

# Light Vehicle and Economic Outlook

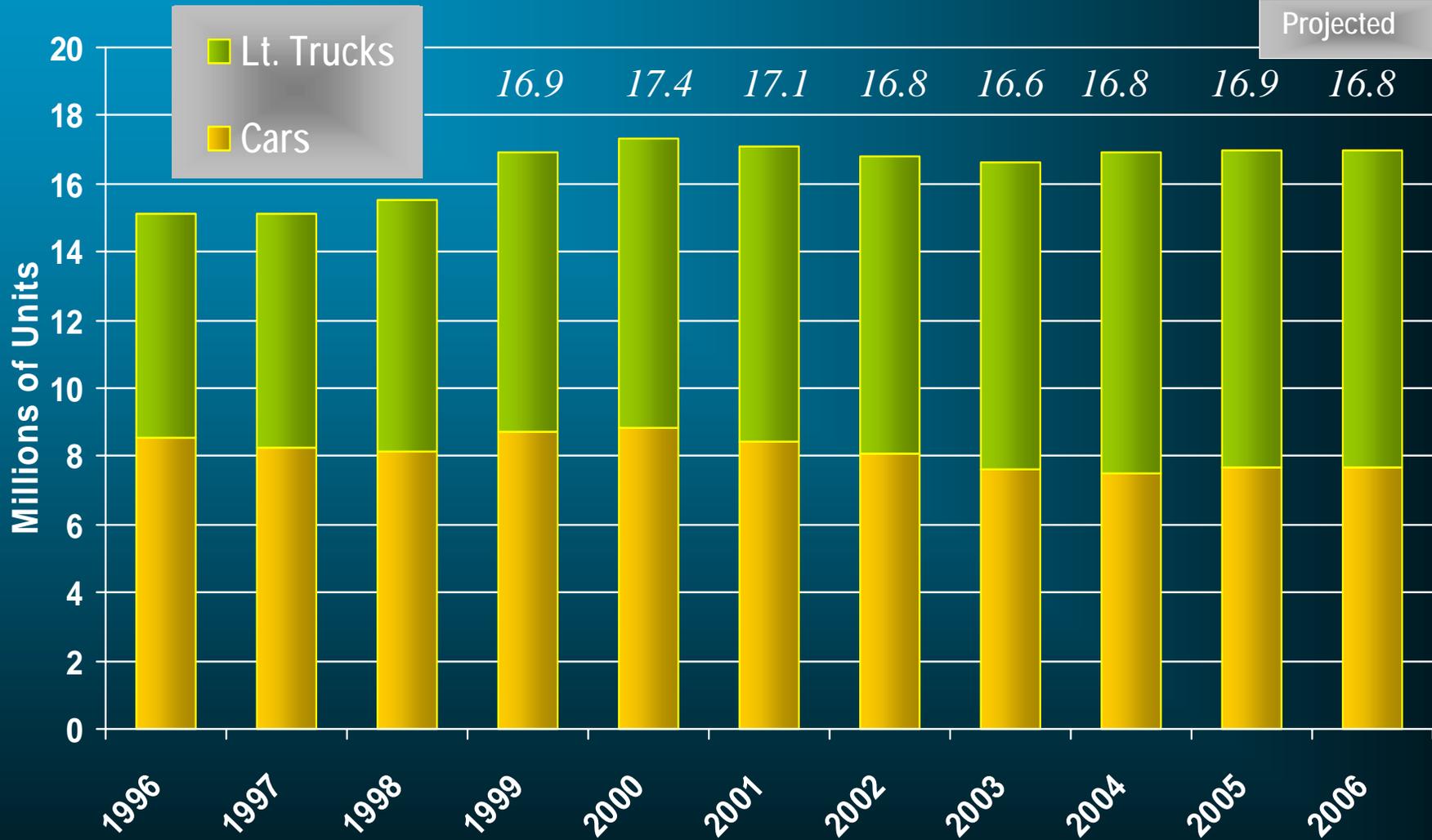
NADA Board of Directors Meeting

