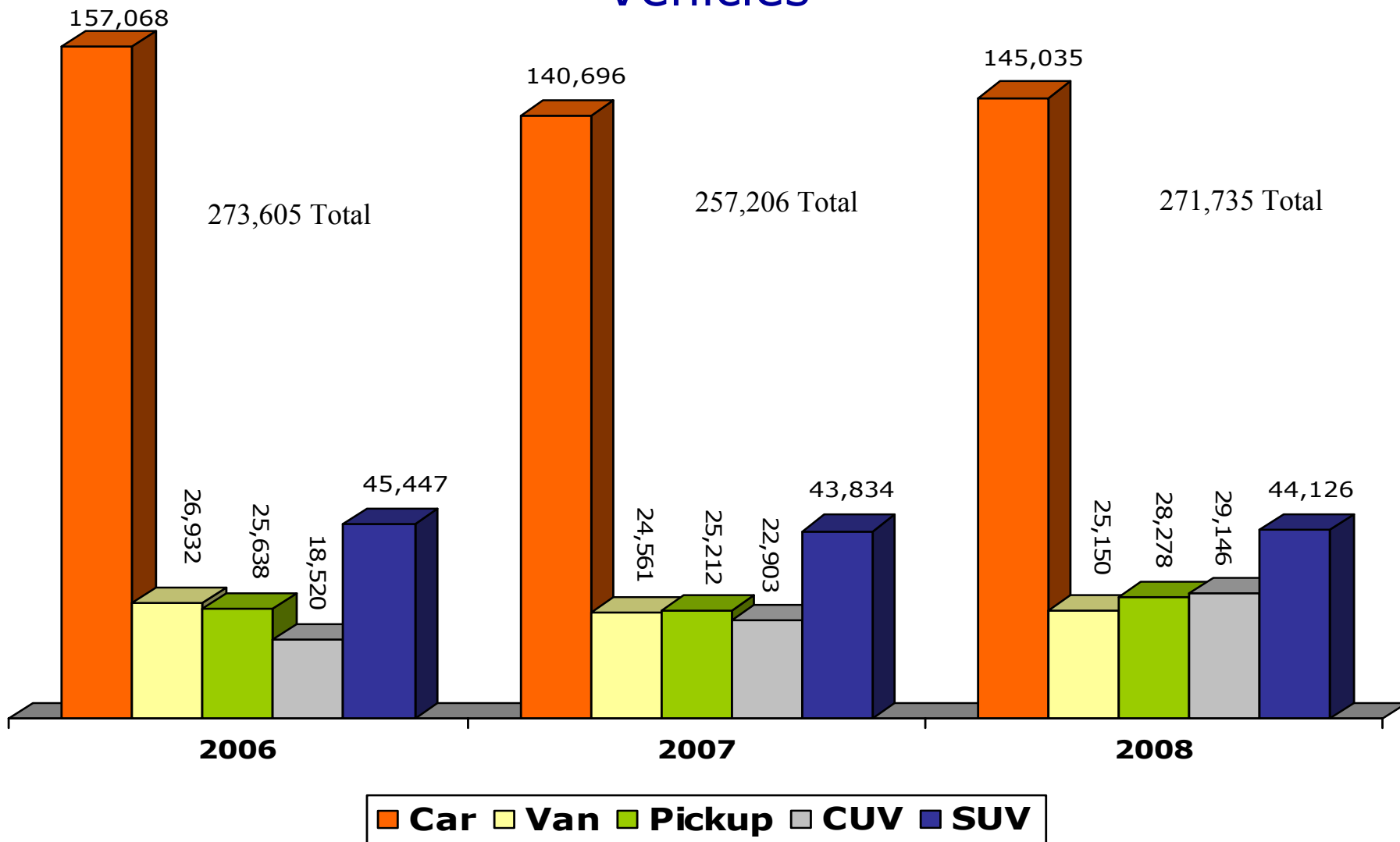
Calendar Year 2006: Model Years 2005-2003



The Power of Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# February AuctionNet® Volume for 1-3 Year Old Vehicles



Calendar Year 2008: Model Years 2007-2005

Calendar Year 2007: Model Years 2006-2004

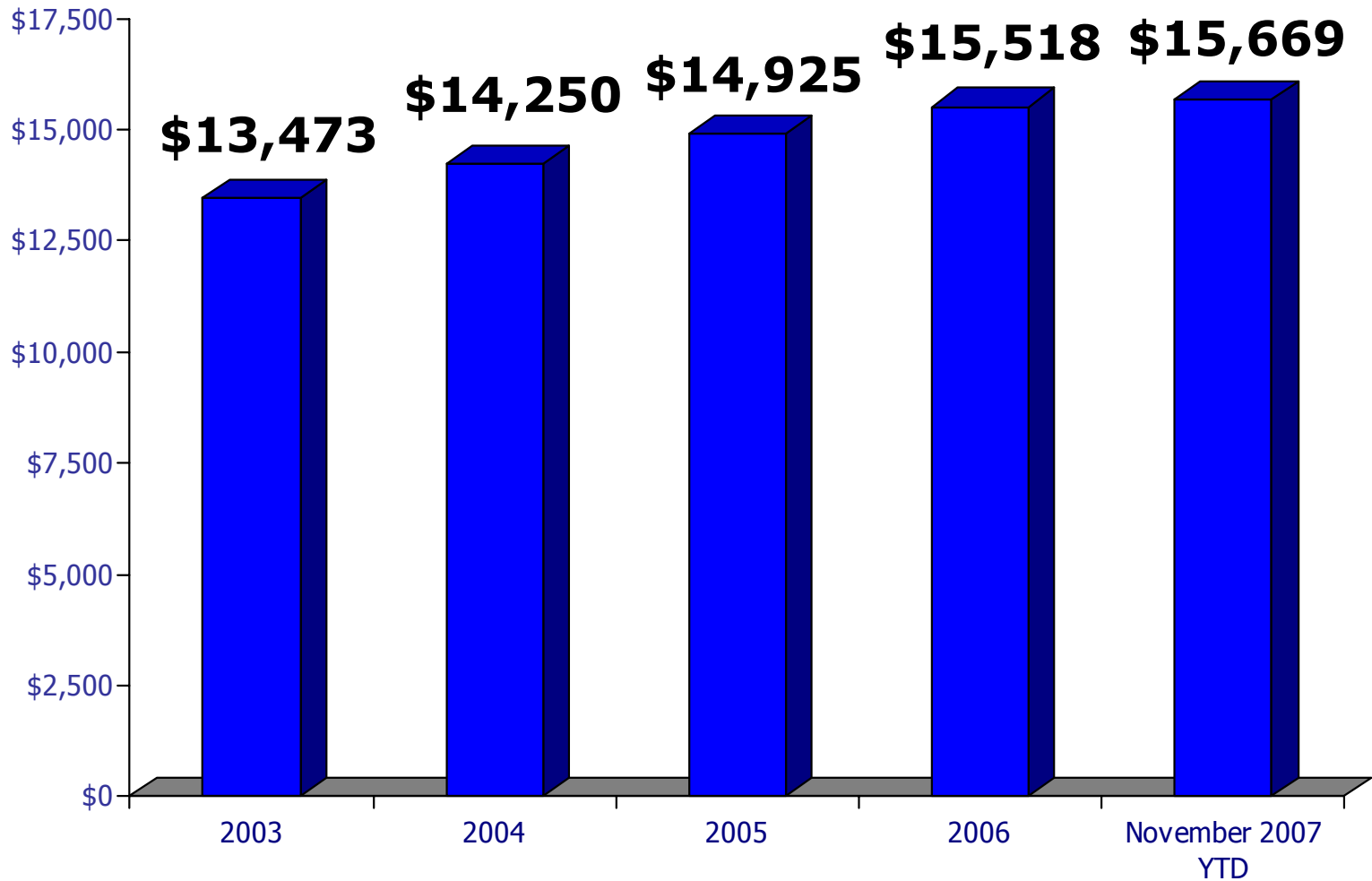
Calendar Year 2006: Model Years 2005-2003



