

Colorado Auto Outlook™

Comprehensive information on the Colorado automotive market

Colorado Market Predicted to Decline a Slim 1.5% in 2008

In the previous issue of Auto Outlook, we highlighted the elevated level of uncertainty and volatility that surrounded the economy in general, and the automotive market in particular. This became plainly evident over the past several months as the sub-prime fallout exploded, the credit crunch infected the economy, payroll and employment indicators turned bad (and then good again), the dollar weakened precipitously before strengthening somewhat, the Fed cut interest rates, and the possibility of an imminent recession was a popular media topic.

Earlier in the year, the consensus outlook was for a strengthening economy, healthy employment and income gains, and likely interest rate increases to battle inflation. On the surface, it appeared as though the world had changed overnight, with economic threats and corresponding policy actions abruptly reversing course and playing havoc with the market.

But in reality, the primary factors dictating the course of new vehicle sales have remained intact for many years, and are highly correlated to the events that have transpired over the past few months. As we have emphasized for quite some time, the number one concern for new vehicle sales is elevated consumer debt levels. And the excesses that abounded in the mortgage market were a direct consequence of households that were stretched too far.

The good news is that the recent tumult can be the needed stimulator to restore health to household balance sheets. The key is for the recovery to take place in an orderly fashion, without a major cutback in retail spending, and we believe this will occur. The Fed rate cuts will be helpful in driving this outcome. Eventually, perhaps as soon as early next year, consumers will be in a much better position to purchase a new vehicle, and pent up demand resulting from softening sales in recent years should give the market a boost.

Executive Summary

- New retail light vehicle registrations in the state are predicted to decline 5% for all of this year versus 2006.
- Auto Outlook is projecting a 1.5% decline in the market during 2008, with subsequent increases likely in 2009 and 2010.
- Traditional domestic brand market share in the state is expected to decline by two share points for all of this year versus 2006.
- Registrations declined 9.8% in the Third Quarter of this year versus a year earlier. A smaller drop is predicted for the Fourth Quarter.
- Subaru and Jeep head the list of strong performing brands in the State.

Data Explanation: Data presented in Colorado Auto Outlook covers light vehicles only, which consists of cars, SUVs, minivans, and most pickup trucks.

Colorado New Retail Light Vehicle Market - At a Glance

Top Ten Scoreboard

Leading brands in Colorado

YTD '06 thru Sept.			YTD '07 thru Sept.			Change in mkt. Share
Rank	Make	Share	Rank	Make	Share	
1	Toyota/Scior	14.5%	1	Toyota/Scior	16.1%	1.6%
2	Ford	12.7%	2	Ford	11.0%	-1.7%
3	Honda	10.4%	3	Honda	10.5%	0.1%
4	Chevrolet	9.7%	4	Chevrolet	9.3%	-0.4%
5	Dodge	6.2%	5	Dodge	6.1%	-0.1%
6	Nissan	5.3%	6	Nissan	5.5%	0.2%
7	Subaru	4.9%	7	Subaru	4.9%	0.0%
8	Jeep	4.1%	8	Jeep	4.8%	0.7%
9	GMC	3.4%	9	GMC	3.9%	0.5%
10	Volkswagen	2.7%	10	Hyundai	2.5%	0.3%

The table above shows the top ten selling brands in the Colorado market during the first nine months of 2006 and 2007 and the change in market share.

Industry Summary

New Retail Light Vehicle Registrations

	Forecast		Forecast 2008	% ch. '07 to '08
	2006	2007		
TOTAL	170,422	161,902	159,423	-1.5%
Car	73,451	65,570	66,639	1.6%
Light Truck	96,971	96,332	92,784	-3.7%
Big Three	74,959	68,187	64,885	-4.8%
Japanese	73,597	73,085	73,654	0.8%
European	15,049	13,569	13,710	1.0%
Korean	6,817	7,061	7,174	1.6%

Traditional Domestic consists of vehicles sold by General Motors, Ford, and Chrysler, and excludes import nameplates.