Paul Taylor, NADA Chief Economist

June, 2006

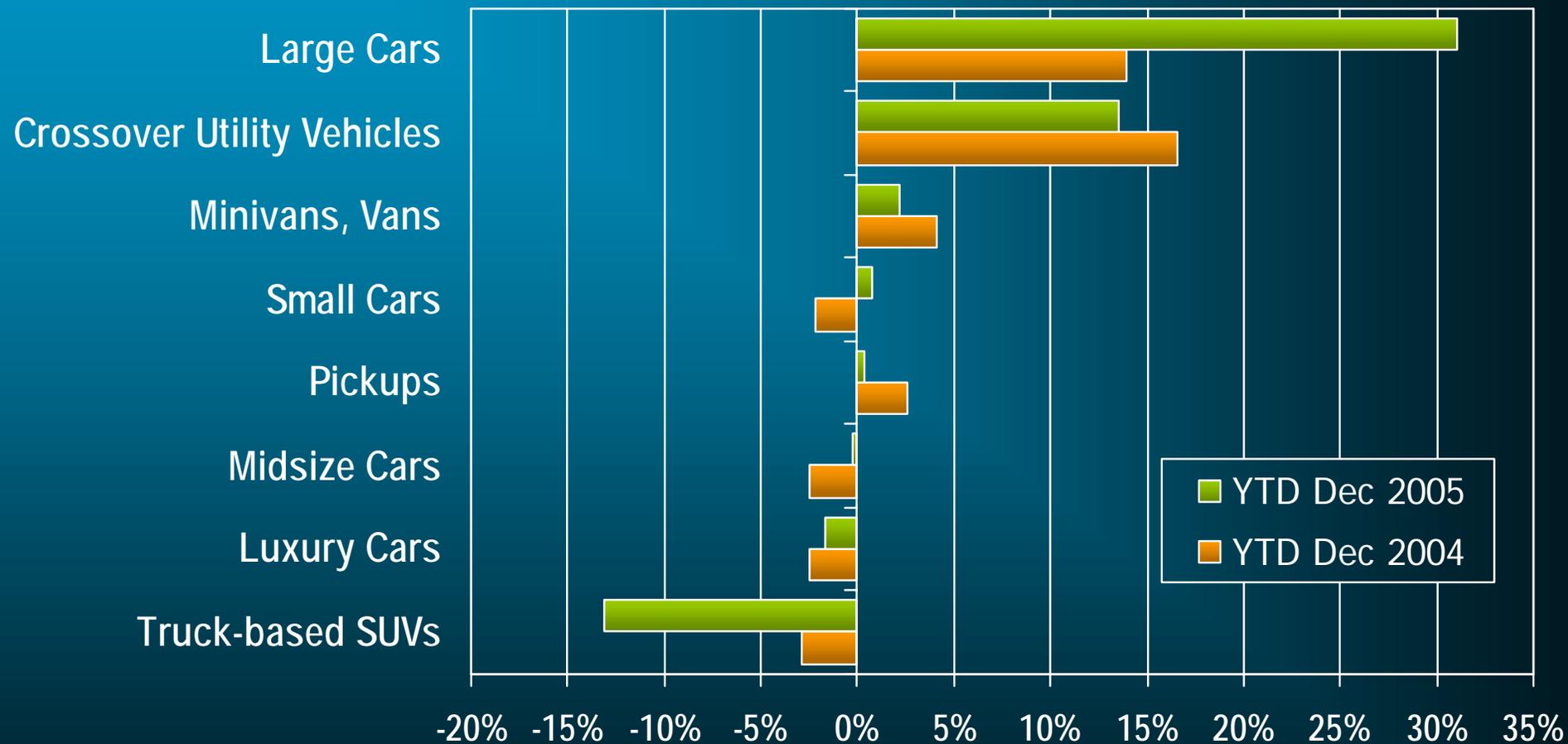
# Light Vehicle Sales: 16.8 Million Units Expected in 2006

