

## Retail Used Vehicle Sales – May 2014



While **used-car sales** were up nearly 11 percent vs. April, they were barely 100 units higher than the same month a year ago at 4,391,351 vs. 4,391,258. Document 106m is attached.

**Franchised dealers**, however, saw a 4.3 percent gain over last year. 1,609,595 v 1,543,103.

**Independent dealers** were up 3.4 percent. 1,418,662 v 1,372,095.

**Private Party** sales fell nearly 8 percent. 1,363,092 v 1,478,049

With the mix of inventory increasing leaning toward newer and more expensive models, **Franchised Dealers** saw their **average transaction price** jump 25.5 percent vs. year ago to \$15,467 v 12,340.

**Independent dealers**, on the other hand, took a major hit with **average transaction prices** slipping more than 4.6 percent. \$6,883 v \$7,218.

**Private Party transaction prices** average \$7,519 v \$6,940 for a gain of 8.3 percent.

**Total Value** of all used car sales in May was nearly \$45 billion, up about 15 percent vs. a year ago and last month.

**Buy Here / Pay Here** dealers saw a 20.9 percent increased in sales.

**Sub-550 FICO Score** customers increased more than 9 percent vs. a year ago to 734,165 units.