Source for historical data: AutoCount, an Experian Company

County Scoreboard

Each of the Top 20 County Markets in the State Have Declined So Far This Year

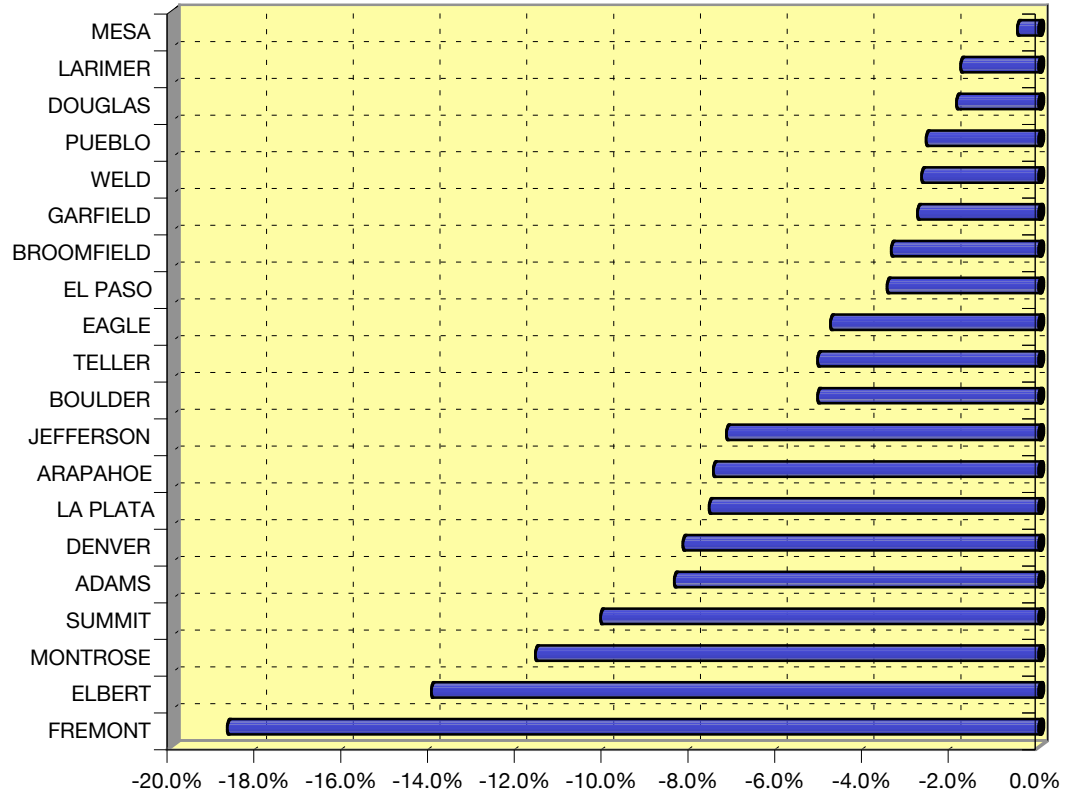
The table below and graph on the right provide a thorough summary of each of the top 20 county new retail light vehicle markets in Colorado. This unique county-level information provides a valuable perspective on local market performance, and a barometer to evaluate the performance of your dealership.

The table shows new retail light vehicle registrations during the first nine months of 2006 and 2007, and the percent change (also shown on the graph). The table also shows each county's share of the statewide market, and the change in share. Light truck market share is also listed.

Following a weak Third Quarter, year-to-date registrations declined in each of the 20 county markets with the smallest decline (0.5%) in Mesa County.

Note: The top five rated counties in each category are shaded. Source: AutoCount, an Experian Company

Percent Change in New Retail Car and Light Truck Registrations for Top 20 County Markets in Colorado, YTD '07 thru Sept. vs. YTD '06



COUNTY SCOREBOARD FOR TOP 20 COUNTY MARKETS IN COLORADO - YTD (thru SEPTEMBER)

COUNTY	NEW RETAIL REGISTRATIONS			SHARE OF STATE MARKET			LIGHT TRUCK MARKET SHARE		
	2006	2007	% ch	2006	2007	CHANGE	2006	2007	CHANGE
ADAMS	9805	8979	-8.4%	7.5	7.2	-0.2	52.9	57.2	4.3
ARAPAHOE	14081	13023	-7.5%	10.7	10.5	-0.2	52.2	58.2	6.1
BOULDER	7150	6786	-5.1%	5.4	5.5	0.0	50.6	52.7	2.1
BROOMFIELD	2752	2658	-3.4%	2.1	2.1	0.0	52.4	56.4	4.0
DENVER	13697	12580	-8.2%	10.4	10.2	-0.3	48.6	53.3	4.7
DOUGLAS	12329	12093	-1.9%	9.4	9.8	0.4	59.3	64.8	5.5
EAGLE	2100	2000	-4.8%	1.6	1.6	0.0	66.7	70.5	3.8
EL PASO	15860	15298	-3.5%	12.1	12.3	0.3	53.2	57.5	4.3
ELBERT	810	697	-14.0%	0.6	0.6	-0.1	68.4	71.6	3.2
FREMONT	907	737	-18.7%	0.7	0.6	-0.1	60.4	63.3	2.9
GARFIELD	1989	1933	-2.8%	1.5	1.6	0.0	69.5	71.0	1.5
JEFFERSON	15304	14206	-7.2%	11.7	11.5	-0.2	54.9	60.6	5.7
LA PLATA	1096	1013	-7.6%	0.8	0.8	0.0	70.3	68.4	-1.9
LARIMER	7093	6964	-1.8%	5.4	5.6	0.2	55.9	59.2	3.4
MESA	3325	3309	-0.5%	2.5	2.7	0.1	65.7	66.7	1.1
MONTROSE	833	736	-11.6%	0.6	0.6	0.0	71.1	71.2	0.0
PUEBLO	2703	2632	-2.6%	2.1	2.1	0.1	53.5	57.2	3.7
SUMMIT	1121	1008	-10.1%	0.9	0.8	0.0	65.8	69.7	3.9
TELLER	739	701	-5.1%	0.6	0.6	0.0	67.4	70.6	3.2
WELD	7234	7042	-2.7%	5.5	5.7	0.2	57.4	61.9	4.5

