



**Light Vehicle Sales in the U.S. and Canada in 2005** New and used vehicle sales in the U.S. and Canada topped 65 million units in 2005. Franchised dealers sold nearly as many used vehicles as they did new, reflecting in part the quick churn of attractive trade-ins taken during the summer months when employee discounts on new vehicles were in effect. On the other hand, independent dealers lost around half a million units of sales compared to their record year in 2004, as these dealers were denied some of the shopper traffic and inventory gravitating toward franchised dealerships.

(000s of Units Sold)

	U.S.	Canada	Total
New Vehicle Sales	16,995	1,583	18,578
Used Vehicle Sales	44,138	2,300	46,438
Franchised Dealers*	16,450	900	17,350
Independent Dealers	14,210	500	14,710
Private Individuals	13,478	900	14,378
Total Vehicle Sales	61,133	3,883	65,016

\*CNW data for U.S. franchised dealer used vehicle sales includes sales at affiliated used car lots operated by the franchised dealer under a different name than its new car stores. CNW also includes off-lease vehicles purchased by lessees. These factors combine to make CNW's figures higher than those reported by the National Automobile Dealers Association (NADA).

Figure 12. Source: Automotive News Data Center, CNW Marketing/Research, and ADESA Analytical Services.

Overall, the used vehicle market in the U.S. and Canada generated \$375 billion of sales value, accounting for 45% of the total value of new and used vehicles sold in these two countries.

**Retail sales  
(i.e., sales by dealers)  
of used vehicles  
in the U.S. stood  
at 30.7 million  
units in 2005.**





## Light Vehicle Sales in the U.S. and Canada

(000s of Units Sold)

United States	2005	2004	Increase/(Decrease)	
			Amount	Percent
New Vehicle Sales	16,995	16,913	82	0.5%
Used Vehicle Sales	44,138	42,706	1,432	3.4%
Franchised Dealers	16,450	15,953	497	3.1%
Independent Dealers	14,210	14,751	(541)	-3.7%
Private Individuals	13,478	12,002	1,476	12.3%
<b>Total Vehicle Sales</b>	<b>61,133</b>	<b>59,619</b>	<b>1,514</b>	<b>2.5%</b>

Canada	2005	2004	Increase/(Decrease)	
			Amount	Percent
New Vehicle Sales	1,583	1,534	49	3.2%
Used Vehicle Sales	2,300	2,240	60	2.7%
Franchised Dealers	900	890	10	1.1%
Independent Dealers	500	450	50	11.1%
Private Individuals	900	900	-	0.0%
<b>Total Vehicle Sales</b>	<b>3,883</b>	<b>3,774</b>	<b>109</b>	<b>2.9%</b>

(Some numbers may not compute due to rounding.)

Figure 13. Source: Automotive News Data Center, CNW Marketing/Research and ADESA Analytical Services.

## Light Vehicle Sales Transactions in the U.S. and Canada

United States	2005			Memo: 2004 Average Price
	Volume (000s)	Average Price	Value (\$Billions)	
New Vehicle Sales	16,995	\$24,968	\$424	\$24,082
Used Vehicle Sales	44,138	\$7,987	\$353	\$8,386
Franchised Dealers	16,450	\$10,549	\$174	\$11,524
Independent Dealers	14,210	\$8,615	\$122	\$8,471
Private Individuals	13,478	\$4,200	\$57	\$4,112
<b>Total Vehicle Sales</b>	<b>61,133</b>	<b>\$12,708</b>	<b>\$777</b>	<b>\$12,839</b>

Canada	2005			Memo: 2004 Average Price*
	Volume (000s)	Average Price*	Value* (\$Billions)	
New Vehicle Sales	1,583	\$26,500	\$42	\$26,000
Used Vehicle Sales	2,300	\$9,354	\$22	\$9,270
Franchised Dealers	900	\$14,250	\$13	\$14,140
Independent Dealers	500	\$8,200	\$4	\$8,080
Private Individuals	900	\$5,100	\$5	\$5,050
<b>Total Vehicle Sales</b>	<b>3,883</b>	<b>\$16,344</b>	<b>\$63</b>	<b>\$16,070</b>

\*In Canadian dollars.

Figure 14. Source: Automotive News Data Center, CNW Marketing/Research and ADESA Analytical Services.

**Estimated 2004 Auction Volumes by Major Supply Source** Based on the latest (2004) survey by the National Auto Auction Association, wholesale used vehicle auctions continue to sell nearly 10 million units annually, although that volume has tapered a bit since off-lease volumes hit a peak in 2003. Repo volumes also have tapered since 2003. However, much of these declines have been offset by gains in dealer consignment volume, while off-rental volumes from manufacturers have been steady.