## Trucks: Record 55% of Sales Last Year



# Large Cars and CUVs Lead Sales Growth in 2005

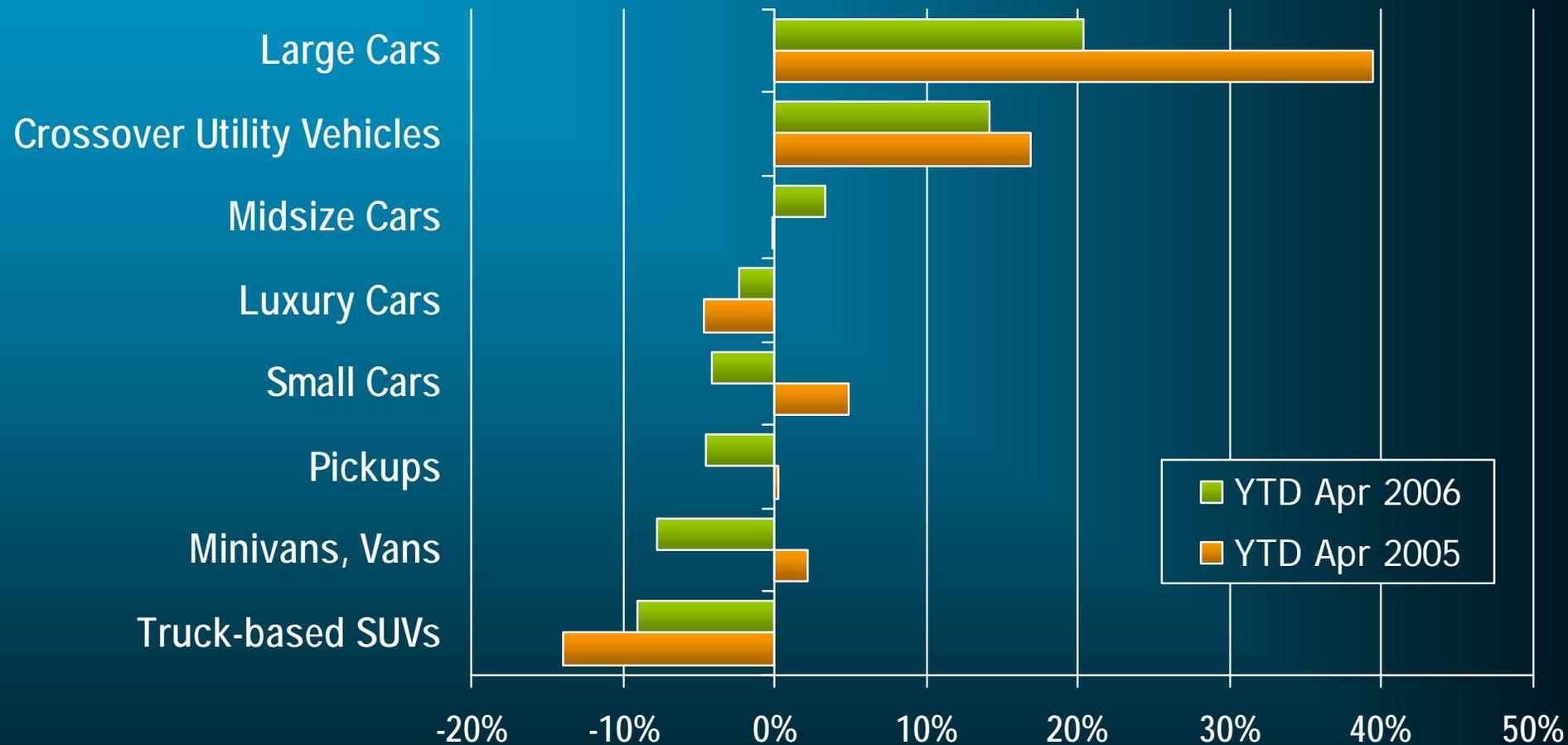
## 2004 and 2005



Source: Ward's Automotive