The Power of Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Franchised Dealer Light Vehicle Average Selling Price (Used)

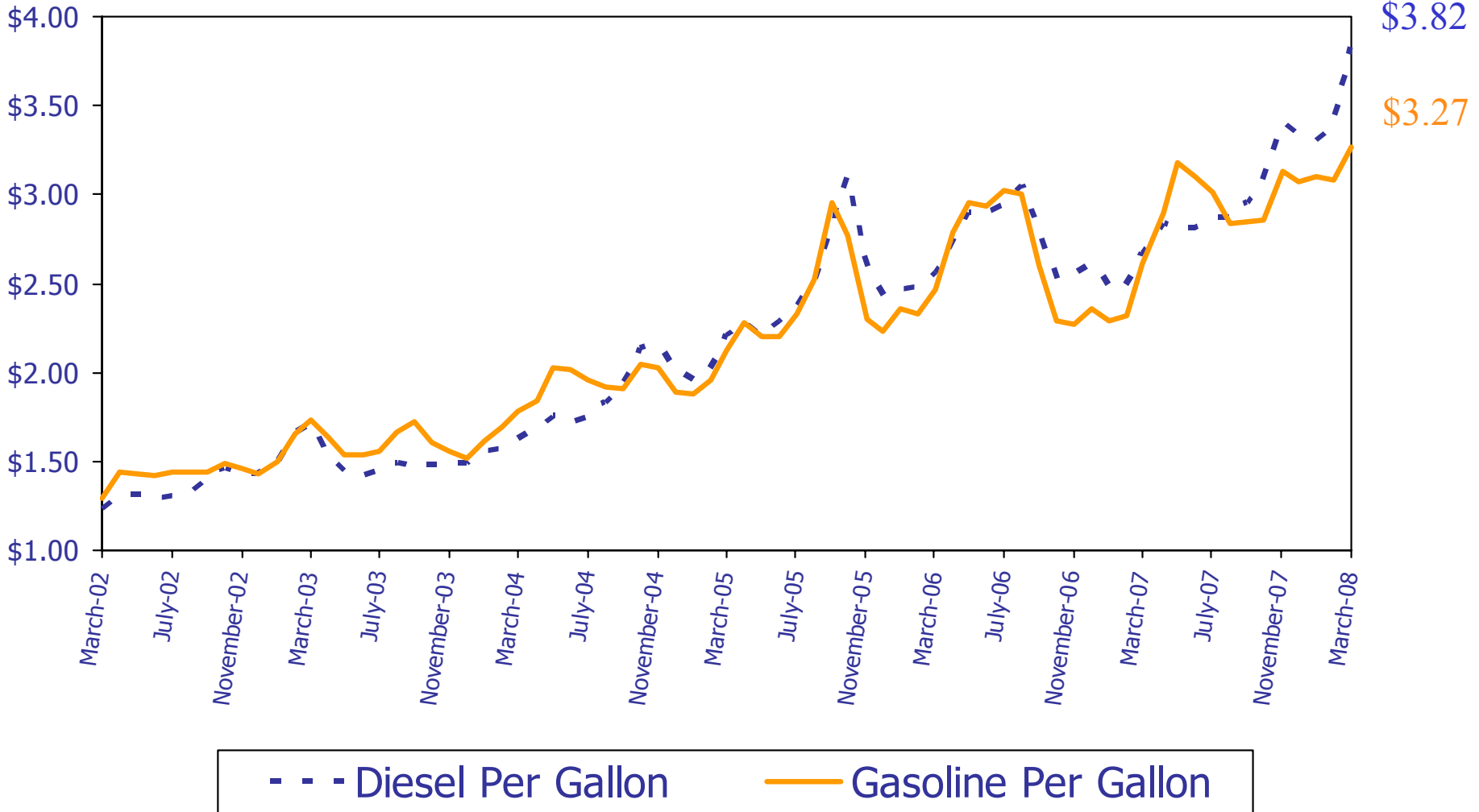


The Power of  
Vehicle Information

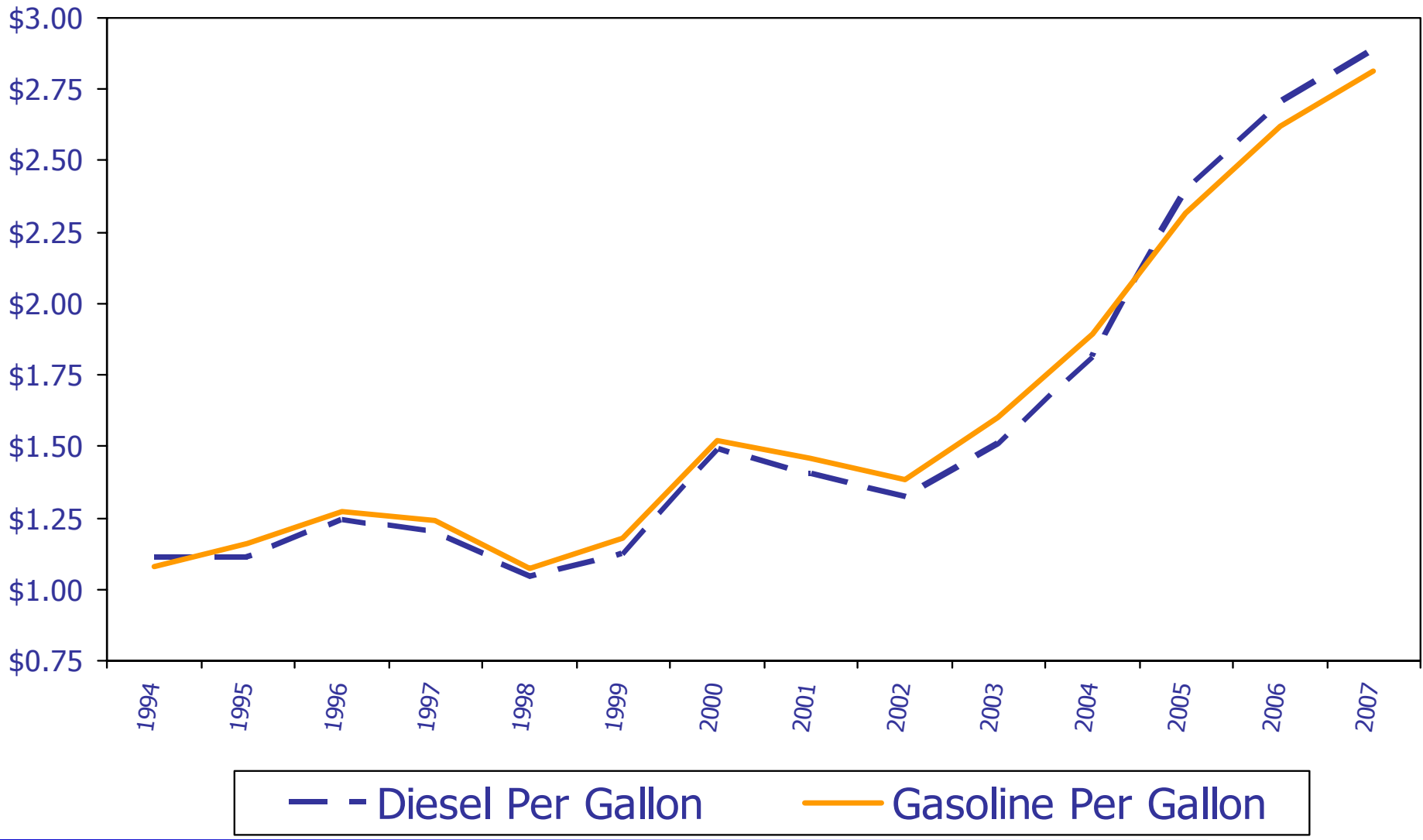
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Monthly Average Diesel (All Types) and Gasoline (All Grades, All Formulations) Prices: Per Gallon