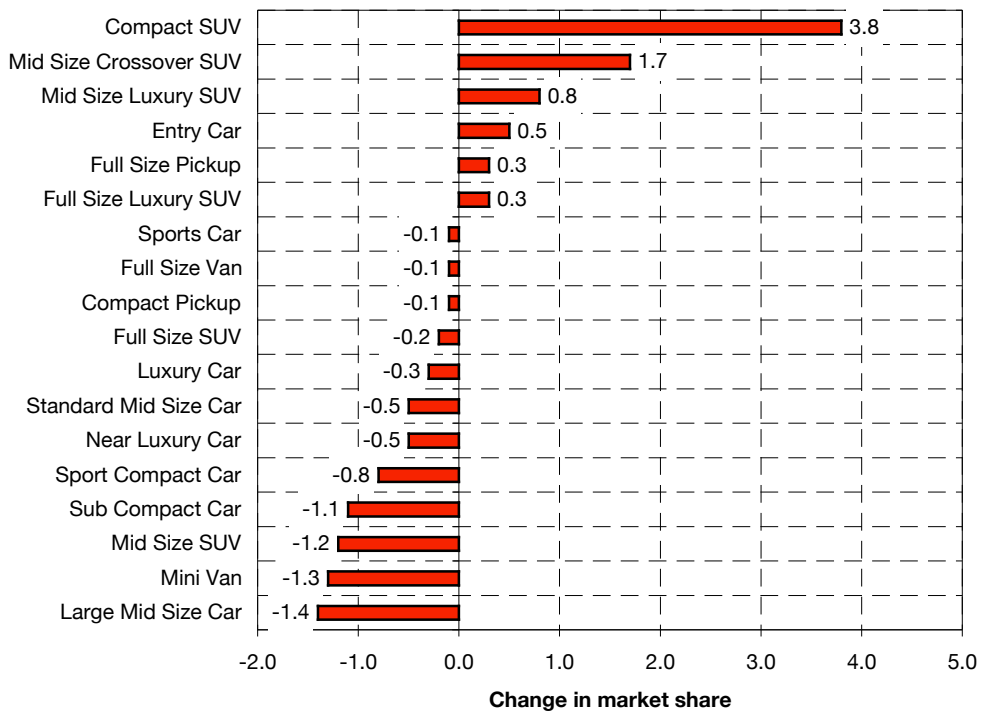
Segment Watch

Compact SUV Market Share Increases 3.8 Share Points

Higher fuel prices have definitely had an impact on the types of vehicles purchased by Colorado consumers, but SUVs are clearly still at the top of many shopping lists.

The graph to the right shows the change in area new retail market share during the first nine months of this year versus the same period a year earlier for 18 primary market segments. The trend of moving away from traditional truck-based SUVs has continued this year, with Mid Size SUV share declining 1.2 points from a year earlier. However, many of these traditional SUV buyers have shifted to the Compact SUV and Mid Size Crossover SUV segments, with market share increasing 3.8 and 1.7 points, respectively. The table below shows the top sellers in each segment during the first nine months of this year.

Change in Segment Market Share - YTD '07 thru September vs. YTD '06



Data: AutoCount, an Experian Company.

Top Selling Models in Each Segment - Colorado											
New Retail Registrations, YTD '07 (thru September) and Market Share of Segment											
Cars											
Entry			Sub Compact			Sporty Compact			Standard Mid Size		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Yaris	572	21.5	Honda Civic	2797	14.6	Ford Mustang	816	50.4	Honda Accord	2732	21.3
Chevrolet Aveo	511	19.2	Toyota Prius	2285	11.9	Scion TC	347	21.4	Subaru Legacy	2722	21.2
Honda Fit	439	16.5	Toyota Corolla/Matrix	1967	10.2	Mitsubishi Eclipse	232	14.3	Toyota Camry	2086	16.2
Nissan Versa	410	15.4	Subaru Impreza	1776	9.2	Hyundai Tiburon	132	8.2	Nissan Altima	1304	10.1
Kia Rio	298	11.2	Chevrolet Cobalt	1112	5.8	Pontiac GTO	81	5.0	Ford Fusion	745	5.8
Large Mid Size			Near Luxury			Luxury			Sports Car		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Chevrolet Impala	694	20.2	BMW 3-Series	942	19.4	BMW 5-Series	333	13.9	Chevrolet Corvette	236	20.2
Chrysler 300	458	13.3	Audi A4	792	16.3	Volvo V70/XC70	315	13.2	Mazda MX5	139	11.9
Dodge Charger	367	10.7	Acura TL	449	9.2	Lexus GS	177	7.4	Pontiac Solstice	136	11.6
Buick Lucerne	316	9.2	Infiniti G	438	9.0	Mercedes E-Class	156	6.5	Nissan 350 Z	132	11.3
Toyota Avalon	311	9.0	Lexus ES	415	8.5	Lexus LS	147	6.1	Saturn Sky	122	10.4
Light Trucks											
Compact Pickup			Full Size Pick Up			Mini Van			Full Size Van		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Tacoma	2272	38.7	Ford F-Series	5701	30.0	Honda Odyssey	1160	29.5	Ford E-Series	637	45.8
Nissan Frontier	784	13.4	Dodge Ram	4115	21.7	Toyota Sienna	896	22.8	Chevrolet Express	505	36.3
Honda Ridgeline	703	12.0	Chevrolet Silverado	3979	21.0	Dodge Caravan	557	14.2	GMC Savana	186	13.4
Ford Ranger	700	11.9	GMC Sierra	2333	12.3	Kia Sedona	408	10.4			
Chevrolet Colorado	571	9.7	Toyota Tundra	1792	9.4	Chrysler T & C	385	9.8			
Compact SUV			Mid Size SUV/Crossover SUV			Full Size SUV			Mid Size & Full Size Luxury SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Honda CRV	2762	16.4	Honda Pilot	1938	11.6	Chevrolet Tahoe	955	22.4	Lexus RX	1286	19.9
Toyota RAV4	2002	11.9	Toyota 4Runner	1792	10.8	GMC Yukon	666	15.6	Acura MDX	708	10.9
Jeep Wrangler	1982	11.8	Toyota Highlander	1624	9.7	Chevrolet Suburban	563	13.2	Cadillac Escalade	496	7.7
Ford Escape	1305	7.8	Jeep Grand Cherokee	1516	9.1	Ford Expedition	522	12.2	Volvo XC90	367	5.7
Nissan Xterra	1243	7.4	Subaru Forester	1089	6.5	GMC Yukon XL	488	11.4	Acura RDX	358	5.5