# Large Cars and CUVs Lead Sales Growth in 2006

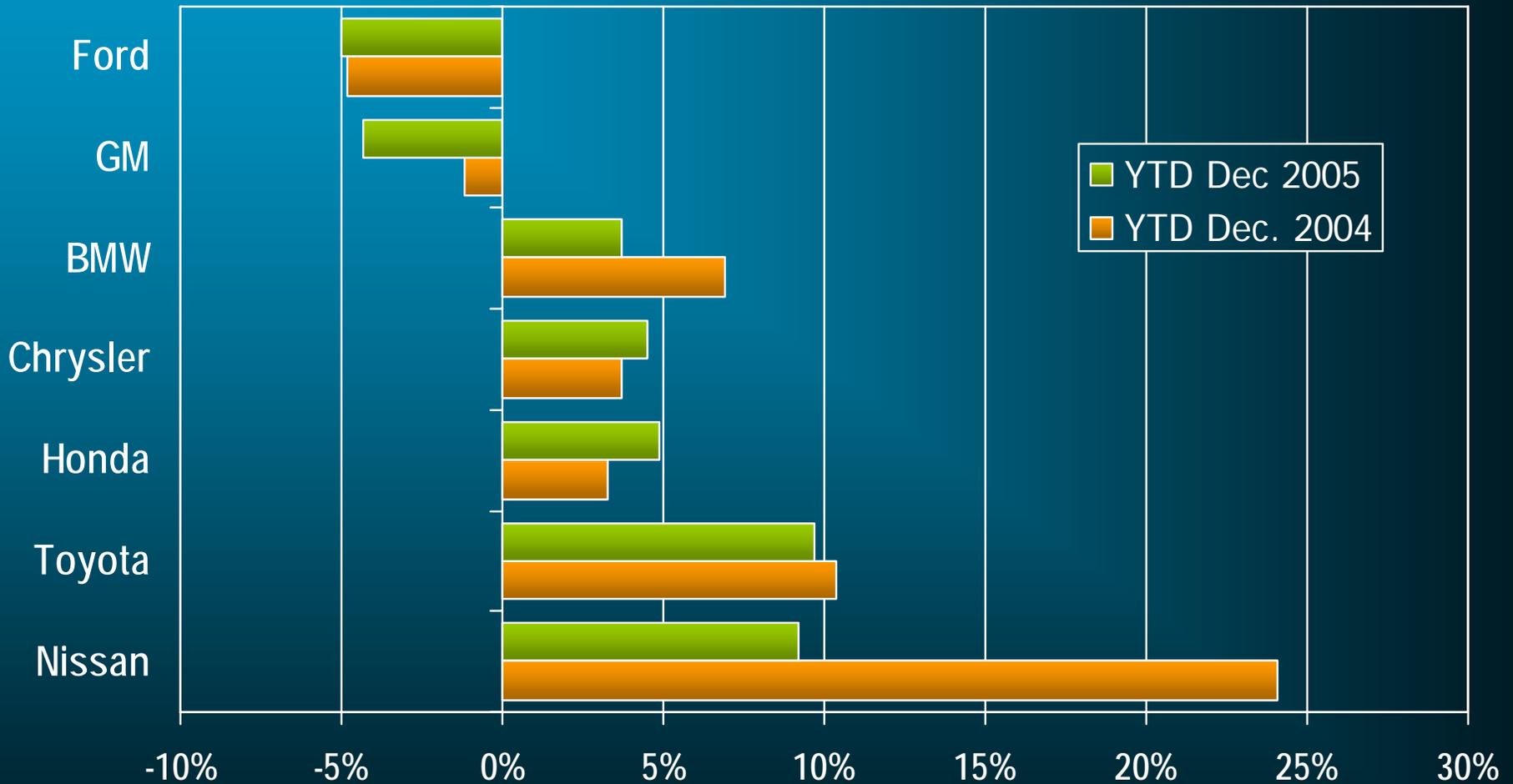
YTD Apr 2006 & Apr 2005



Source: Ward's Automotive

# Percentage Change in U.S. Sales

New