3/10/2008



# Yearly Average Diesel and Gasoline Prices: Per Gallon

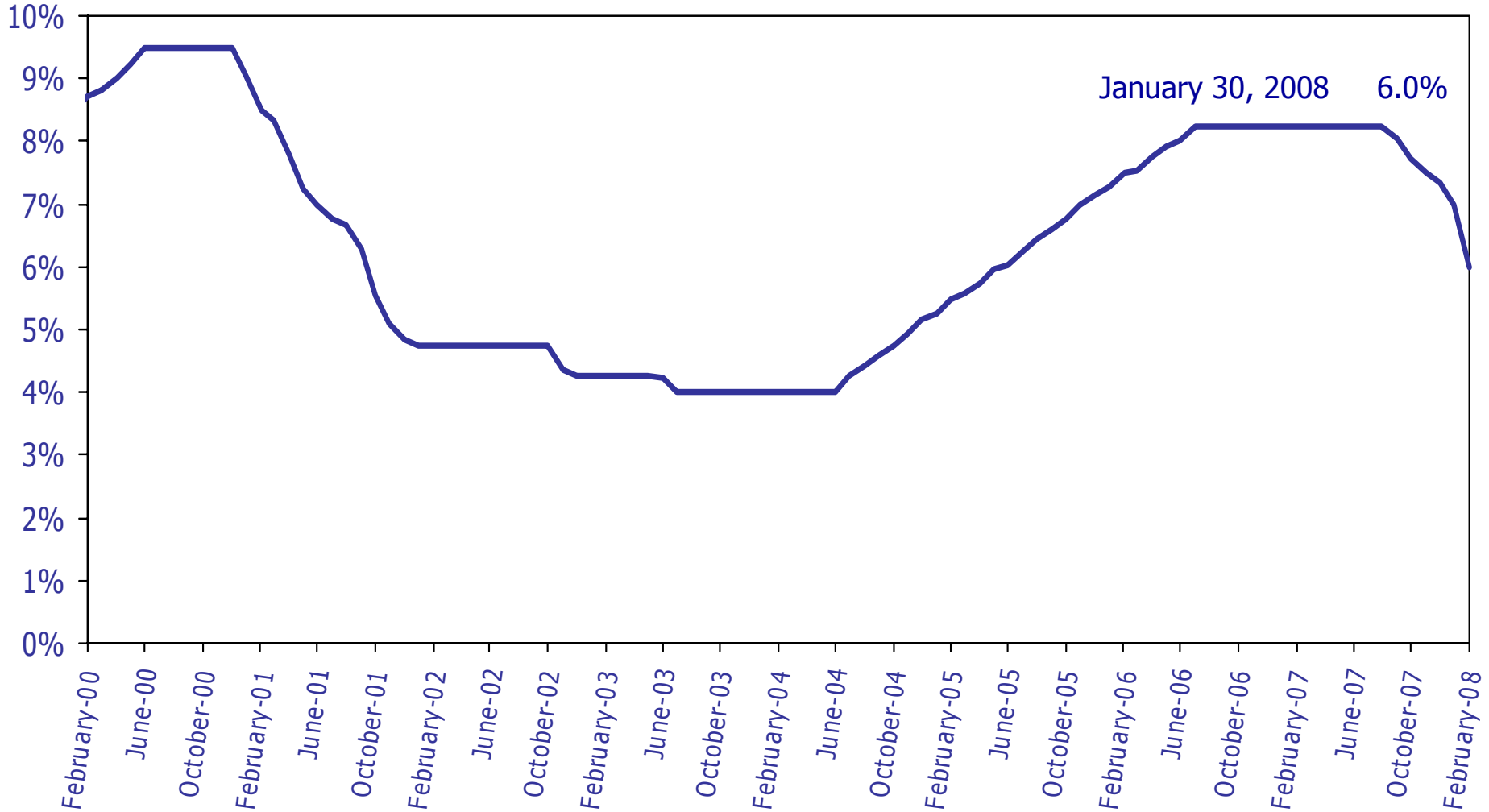


Source: Energy Information Administration



The Power of  
Vehicle Information  
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Prime Rate



Source: Federal Reserve Board



The Power of  
Vehicle Information  
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# NADA Used Car Guide: Used Vehicle Value Depreciation

