

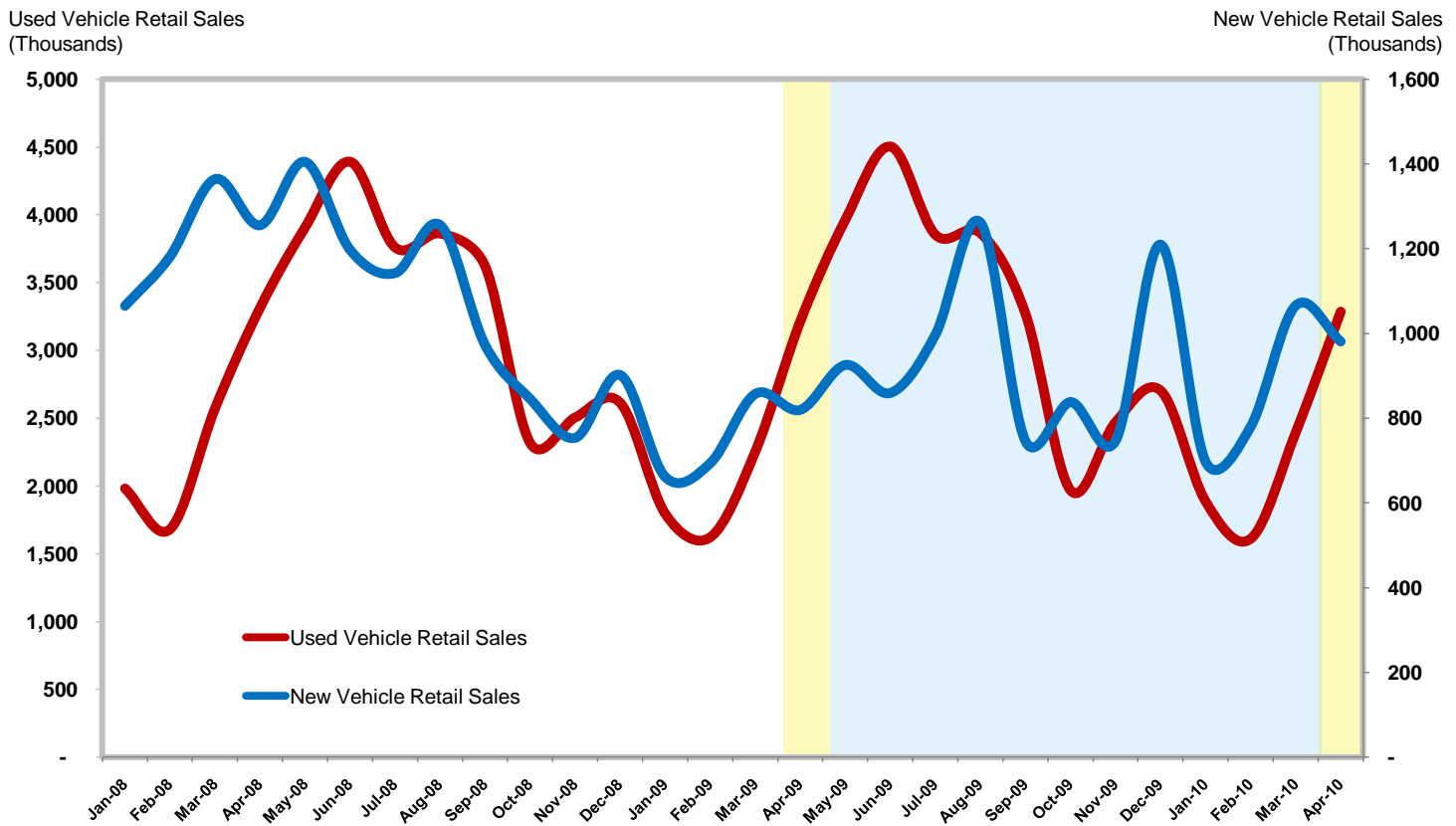
## OPENLANE MARKET INDEX

May 2010

### The Retail Market

April new vehicle sales of 981 thousand represent an 8% decrease from March-10, but are up 20% year-over-year. April used vehicle sales of 3.2 million were up sharply from the previous month (a 37% increase) and a 2.5% increase year-over-year.