Special Report - Long Term Forecast

Softening Market Should Pave the Way for Improvement by the End of the Decade

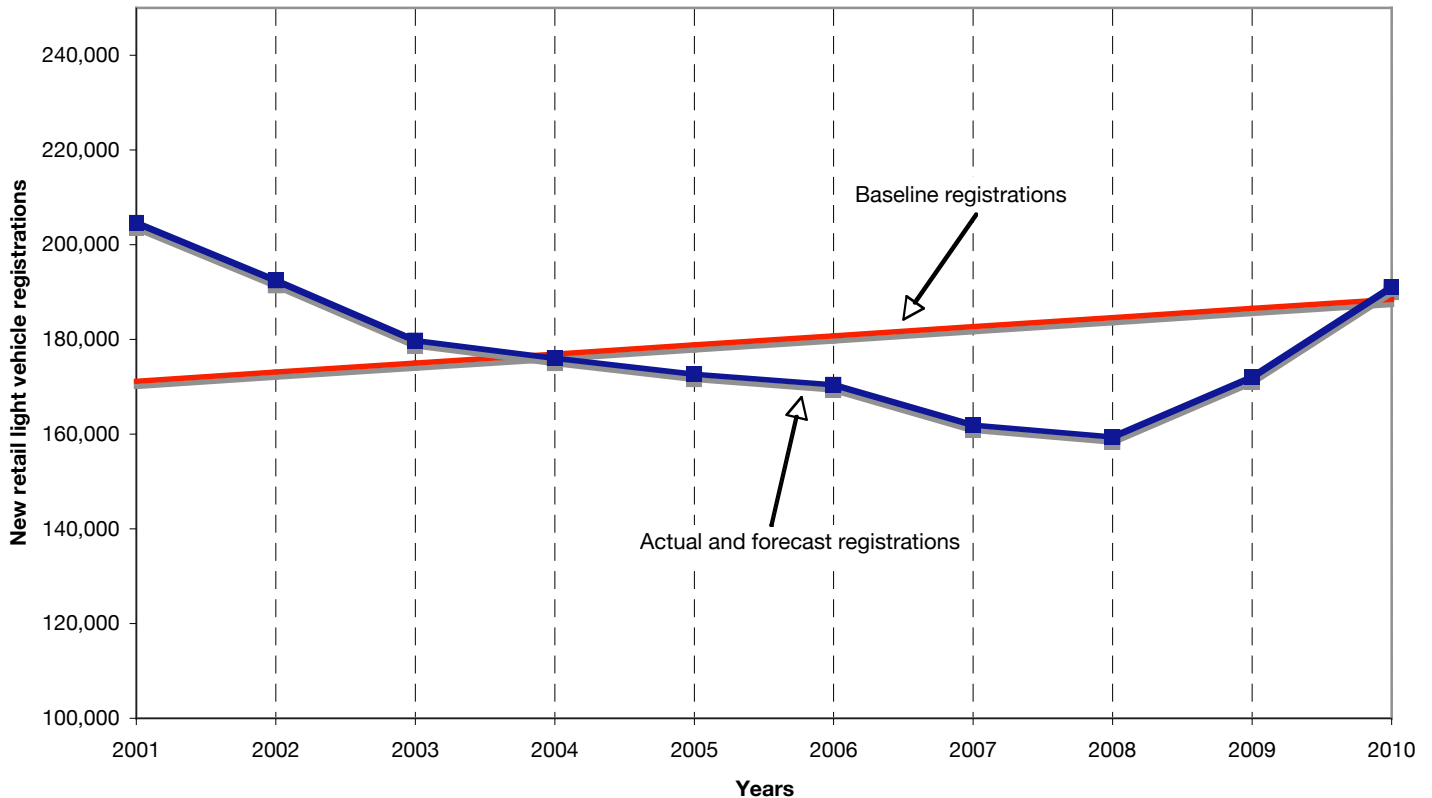
As new vehicle retailers in Colorado are all too aware, new vehicle sales in the state have stumbled a bit over the past couple of years, and declined an 9.8% during the Third Quarter of this year versus a year earlier. Obviously, a declining market is never a good thing, but as we have been emphasizing for quite some time, sales were humming along at an accelerated pace for most of this decade, and a slowdown was inevitable. In addition, as discussed on page one, many Colorado households will be forced to take a retail spending pit stop as they take corrective actions to deal with elevated debt levels.

