

## November 2014 Used Vehicle Sales Data



The final tabulations of November Used Vehicle Sales are as follows:

- Total used sales rose 0.46 percent vs. year ago and slipped 1.6 percent vs. October (not unusual in November).
- Franchised New Car Dealers were up 1.43 percent to 1.22 million.
- Independent Dealers saw sales remain virtually unchanged vs. year ago at 1.14 million.
- Private Party sales slipped 0.9 percent to 752,369
- In a stunning show of excellent inventory control and the use of Certified Pre-Owned vehicles, Franchised Dealers saw a 21 percent increase in actual transaction prices vs. year ago to \$16,130 (excluding add-ons, taxes and fees).
- Independent transaction prices rose, as well. The increase was nearly 8 percent.
- Private Party transaction prices were up by 2.1 percent.
- Total Value of used-vehicle sales from all three channels came to \$33.53 billion, a 15 percent gain over year ago and a 0.8 percent increase vs. October.
- Passenger cars slipped as a share of total sales by 1.33 percent while SUV sales rose 17.45 percent.
- The increase in total value can be traced to a significant increase in vehicles sold in the 1, 2 and 3 year old categories, up 6 percent, 14 percent and 9 percent respectively.
- The number of units sold to sub-prime customers jumped 25 percent with sub-550 up by 27.5 percent and responsible for 22.25 percent of total November sales.