Chart 1: Retail Vehicle Sales



The **OPENLANE Market Index** represents pricing and dealer vehicle interest trends across all vehicle segments in our online marketplace.

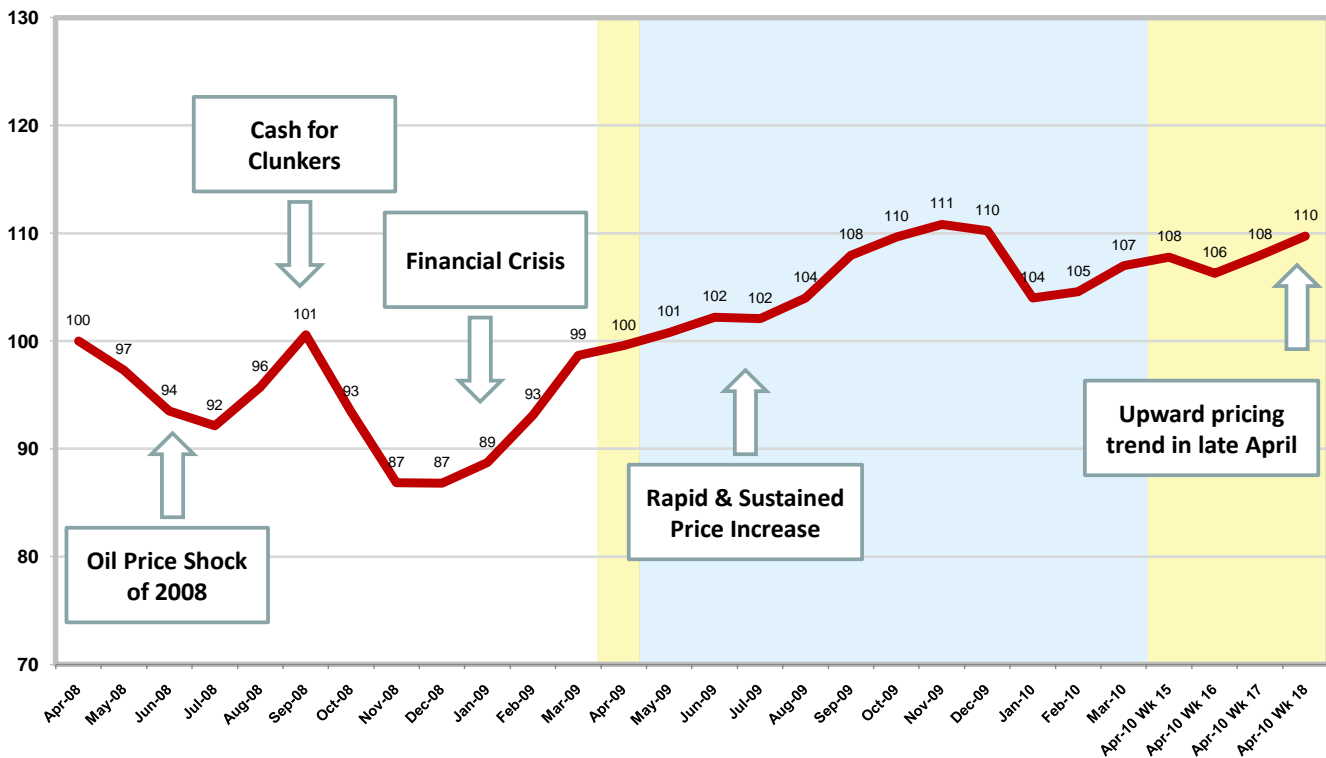
The **OPENLANE Price Index by Body Style** measures pricing trends by vehicle segment. It represents the most recent prices obtained at auction and provides for a high level trend of pricing in the just concluded month relative to a rolling 25-month pricing.

The **OPENLANE Vehicle Interest Index by Body Style** is unique to OPENLANE and represents a leading indicator of what dealers are interested in acquiring for their used vehicle inventory. The index should help consignors and buyers get an early indicator for vehicle demand and provide high level insight on what they can expect in the marketplace over the next 30-60 days.