For the short term, none of this spells good news for Colorado new vehicle sales. But as shown on the graph below, the market has trended lower since reaching its cyclical peak in 2001. Following a likely sluggish start at the beginning of next year, we believe the market should be poised to rebound, with registrations possibly increasing by a sizable 11% in 2010.

Colorado New Retail Light Vehicle Registrations History and Forecast		
Year	Registrations	% change from previous year
2001	204,563	--
2002	192,415	-5.9%
2003	179,761	-6.6%
2004	176,028	-2.1%
2005	172,646	-1.9%
2006	170,422	-1.3%
2007	161,902	-5.0%
2008	159,423	-1.5%
2009	172,000	7.9%
2010	191,000	11.0%

Forecast years are shaded gray.

Colorado New Retail Light Vehicle Registrations - Actual, Forecast, and Baseline



The two lines on the graph provide a synopsis of the past and anticipated future performance of the Colorado new automotive market. **Actual and projected registrations** show actual market results through 2005 and Auto Outlook’s forecast for 2006 through 2009. **Baseline** represents anticipated registrations that would occur in the absence of economic fluctuations, and is a function of “core” factors, such as the number of households in the State and population over age 20. Data Sources: AutoCount, an Experian Company and CNW Marketing Research.

Brands to Watch in 2008

Audi, Cadillac, Honda, Nissan, and Volvo Poised for Sales Growth

As just about any automotive retailer knows, the U.S. auto industry is intensely competitive. Even brands with top-notch lineups can have a hard time posting sales increases if the new product pipeline slows down. In addition, new or re-designed models will not necessarily pay dividends in the marketplace if they are

entering sluggish segments, or do not hit the hot buttons of increasingly fickle consumers. As the 2008 models hit the market, just about every manufacturer is bullish on their sales prospects for the coming year, which makes it difficult to separate the likely winners and losers. There are, however, several brands that

are positioned to post big sales increases over the next 12 months. Below is Auto Outlook's list of five highlighted brands and 10 others that look strong for '08. Please keep in mind this is not a comprehensive list of brands that will have sales growth next year, just our view of standouts.

Five Brands Poised for Significant Sales Growth in 2008

Brand	Range for % increase in sales for 2008	Competitive Strengths	Challenges
Audi	10% to 15%	New A5 Coupe, redesigned TT, all-new R8, redesigned A4	A6 is aging
Cadillac	4% to 8%	Redesigned CTS is impressive and received rave reviews	SRX continues to fall
Honda	5% to 10%	Redesigned Accord for entire year and new Pilot late in year	Mid Sized sedan competition
Nissan	8% to 12%	All-new Rogue, Cube, and GTR; redesigned Murano	Altima impacted by Accord?
Volvo	6% to 9%	All-new C30 and XC60, redesigned V70 and XC70	S40 and S60 are aging

Ten Other Brands That Should Out-Perform the Market and the Products Fueling Growth

BMW (all new 1-Series), **Chevrolet** (Malibu and Traverse), **Dodge** (Journey and redesigned Caravan), **Infiniti** (EX35), **Jaguar** (XF sedan), **Mercedes** (new C-Class), **Pontiac** (G8), **Saturn** (Astra and full year of Outlook and Vue sales), **Toyota** (Highlander, Corolla/Matrix, Sequoia, and Land Cruiser), **Volkswagen** (Tiguan)

Automotive Retailing Trends

Automotive Retailing Will Continue to Evolve to Meet Consumer Demands

Over 10 years ago, we wrote an article focusing on the emerging new electronic marketplace known as the Internet. At the time, many hypothesized that the web would drastically change the landscape of automotive retailing. Consumers would simply order cars over the Internet from the comfort of their family room sofa, eliminating the need for a trip to the showroom, and dooming the traditional automobile dealership.

Obviously, these predictions have not come true. And with a humble pat on the back, we concluded at that time that the business model of the new vehicle dealership would survive and thrive for quite some time. And indeed, that is essentially what has transpired.

The basic theory behind our prediction was that a new vehicle purchase is an extremely important transaction for rea-

sons other than just its cost. A vehicle becomes embedded in our day to day lives, and for most consumers, represents a long term commitment. Simply put, buying a new car is a big deal that cannot be compared to other transactions ideally suited for the Internet, such as buying an airplane ticket or a custom configured computer. In addition, other important steps in the new vehicle purchase decision (such as taking a test drive, evaluating seat comfort, listening to the stereo, and seeing actual colors) cannot be accomplished on a computer. For these reasons (and a multitude of others), bricks and mortar dealerships will be around for quite some time.

But clearly, the electronic age has had a pronounced impact on automotive retailing, and this impact will only intensify over the next several years. Armed with a broad array of information and a multi-

tude of choices, consumers will increasingly demand that the entire shopping and purchase process emphasize **their** convenience, not the dealership's. And today's web-savvy consumers can force this outcome.

How do dealerships align their operations to emphasize customer convenience? A list of micro tactics is beyond the scope of this article, but the simple litmus test is to evaluate your processes and personnel to verify that you are showing true **respect** for your customers. Respect for their knowledge, respect for their potential collective impact on your business, and perhaps most importantly, respect for their time. In summary, the web has put empowered consumers behind the wheel. Successful dealers will be cooperative copilots who don't try to wrest control of the wheel.