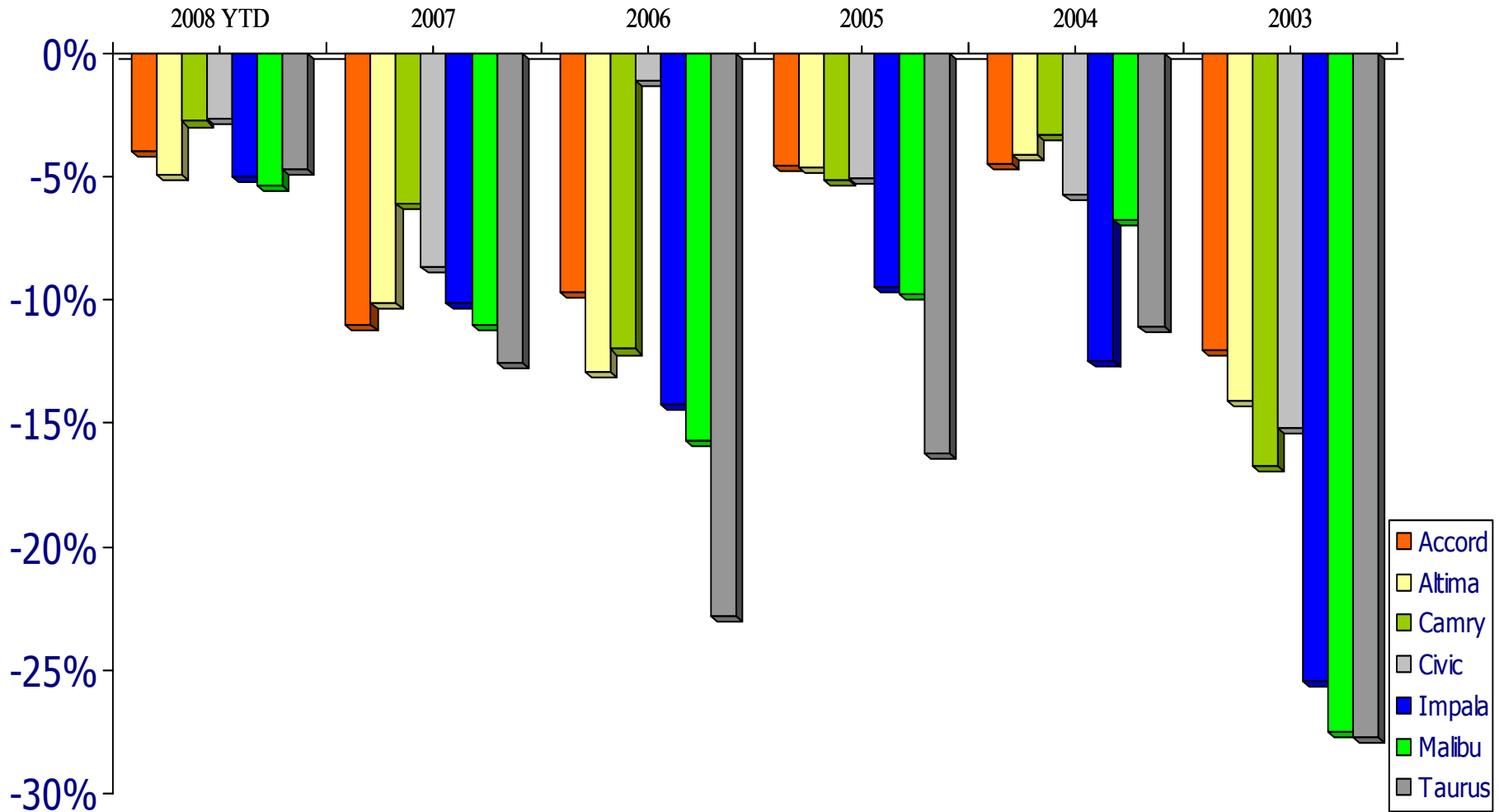


The Power of  
Vehicle Information  
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# NADA Official Used Car Guide®

## Trade-In Value % Decline

### 1 Year Old Cars



Eastern Edition: Example: 2007 represents 2006 model year vehicles and their percentage value loss from January 01, 2007 to December 31, 2007. 2008 YTD represents 2007 model year vehicles through March 31, 2008.