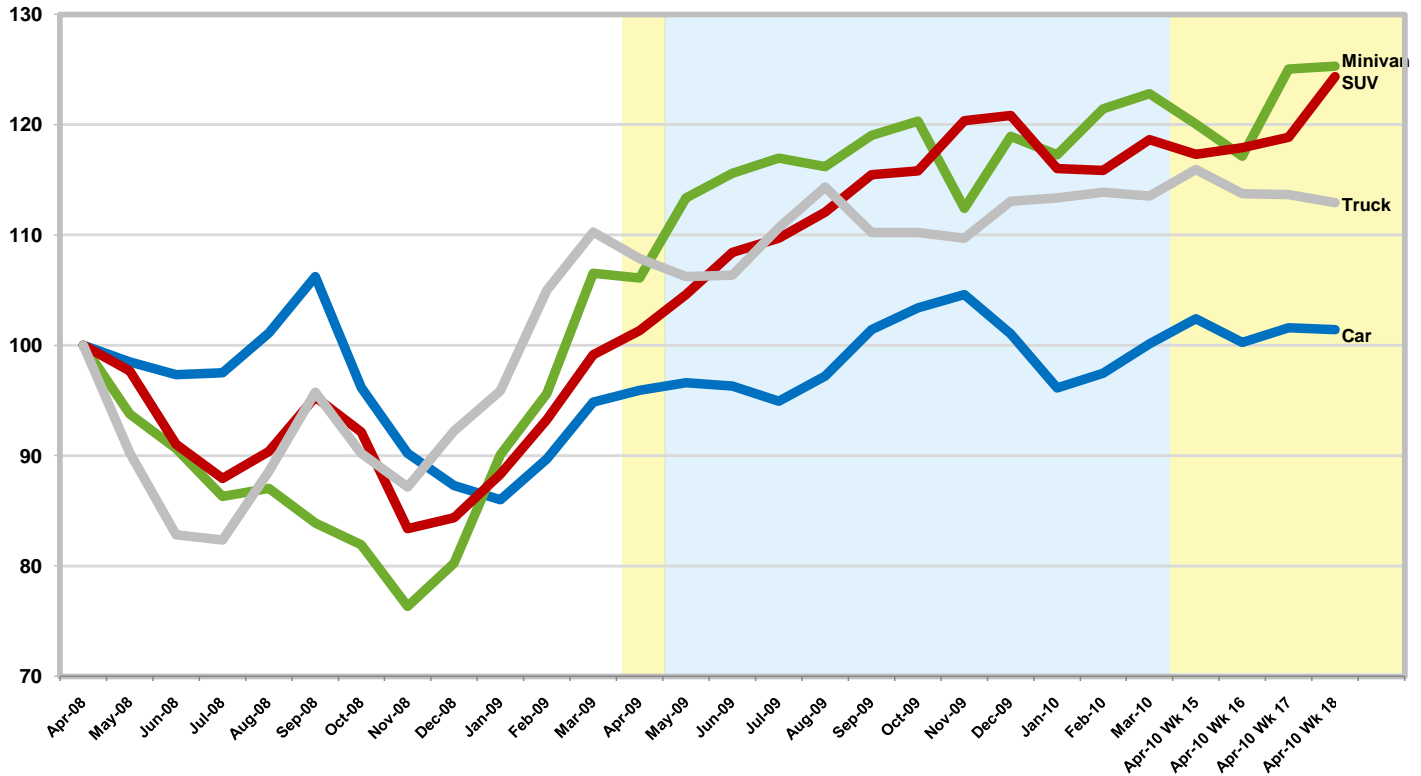
- US Market Index
- Canadian Market Index

## US MARKET INDEX

**Chart 2: US Market Index – Continued strengthening of used vehicle prices in April. Overall US Auction prices experienced a slight dip in the second week of April but increased thereafter, finishing at a month-average level of 2 percentage points above March. April month-average levels also represent the highest price levels of 2010 at 109 index points.**