Brand Scoreboard

Subaru and Jeep Relatively Strong Sellers in the Colorado Market

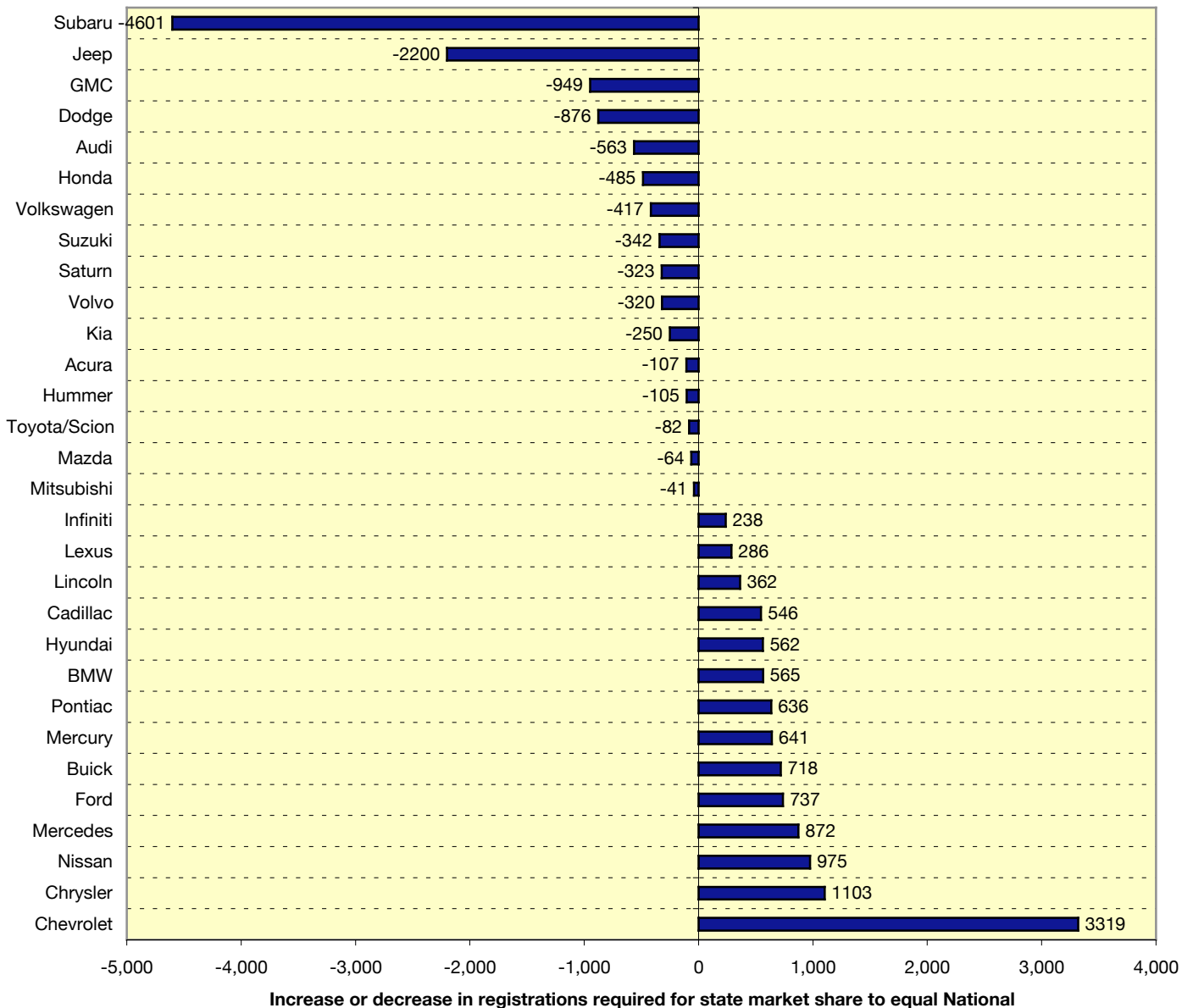
The graph below provides an indicator of brands that are popular in the Colorado (relative to the National standard), and those that are not. Here's how it works: For the top 30 selling brands in the State, each brand's share of the U.S. market is multiplied by retail registrations in the State during the first nine months of this year. This yields a "target" for the

Colorado market. Actual registrations are subtracted from this target to arrive at the Unit Potential estimate.

Brands at the bottom of the graph (i.e., Chevrolet and Chrysler) have a high unit potential in the State, meaning that registrations would need to increase by a significant number for State market

share to equal National. Brands at the top of the graph (Subaru, Jeep, GMC, Dodge, and Audi) have a "significant negative potential," indicating that they are currently strong sellers in the Colorado. Registrations would have to decline in order for State market share to equal National.