(000s of Units Sold)

Source of Vehicles	United States				
	Units		% Sold	% of Total	
	Entered	Sold		Entered	Sold
Dealers	9,572	4,295	45%	60%	47%
Fleets and Leasing Companies*	3,944	2,962	75%	25%	32%
Manufacturers**	2,152	1,713	80%	13%	19%
Other***	317	200	63%	2%	2%
<b>Total</b>	<b>15,985</b>	<b>9,170</b>	<b>57%</b>	<b>100%</b>	<b>100%</b>

  

Source of Vehicles	Canada				
	Units		% Sold	% of Total	
	Entered	Sold		Entered	Sold
Dealers	403	180	45%	52%	36%
Fleets and Leasing Companies*	193	155	80%	25%	31%
Manufacturers**	92	87	94%	12%	18%
Other***	87	74	85%	11%	15%
<b>Total</b>	<b>776</b>	<b>495</b>	<b>64%</b>	<b>100%</b>	<b>100%</b>

  

Source of Vehicles	Total United States and Canada				
	Units		% Sold	% of Total	
	Entered	Sold		Entered	Sold
Dealers	9,975	4,475	45%	60%	46%
Fleets and Leasing Companies*	4,137	3,117	75%	25%	32%
Manufacturers**	2,245	1,800	80%	13%	19%
Other***	404	274	68%	2%	3%
<b>Total</b>	<b>16,760</b>	<b>9,666</b>	<b>58%</b>	<b>100%</b>	<b>100%</b>

\*Includes off-lease vehicles sold in "open" auction sales.

\*\*Includes off-lease vehicles sold in "closed," "factory" auction sales.

\*\*\*Includes salvage units sold by insurance companies and other consignment sales.

Figure 15. Source: NAAA and ADESA Analytical Services.



**2005 Wholesale Vehicle Volumes by Supply Source** Below are ADESA Analytical Services' estimates of 2005 wholesale used vehicle volumes by supply source. In addition, we estimate that salvage auctions process roughly three million units in the U.S. and about 250,000 units in Canada. These sources are covered in detail in the next section.

**U.S.**

(Millions of Units)

Supply Source	Total*	Auctions	Auctions as a % of Total	Share of Auction Total
<b>Dealers***</b>	<b>8.0</b>	<b>4.5</b>	<b>56%</b>	<b>50%</b>
<b>Manufacturers</b>	<b>1.1</b>	<b>1.1</b>	<b>95%</b>	<b>12%</b>
Program	1.0	1.0	95%	11%
Company Vehicles	0.1	0.1	100%	1%
<b>Captive Finance</b>	<b>1.8</b>	<b>1.5</b>	<b>85%</b>	<b>17%</b>
Off-Lease**	1.1	0.8	75%	9%
Repossessions	0.7	0.7	100%	8%
<b>Subtotal Manufacturers &amp; Captive Finance</b>	<b>2.9</b>	<b>2.6</b>	<b>89%</b>	<b>29%</b>
<b>Financial Institutions</b>	<b>0.6</b>	<b>0.6</b>	<b>93%</b>	<b>6%</b>
Off-Lease**	0.2	0.2	80%	2%
Repossessions	0.4	0.4	100%	4%
<b>Auto Rental Companies</b>	<b>0.6</b>	<b>0.3</b>	<b>50%</b>	<b>3%</b>
Risk Vehicles	0.6	0.3	50%	3%
<b>Commercial Fleets</b>	<b>1.8</b>	<b>1.1</b>	<b>61%</b>	<b>12%</b>
Leased/Managed Fleets	0.9	0.7	75%	7%
Company-Owned Fleets	0.6	0.3	50%	3%
Government & Municipal Fleets	0.3	0.2	50%	2%
<b>Total</b>	<b>13.9</b>	<b>9.0</b>	<b>65%</b>	<b>100%</b>

\*This table eliminates double counting of units recirculating through the wholesale channel. Some figures may not add due to rounding.

\*\*Excludes purchases by dealers and lessees.

\*\*\*Excludes 13.7 million trade-ins that were retailed directly by franchised and independent dealers without going through the wholesale channel. Adding these units, along with auction purchase of 9.1 million units, accounts for total retail used vehicle sales of 30.7 million in 2005.

**Auction volumes in Canada break out approximately as follows:**

Supply Source	000s	% of Total
Manufacturers & Captive Finance:	225	45%
Commercial Fleets/Other	100	20%
Dealers	175	35%
<b>Total</b>	<b>500</b>	<b>100%</b>

Figure 16. Source: ADESA Analytical Services.