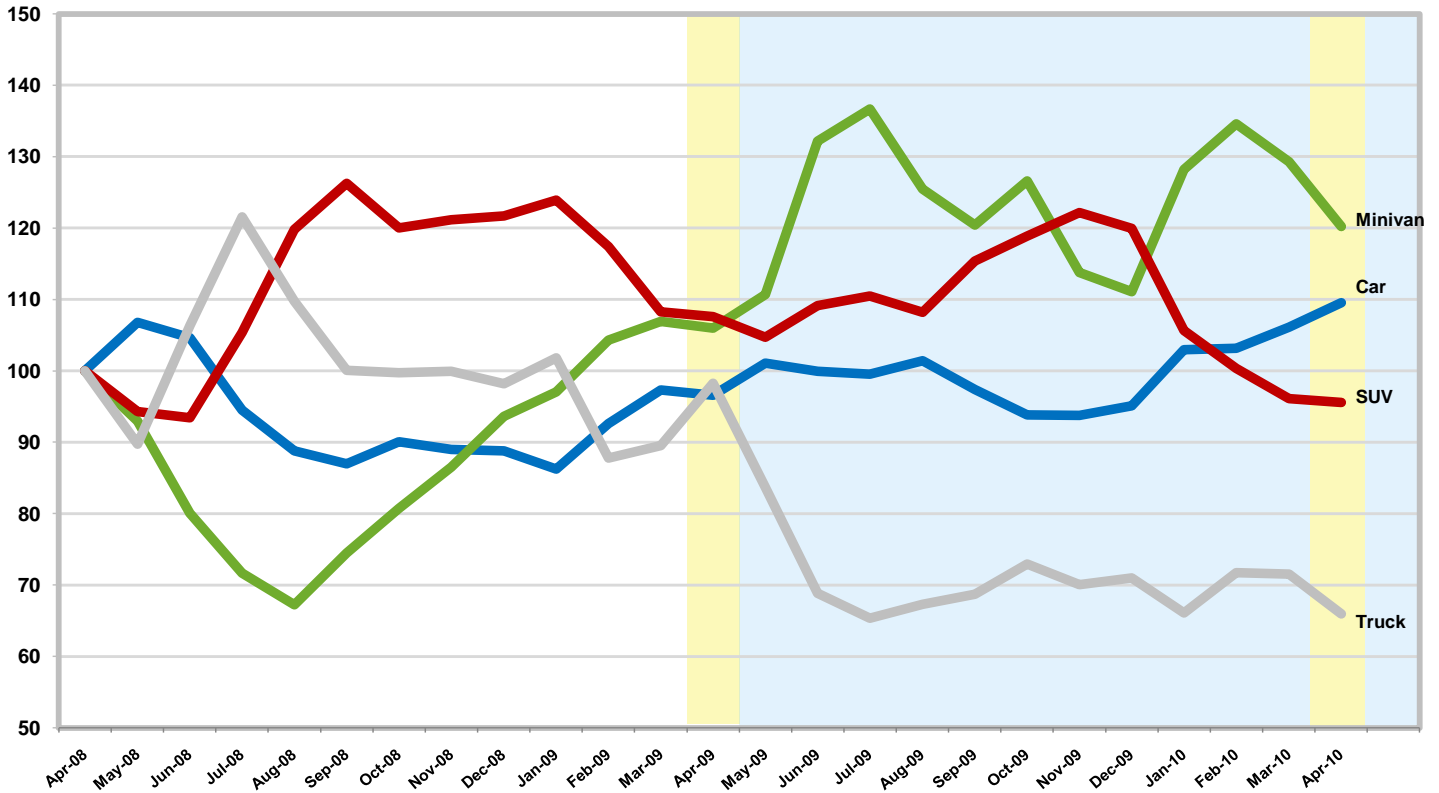


**Chart 3: US Price Trend by Body Style – Car and Truck prices drop slightly while Minivans and SUVs had significant upward pricing.**



- Car prices experienced a slight spike then decrease during the first 2 weeks of April ending the month 1 percentage point above March 2010.
- Minivan prices began the month with a steep downward movement but turned around in the second week of April when it rose 8 percentage points to bring month-average levels back on par with March 2010.
- SUV prices showed a strong upward trend in April ending 8 percentage points above March 2010.
- Truck prices experienced a mild downward trend during the last three weeks of April ending flat with March 2010 pricing.