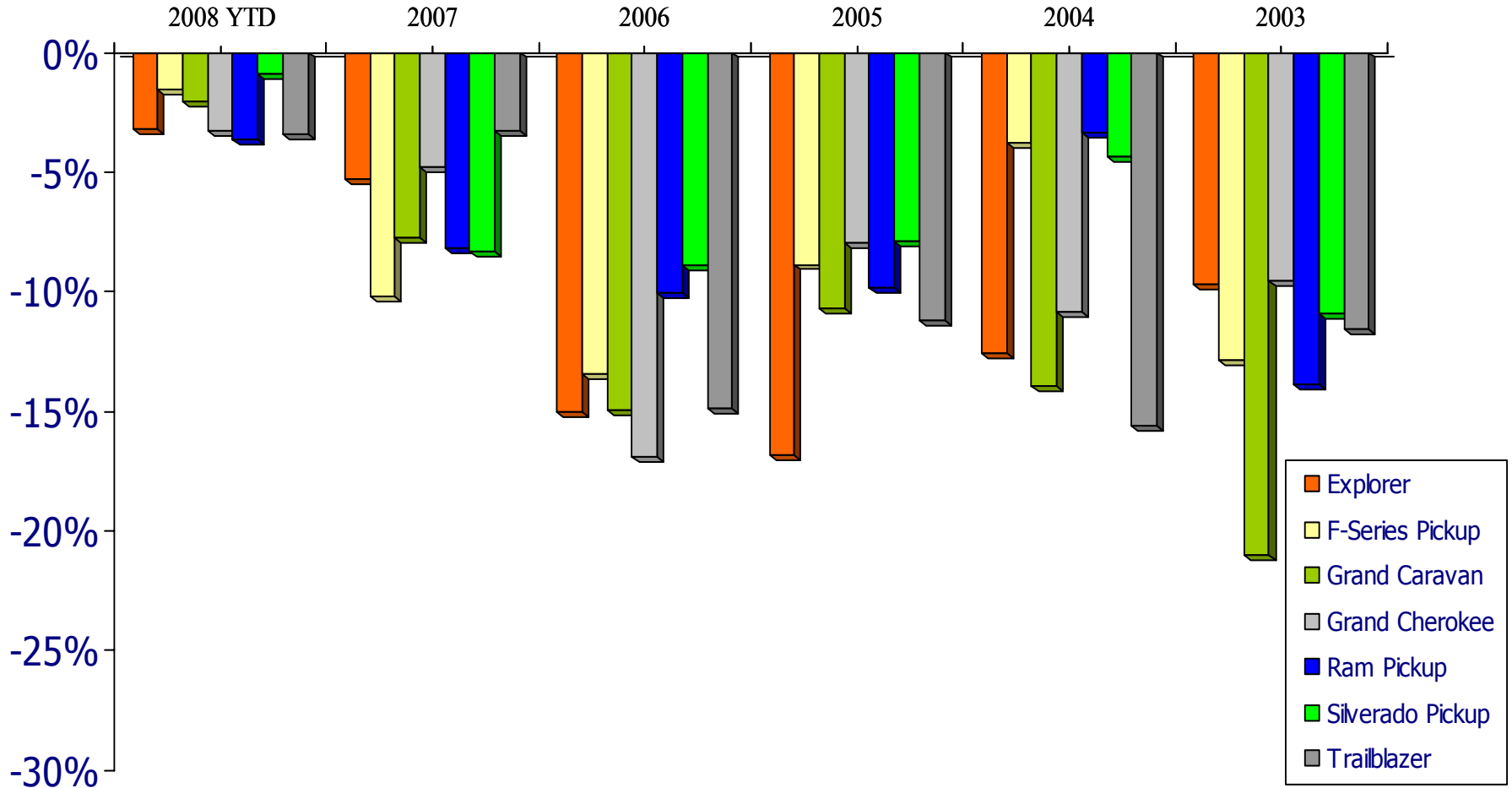


The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# NADA Official Used Car Guide®

## Trade-In Value % Decline 1 Year Old Trucks



Eastern Edition: Example: 2007 represents 2006 model year vehicles and their percentage value loss from January 01, 2007 to December 31, 2007. 2008 YTD represents 2007 model year vehicles through March 31, 2008.



The Power of  
Vehicle Information  
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

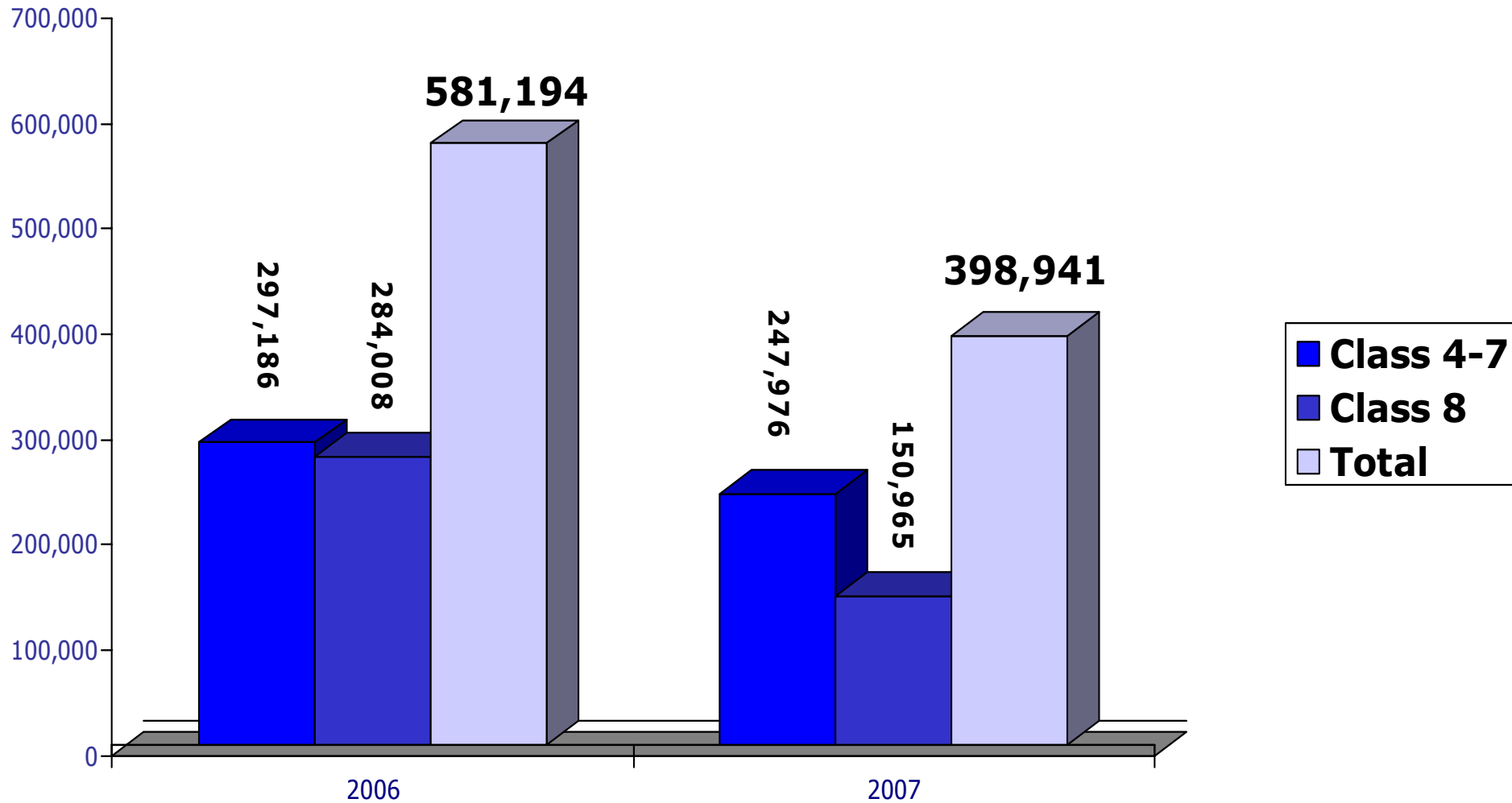
# ATD/N.A.D.A. Official Commercial Truck Guide<sup>®</sup>: New Truck Sales and Value Retention



