



**Here's the latest Used-Car Data for January 2014.**

Total used sales were off 0.72 percent vs. year ago virtually in states that suffered severe weather conditions in January.

-- Jan. '14: 2,337,941  
-- Jan. '13: 2,354,927

Franchised dealers had a 2.4 percent increase vs. year ago.

-- Jan. '14: 851,116  
-- Jan. '13: 831,155

Independent dealers were down 0.57 percent vs. year ago.

-- Jan. '14: 823,945  
-- Jan. '13: 828,685

Private Party was down 4.6 percent.

-- Jan. '14: 695,087  
-- Jan. '13: 662,879

Transaction Prices:

-- Franchised Jan. '14: \$13,512  
-- Franchised Jan. '13: \$12,666

-- Independent Jan. '14: \$6,718  
-- Independent Jan. '13: \$6,837

-- Private Party Jan. '14: \$7,285  
-- Private Party Jan. '13: \$6,746

Total Value (excluding aftermarket products, taxes, fees, etc.):

Jan. '14: \$21,865,233,811  
Jan. '13: \$20,881,614,340

(Up 4.71%)

Pre-Approved Auto Loan:

Jan. '14: 7.52%

Jan. '13: 6.65%

Sub-Prime Buyers:

Jan. '14: 764,472

Jan. '13: 613,190

(Up 24.67%)

SHARE Sub-550 FICO of TOTAL SALES:

Jan. '14: 20.65%

Jan. '13: 15.01%