Light-Vehicle Sales by Manufacturer, 2004 and 2005

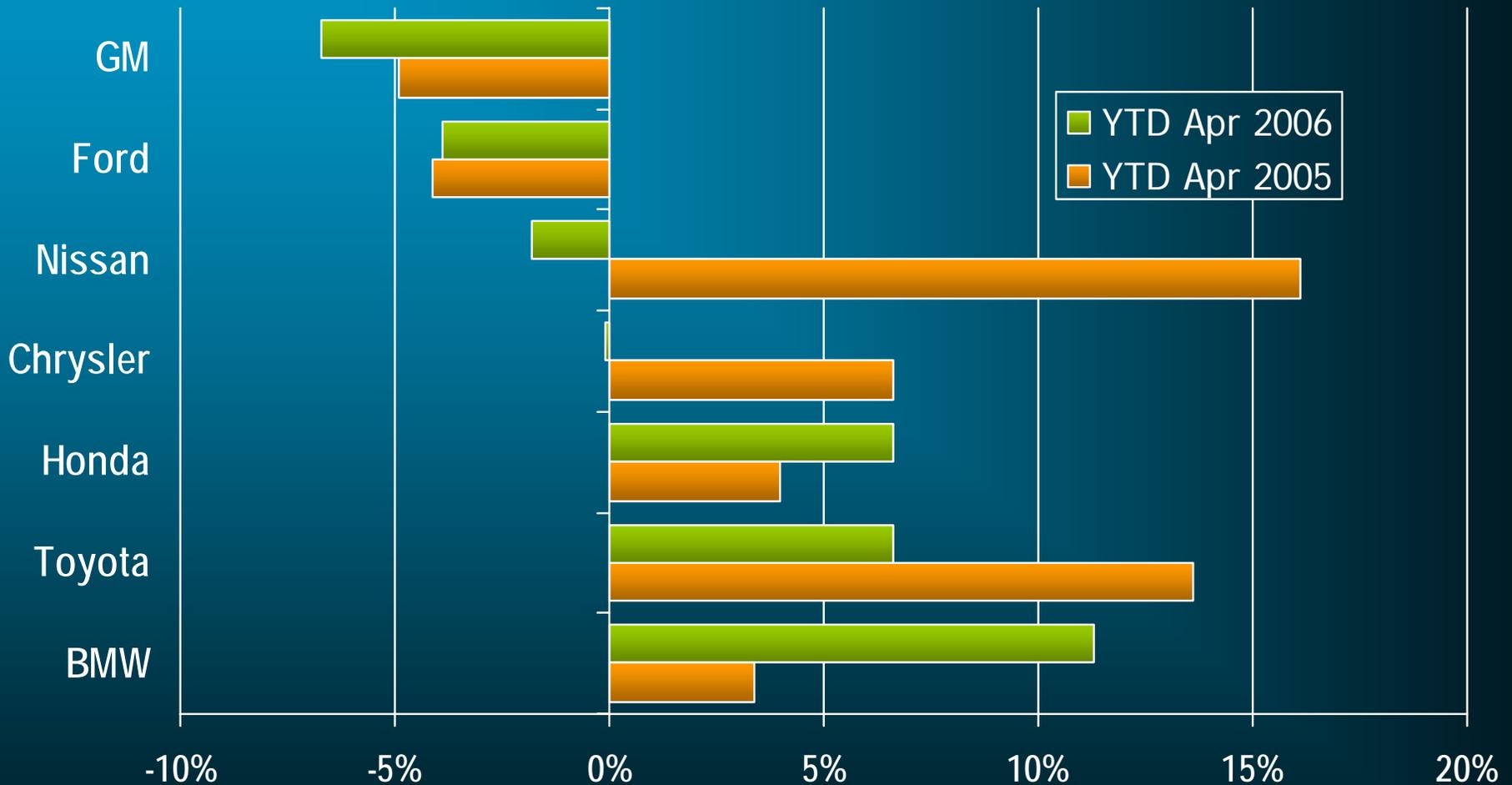


Source: Ward's Automotive

# Percentage Change in U.S. Sales

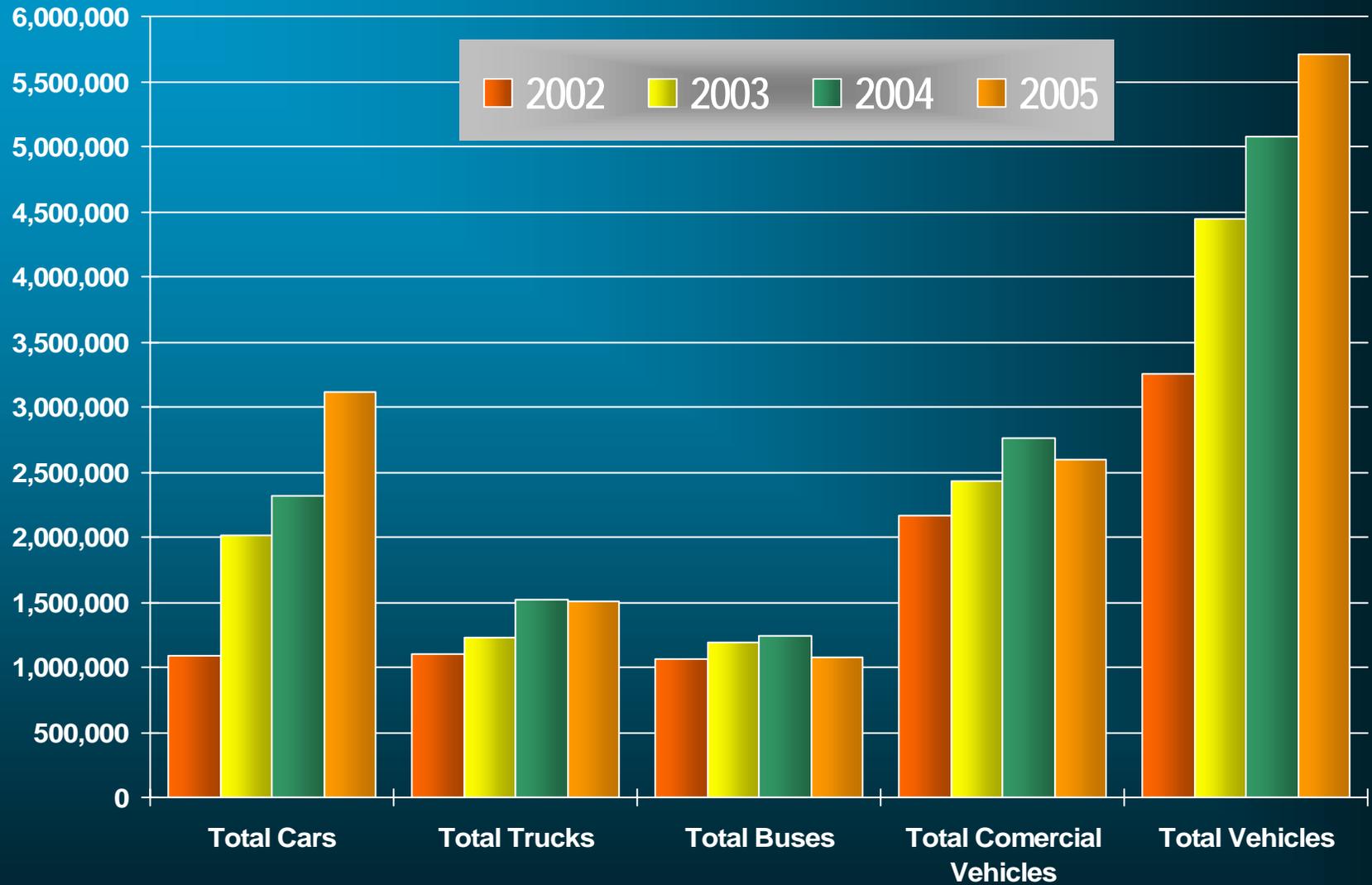