**Colorado Retail Market Potential based on registrations for YTD 2007 (thru September)
Increase or decrease in registrations required for brand market share in State to equal National**



Market Tracker

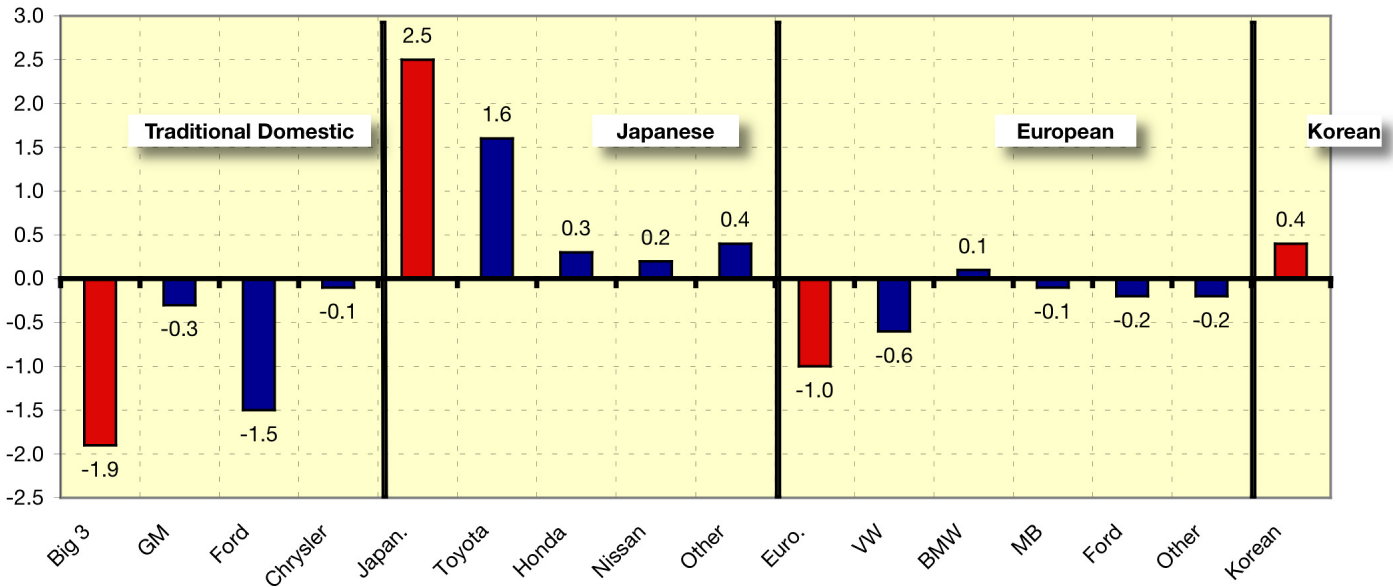
Japanese Brands Gain 2.5 Share Points So Far This Year

The established trend of Traditional Domestic brands losing market share to their Japanese brand competitors has continued unabated so far this year. As shown on the graph below, collective market share for Traditional Domestic brands in the Colorado market has de-

clined 1.9 share points so far this year. General Motors market share fell 0.3 of a point, while Ford and Chrysler were off 1.5 and 0.1 points, respectively. (Note: market share figures do not include import brands owned by GM and Ford. See table below graph.)

Among Japanese manufacturers, Toyota gained the most market share this year, up 1.6 points. Honda and Nissan were up slightly. European brand share declined one point while combined Hyundai and Kia share was up 0.4 of a point.

Change in Segment Market Share - YTD '07 thru September vs. YTD '06



Brands included above: Big 3: GM (Buick, Cadillac, Chevrolet, GMC, Hummer, and Pontiac, and Saturn), Ford (Ford, Lincoln, and Mercury), Chrysler (Chrysler, Dodge, and Jeep). Japanese: Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Isuzu, Mazda, Mitsubishi, Subaru, and Suzuki). European: VW (Audi, Bentley, and Volkswagen), BMW (BMW, Rolls Royce, and Mini), MB (Mercedes Benz), Ford (Aston Martin, Jaguar, Land Rover, and Volvo), Other (Ferrari, Lotus, Maserati, and Saab). Korean: Hyundai and Kia.

Colorado, Denver, and U.S. Markets Comparison

	Colorado Market		Denver Metro Market		U.S. Market	
Market Growth % change in registrations YTD '07 (thru Sept.) vs. YTD '06	-5.6%		-6.0%		-3.2%	
Car Market Share Car share of industry retail light vehicle registrations YTD '07	39.4%		41.8%		49.0%	
Domestic Brand Market Share Domestic brand share of industry retail registrations YTD '07	42.4%		38.0%		45.7%	
Top Selling Retail Brands <i>Top selling light vehicle brands and market share - YTD '07</i>						
First	Toyota	16.1%	Toyota	16.2%	Toyota	16.0%
Second	Ford	11.0%	Honda	12.6%	Chevrolet	12.0%
Third	Honda	10.5%	Ford	9.8%	Ford	11.6%
Fourth	Chevrolet	9.3%	Chevrolet	8.7%	Honda	10.3%
Fifth	Dodge	6.1%	Nissan	5.2%	Nissan	6.3%
Sixth	Nissan	5.5%	Jeep	5.2%	Dodge	5.4%
Seventh	Subaru	4.9%	Subaru	4.7%	GMC	3.1%
Eighth	Jeep	4.8%	Dodge	4.7%	Jeep	3.0%
Ninth	GMC	3.9%	GMC	2.8%	Hyundai	2.9%
Tenth	Hyundai	2.5%	Lexus	2.7%	Chrysler	2.4%

WHO ARE MY TOP COMPETITORS? -BY MARKET AREA?

WHAT NEW AND USED CARS SELL WELL IN MY MARKETS?

ANSWERS DRIVE RESULTS.

You need insights into your marketplace to make the best decisions to maximize profits. The AutoCount® Dealer Report analyzes full details on new and used competitive dealer market share, down to specific areas you define. You bring the questions. We'll bring the answers.