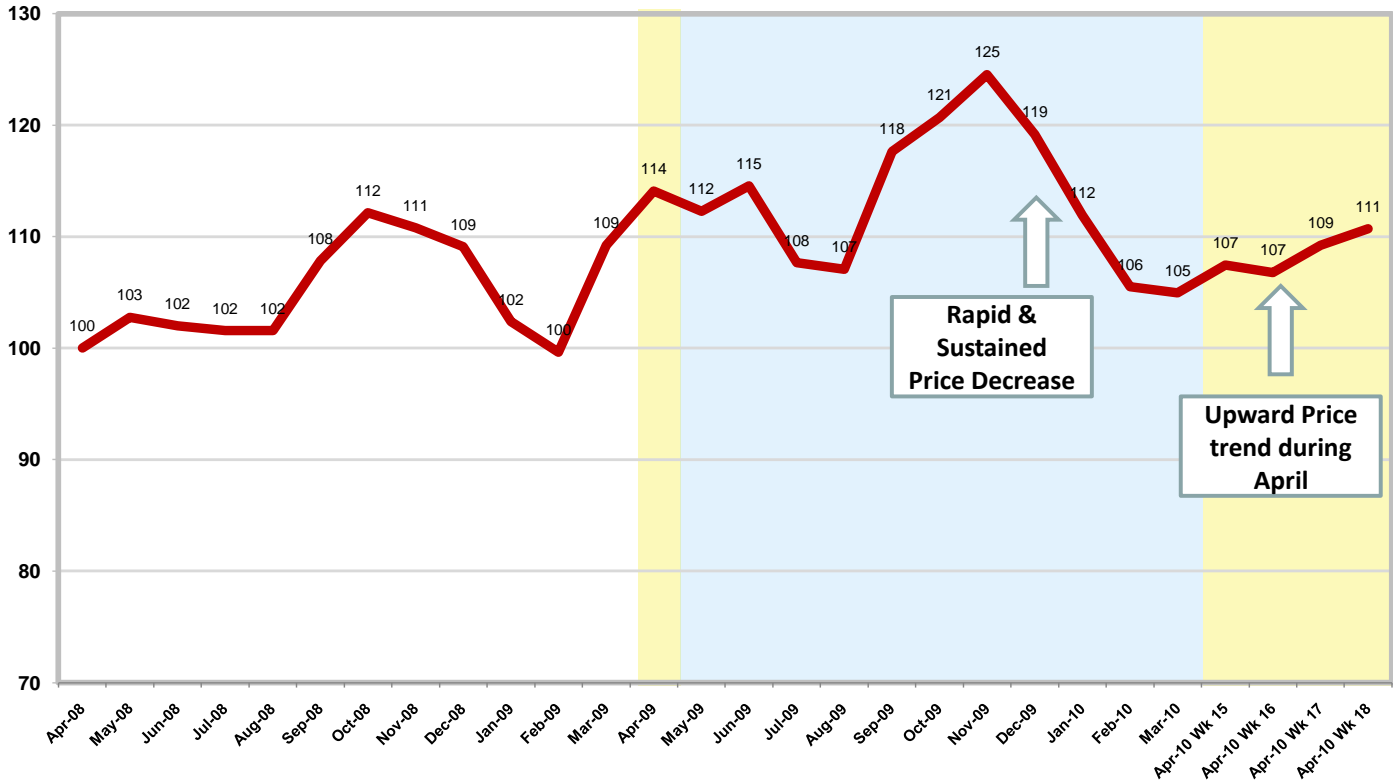
**Chart 4: US Dealer Interest by Body Style – Interest in Minivans and SUVs show a continual downward trend in 2010, while the upswing in Car interest continues in April; Truck interest falls from stable February - March levels.**