New Light-Vehicle Sales by Manufacturer

YTD Apr 2005 & YTD Apr 2006

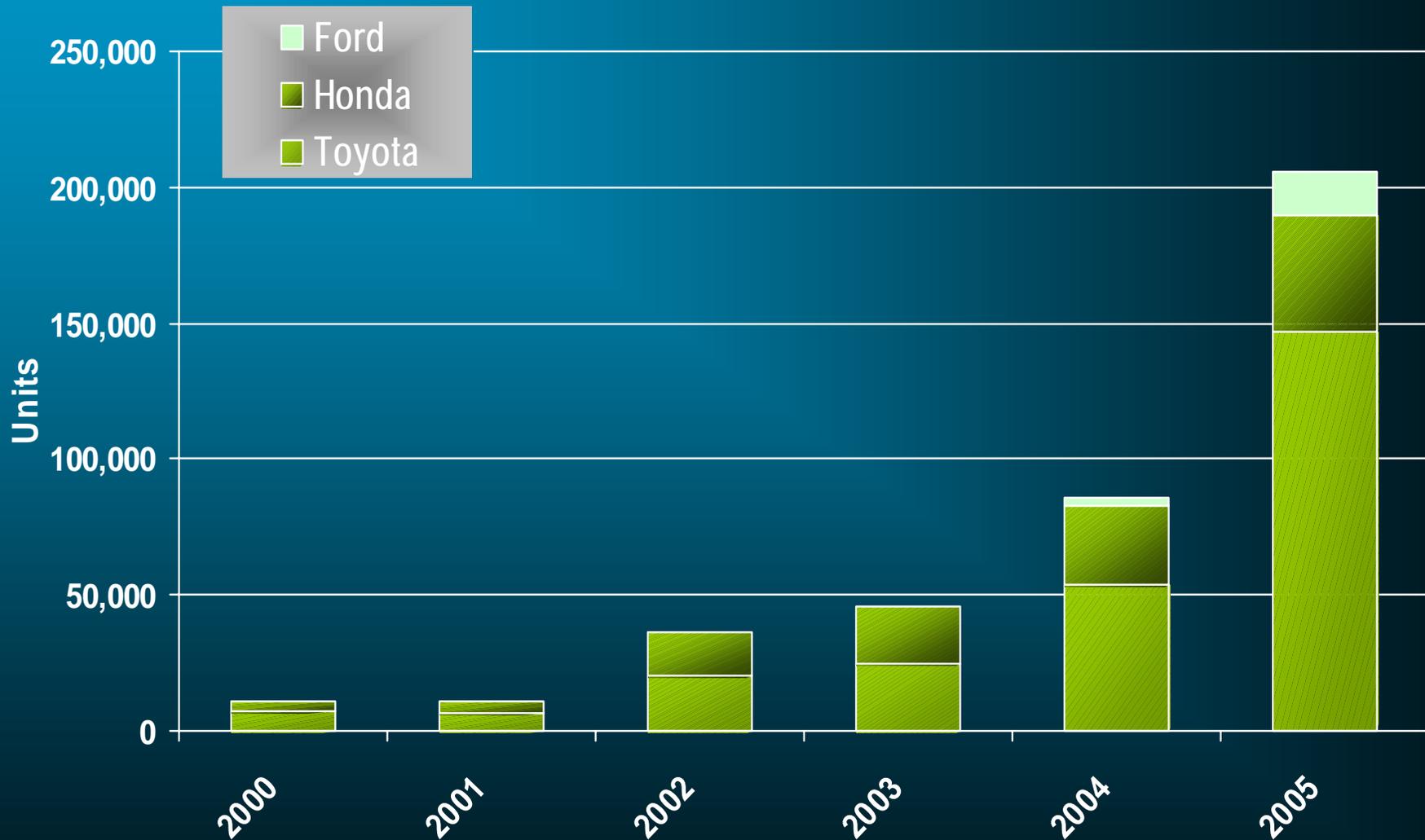


Source: Ward's Automotive