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AutoCount, an Experian Company, is the exclusive source for vehicle registration data presented in Colorado Auto Outlook

Colorado New Retail Car and Light Truck Registrations - History and Forecast

	Registrations						Market Share				
	Units			Percent Change			Share (%)			Change	
			Forecast			Forecast			Forecast		Forecast
	2005	2006	2007	'05 to '06	'06 to '07	2005	2006	2007	'05 to '06	'06 to '07	
TOTAL	172,646	170,422	161,902	-1.3%	-5.0%						
Acura	2,709	2,374	2,275	-12.4%	-4.2%	1.6	1.4	1.4	-0.2	0.0	
Audi	2,061	1,811	1,871	-12.1%	3.3%	1.2	1.1	1.2	-0.1	0.1	
BMW	2,347	2,521	2,613	7.4%	3.6%	1.4	1.5	1.6	0.1	0.1	
Buick	1,460	1,147	886	-21.4%	-22.8%	0.8	0.7	0.5	-0.1	-0.2	
Cadillac	1,814	1,502	1,311	-17.2%	-12.7%	1.1	0.9	0.8	-0.2	-0.1	
Chevrolet	19,157	16,408	15,003	-14.3%	-8.6%	11.1	9.6	9.3	-1.5	-0.3	
Chrysler	3,219	3,633	2,566	12.9%	-29.4%	1.9	2.1	1.6	0.2	-0.5	
Dodge	11,753	10,503	9,653	-10.6%	-8.1%	6.8	6.2	6.0	-0.6	-0.2	
Ford	24,697	21,239	17,884	-14.0%	-15.8%	14.3	12.5	11.0	-1.8	-1.5	
GMC	7,183	5,896	6,141	-17.9%	4.2%	4.2	3.5	3.8	-0.7	0.3	
Honda	15,437	17,517	17,143	13.5%	-2.1%	8.9	10.3	10.6	1.4	0.3	
Hummer	580	838	675	44.5%	-19.5%	0.3	0.5	0.4	0.2	-0.1	
Hyundai	3,817	3,641	3,860	-4.6%	6.0%	2.2	2.1	2.4	-0.1	0.3	
Infiniti	1,112	1,100	1,104	-1.1%	0.4%	0.6	0.6	0.7	0.0	0.1	
Isuzu	200	220	148	10.0%	-32.7%	0.1	0.1	0.1	0.0	0.0	
Jaguar	212	143	99	-32.5%	-30.8%	0.1	0.1	0.1	0.0	0.0	
Jeep	8,416	7,189	7,707	-14.6%	7.2%	4.9	4.2	4.8	-0.7	0.6	
Kia	2,839	3,176	3,201	11.9%	0.8%	1.6	1.9	2.0	0.3	0.1	
Land Rover	678	739	656	9.0%	-11.2%	0.4	0.4	0.4	0.0	0.0	
Lexus	3,404	3,691	3,661	8.4%	-0.8%	2.0	2.2	2.3	0.2	0.1	
Lincoln	672	698	827	3.9%	18.5%	0.4	0.4	0.5	0.0	0.1	
Mazda	2,504	2,854	3,092	14.0%	8.3%	1.5	1.7	1.9	0.2	0.2	
Mercedes	1,757	1,814	1,605	3.2%	-11.5%	1.0	1.1	1.0	0.1	-0.1	
Mercury	847	879	663	3.8%	-24.6%	0.5	0.5	0.4	0.0	-0.1	
MINI	445	425	394	-4.5%	-7.3%	0.3	0.2	0.2	-0.1	0.0	
Mitsubishi	982	1,059	1,219	7.8%	15.1%	0.6	0.6	0.8	0.0	0.2	
Nissan	9,131	9,116	8,723	-0.2%	-4.3%	5.3	5.3	5.4	0.0	0.1	
Pontiac	2,255	2,212	1,821	-1.9%	-17.7%	1.3	1.3	1.1	0.0	-0.2	
Porsche	391	413	345	5.6%	-16.5%	0.2	0.2	0.2	0.0	0.0	
Saab	727	583	479	-19.8%	-17.8%	0.4	0.3	0.3	-0.1	0.0	
Saturn	3,144	2,815	3,050	-10.5%	8.3%	1.8	1.7	1.9	-0.1	0.2	
Subaru	7,832	8,597	7,748	9.8%	-9.9%	4.5	5.0	4.8	0.5	-0.2	
Suzuki	914	1,682	1,647	84.0%	-2.1%	0.5	1.0	1.0	0.5	0.0	
Toyota (incl. Scion)	20,762	25,387	26,325	22.3%	3.7%	12.0	14.9	16.3	2.9	1.4	
Volkswagen	4,500	4,340	3,545	-3.6%	-18.3%	2.6	2.5	2.2	-0.1	-0.3	
Volvo	2,445	1,766	1,498	-27.8%	-15.2%	1.4	1.0	0.9	-0.4	-0.1	
Others	243	494	464	103.3%	-6.1%	0.1	0.3	0.3	0.2	0.0	

Historical Data Source: AutoCount, an Experian Company

Colorado Auto Outlook

Published for:
Colorado Automobile Dealers Association
290 East Speer Boulevard
Denver, CO 80203

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Published by:
Auto Outlook, Inc.
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Malvern, PA 19355

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November, 2007

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