The Power of  
Vehicle Information

GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# Total New Medium and Heavy Truck Sales Total Calendar Year

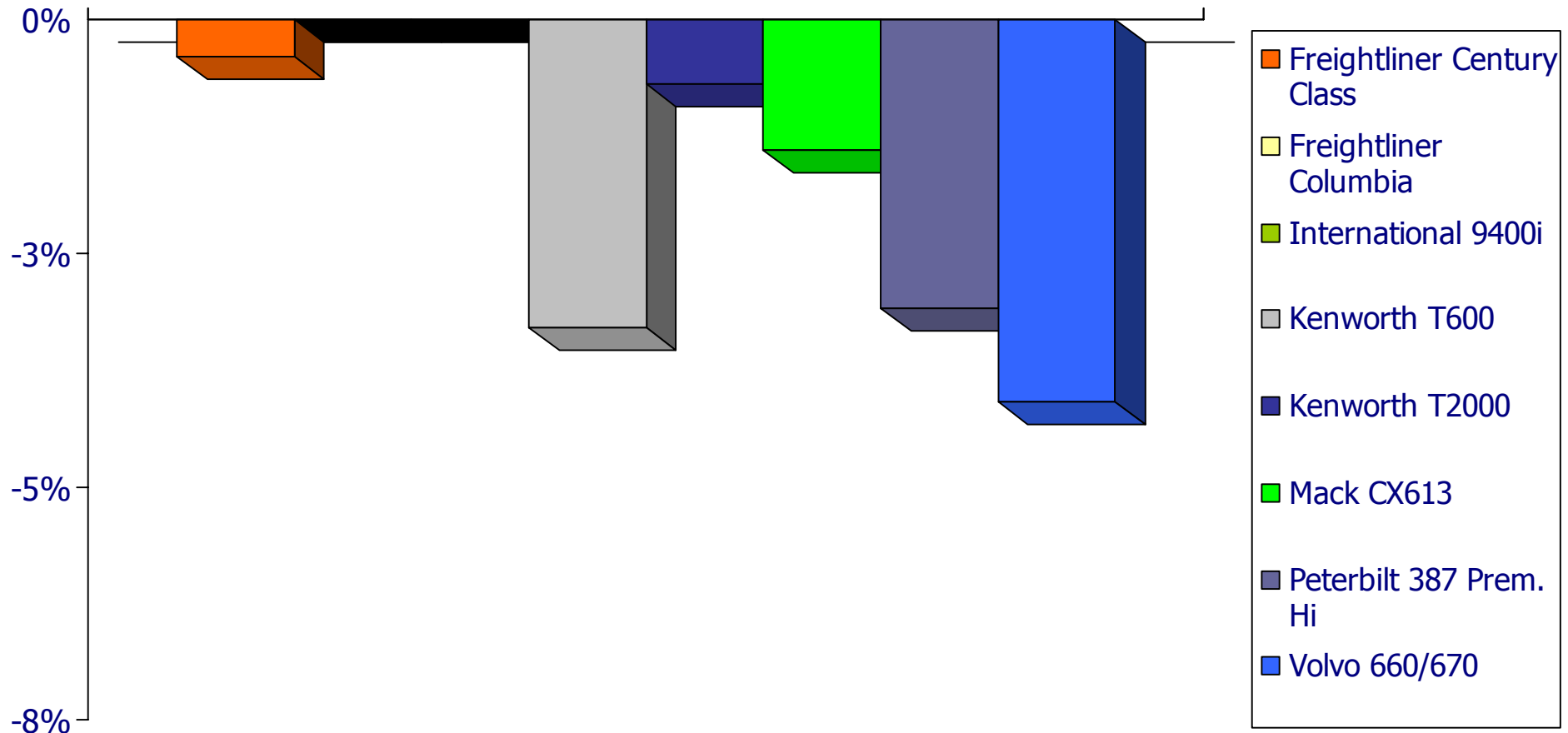


The Power of  
Vehicle Information  
GUIDES | DATA | INTEGRATED SOLUTIONS | ANALYSIS