# China Vehicle Production



# Hybrid Vehicle Sales: 205,828 Units Sold in 2005

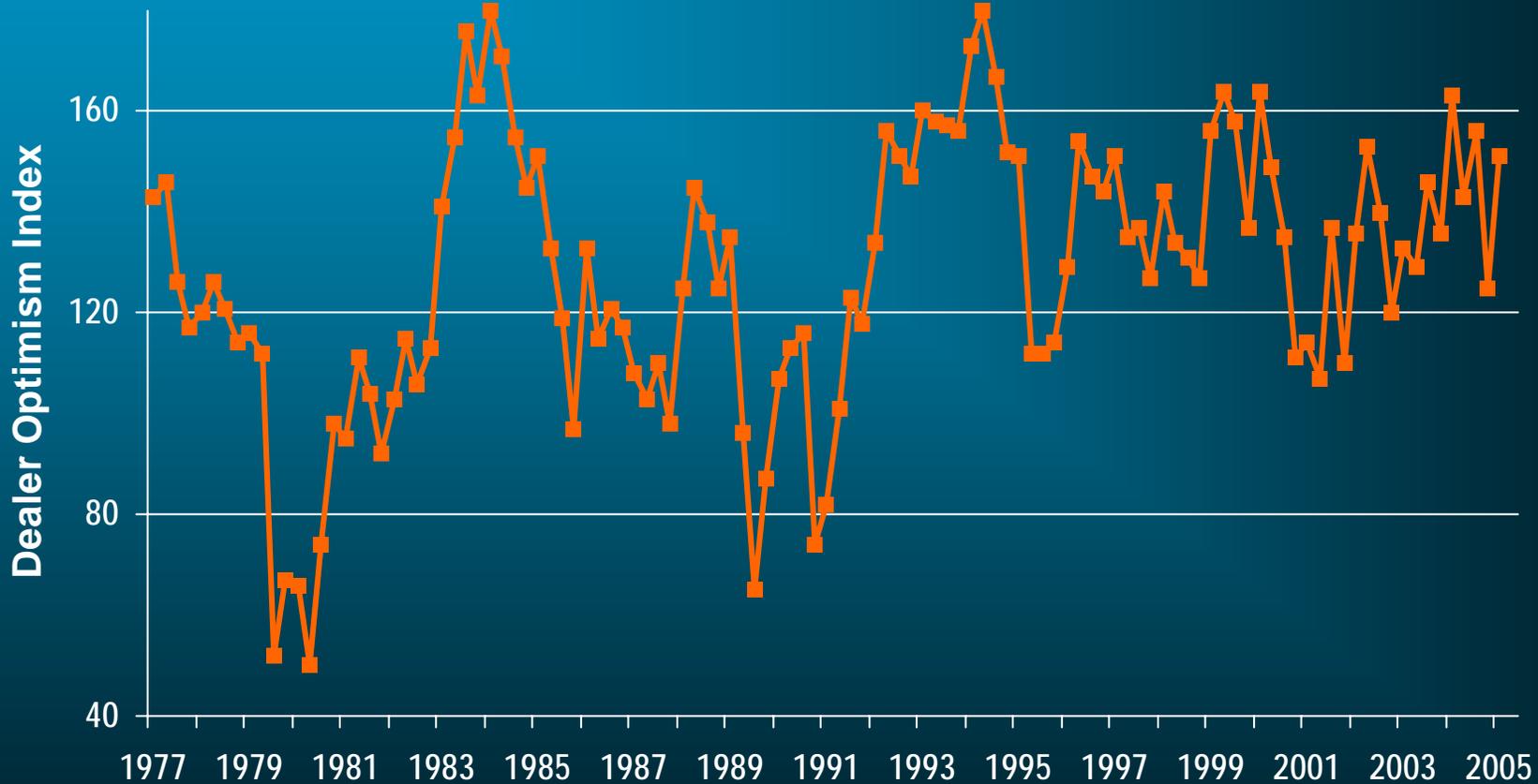


# The Conference Board's Consumer Confidence Index



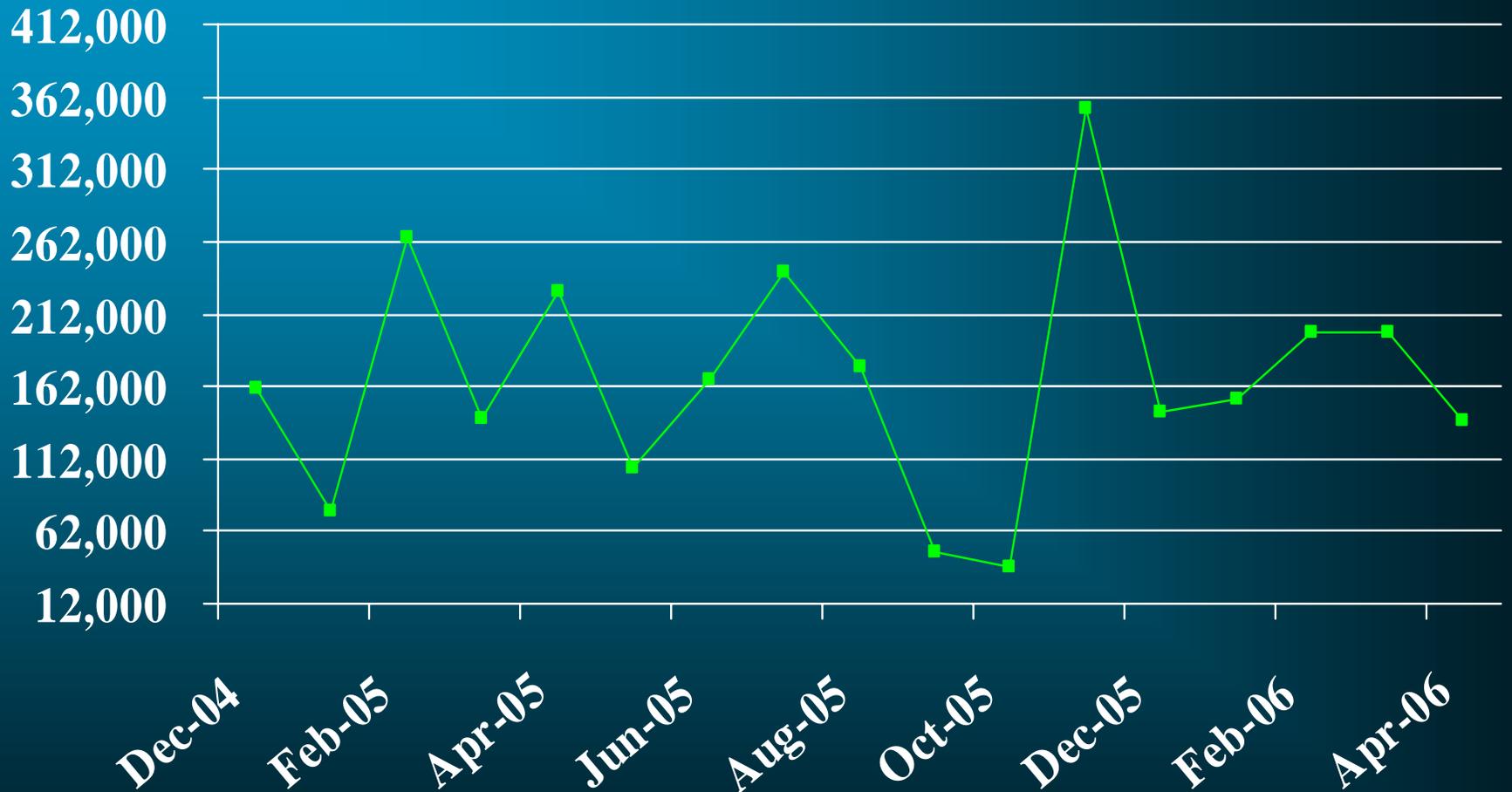
