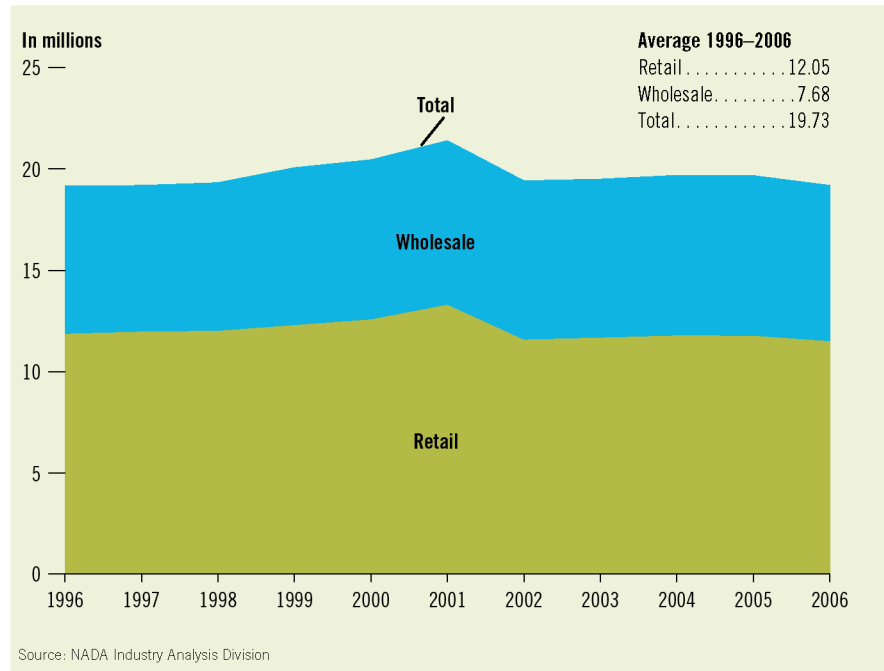


The Used-Vehicle Department

FRANCHISED NEW-CAR DEALERS sold more than 19 million used vehicles last year. Of these, 11.5 million were retailed and 7.7 million were wholesaled. The average selling price of a used unit retailed in 2006 was \$15,520.

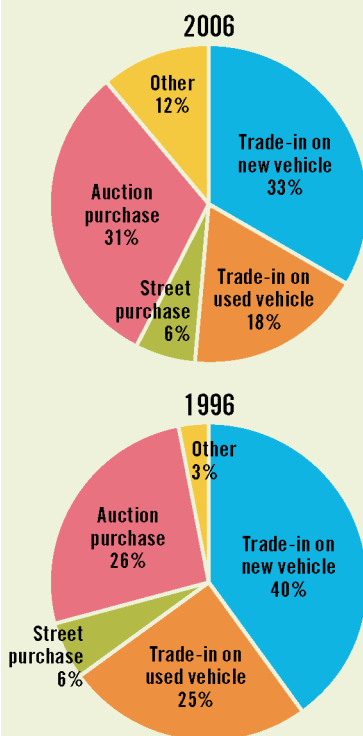
New-car dealers acquired 51 percent of the used units they retailed from trade-ins and the remaining 49 percent from auctions, street purchases, or other sources. As a source of used cars, auctions have made the biggest inroads in the past decade—from less than 10 percent of the dealer's inventory in the early 1980s to 31 percent in 2006.

Used-vehicle sales by new-car dealerships



Sources of used vehicles retailed by dealerships

By department



Average retail selling price of used vehicles retailed by new-car dealerships