# ATD/NADA Official Commercial Truck Guide®

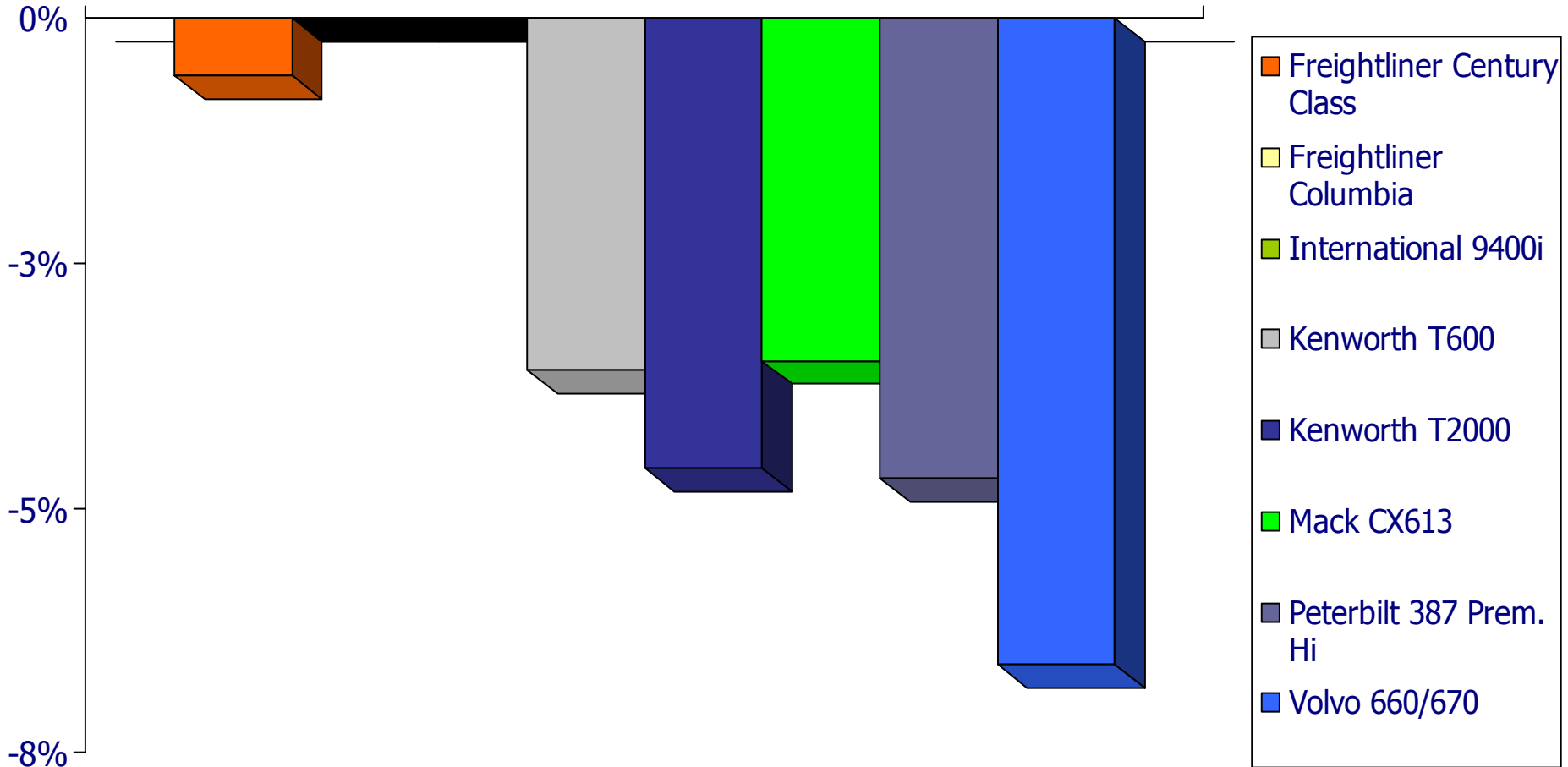
## Retail Value % Decline

### January-March 2008 - 3 Year Old Trucks



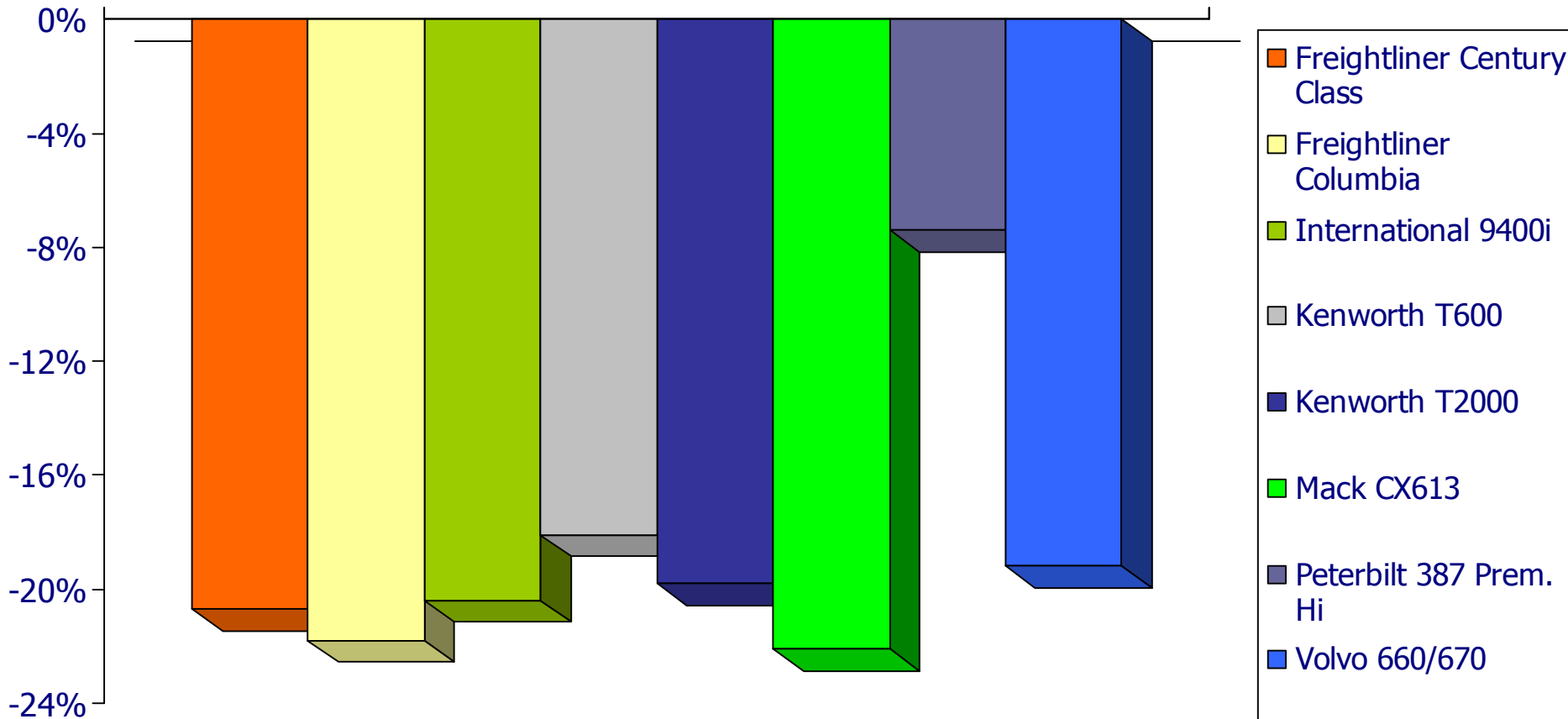
# ATD/NADA Official Commercial Truck Guide® Retail Value % Decline