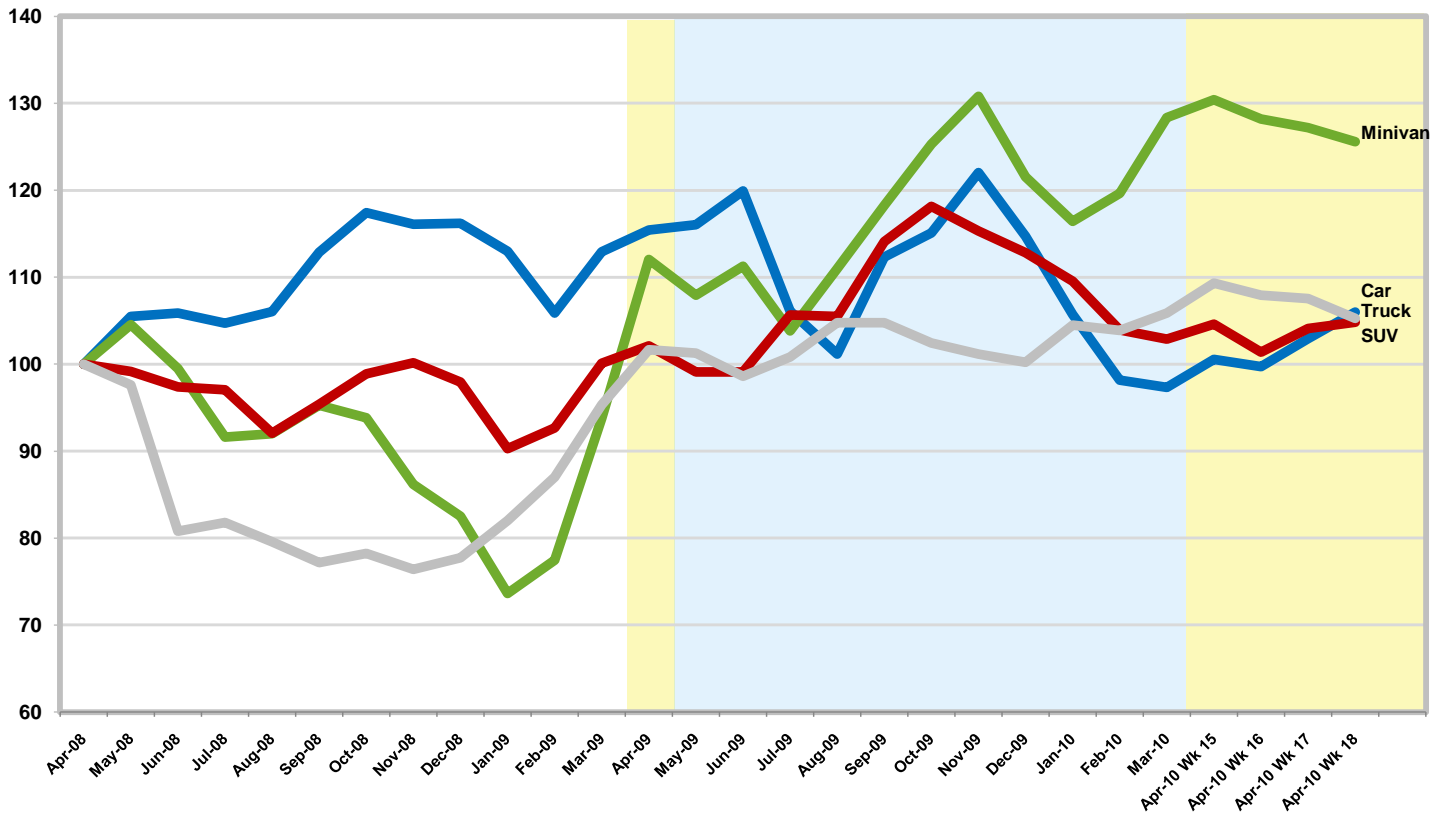
- Dealer interest in Cars increased 2 percentage points last month and exceeded April 2009 levels by double digits.
- Dealer interest in Minivans decreased 7 percentage points last month but exceeded April 2009 levels by 13 percentage points.
- SUVs experienced a slight decrease of 1 percentage point last month and also fell 10 percentage points below April 2009 levels.
- Dealer interest in Trucks dropped 4 percentage points last month ending 32 percentage points below April 2009 levels.

## CANADIAN MARKET INDEX

Chart 5: Canadian Market Index – Canadian prices showed upward trend in April ending the month 4 percentage points above March levels. Overall YTD trends indicate that Canadian prices have arrested the steep declines in prices they experienced from December 2009 to February 2010.