## January-March 2008 - 4 Year Old Trucks



# ATD/NADA Official Commercial Truck Guide® Retail Value % Decline

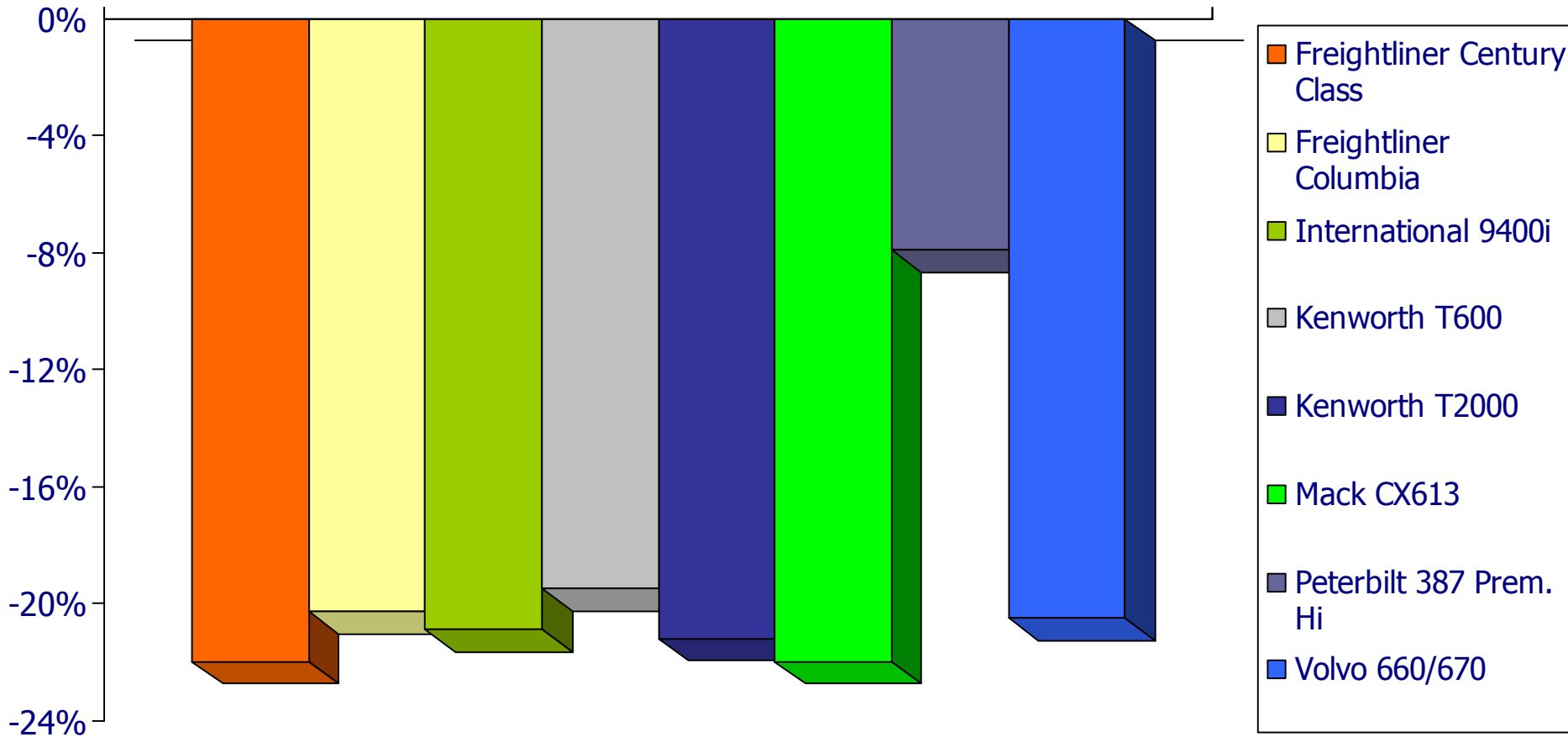
## Calendar Year 2007 - 3 Year Old Trucks



# ATD/NADA Official Commercial Truck Guide<sup>®</sup>

## Retail Value % Decline

### Calendar Year 2007 - 4 Year Old Trucks



# Thank You!

## Comments and Questions

### 1-800-248-6232

**VP & COO**  
**Michael Stanton x7298**  
**mstanton@nada.org**

**Director, Analytical Services**  
**Terrence Wynne x4709**  
**twynne@nada.org**

#### **SALES TEAM**

**Senior Director, Sales & Marketing**  
**Marilynn Youngs x4702**  
**myoungs@nada.org**

**Sales Team Lead & Credit Unions**  
**Doug Ott x4710**  
**dott@nada.org**

**Finance/Legal/Accounting/Consulting**  
**Steve Stafford x7275**  
**sstafford@nada.org**

**Business Development Manager**  
**James Gibson x7136**  
**jgibson@nada.org**

**Fleet/Lease/OEMs/Captive Finance**  
**Brian Cleary x4724**  
**bcleary@nada.org**

**Insurance/Government**  
**Dan Ruddy x4707**  
**druddy@nada.org**

**Automotive Dealers**  
**Pat Wiggins x4729**  
**pwiggins@nada.org**