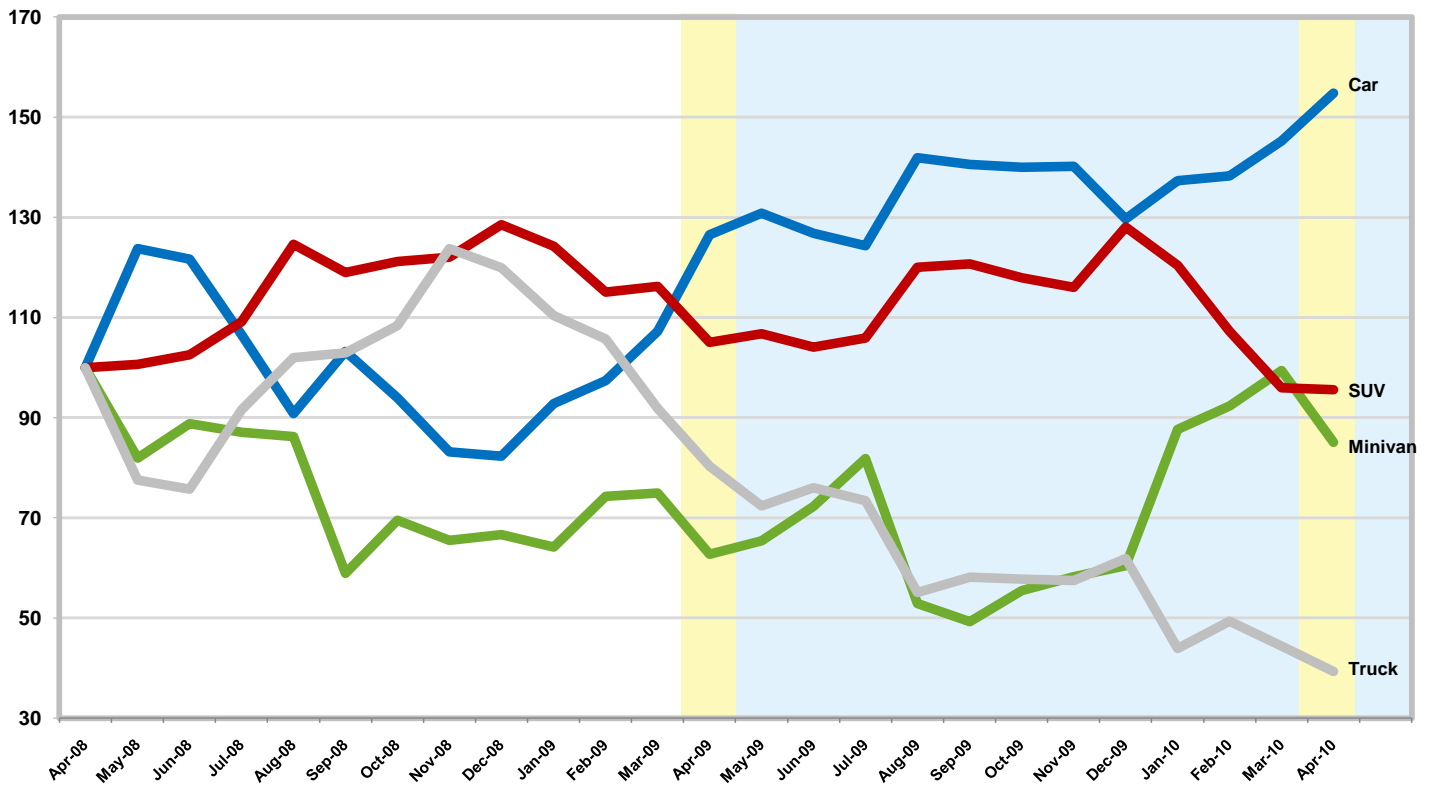


**Chart 6: Canadian Price Trend by Body Style – Car prices increase over March levels; SUV and Truck prices end flat; Minivan pricing drops.**



- Car prices began its increase mid-month with the final week of April 9-percentage points above March.
- Minivan prices show a moderate decline through the month from the first week of April. Month-average levels, however, ended 1 percentage point above March 2010.
- SUV prices took a slight dip in the second week of April of 4 percentage points from the prior week but bounced back to end the month 2 percentage points relative to March 2010 levels.
- The continual rising movement of Truck prices reached its peak in the first week of April and began a moderate decreasing trend through the month with the final week showing a 2 percentage point drop relative to March month-average levels.

**Chart 7: Canadian Dealer Interest Trend by Body Style – Minivans, SUVs and Trucks continue their decreasing trend in interest levels while Car interest levels extend their upward movement 2010 year-to-date.**



- Dealer interest in Cars increased 10 percentage points last month and exceeded April 2009 levels by 20 percentage points.
- Dealer interest in Minivans decreased 10 percentage points last month but still exceeded April 2009 levels by 20 percentage points.
- SUVs interest flat last month and were 16 percentage points below April 2009 levels.
- Dealer interest in Trucks dropped 5 percentage points last month, about 40 percentage points below April 2009 levels.

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