Source: Conference Board

# NADA Dealer Optimism Index Remains at Relatively Strong Levels

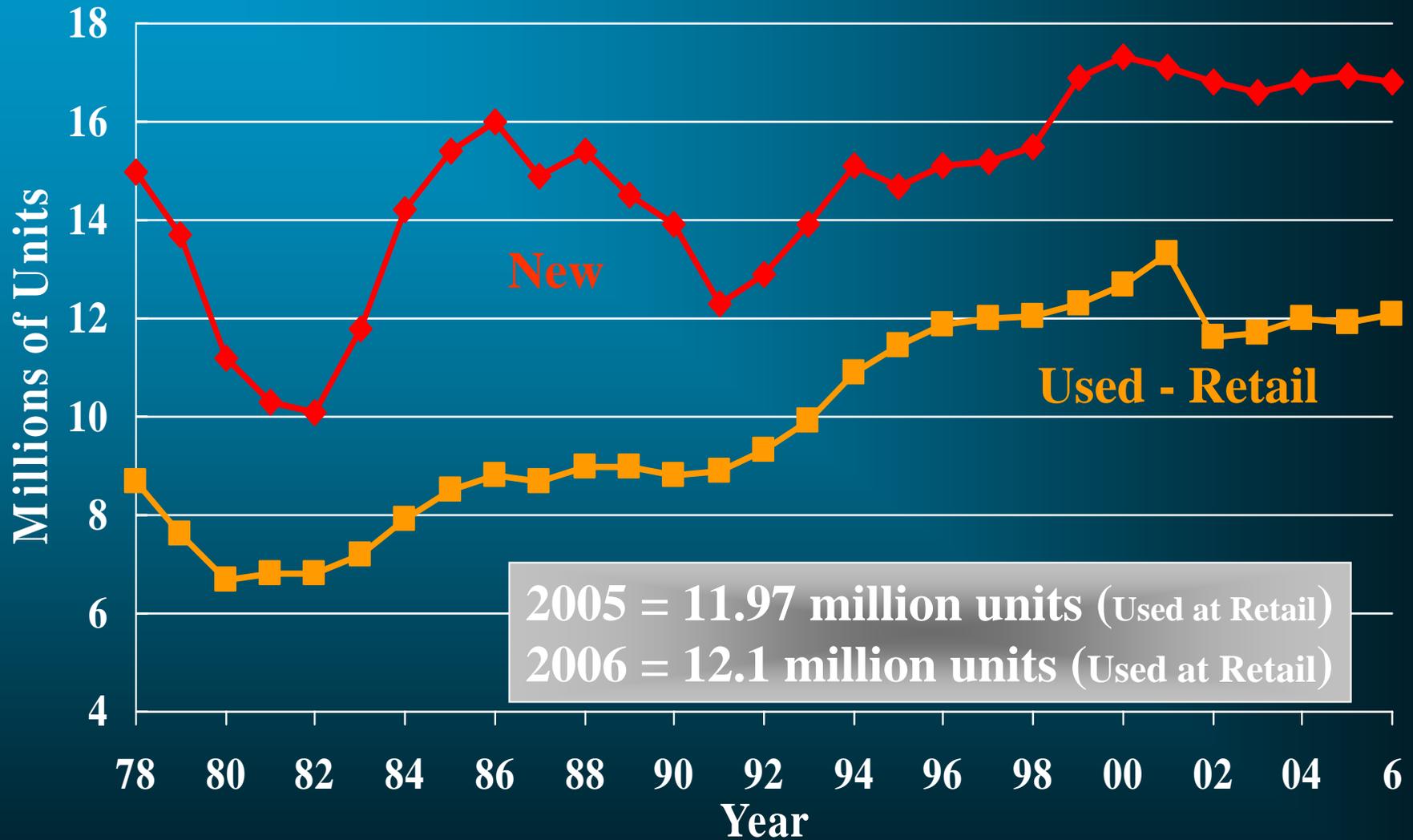


Source: NADA Industry Analysis

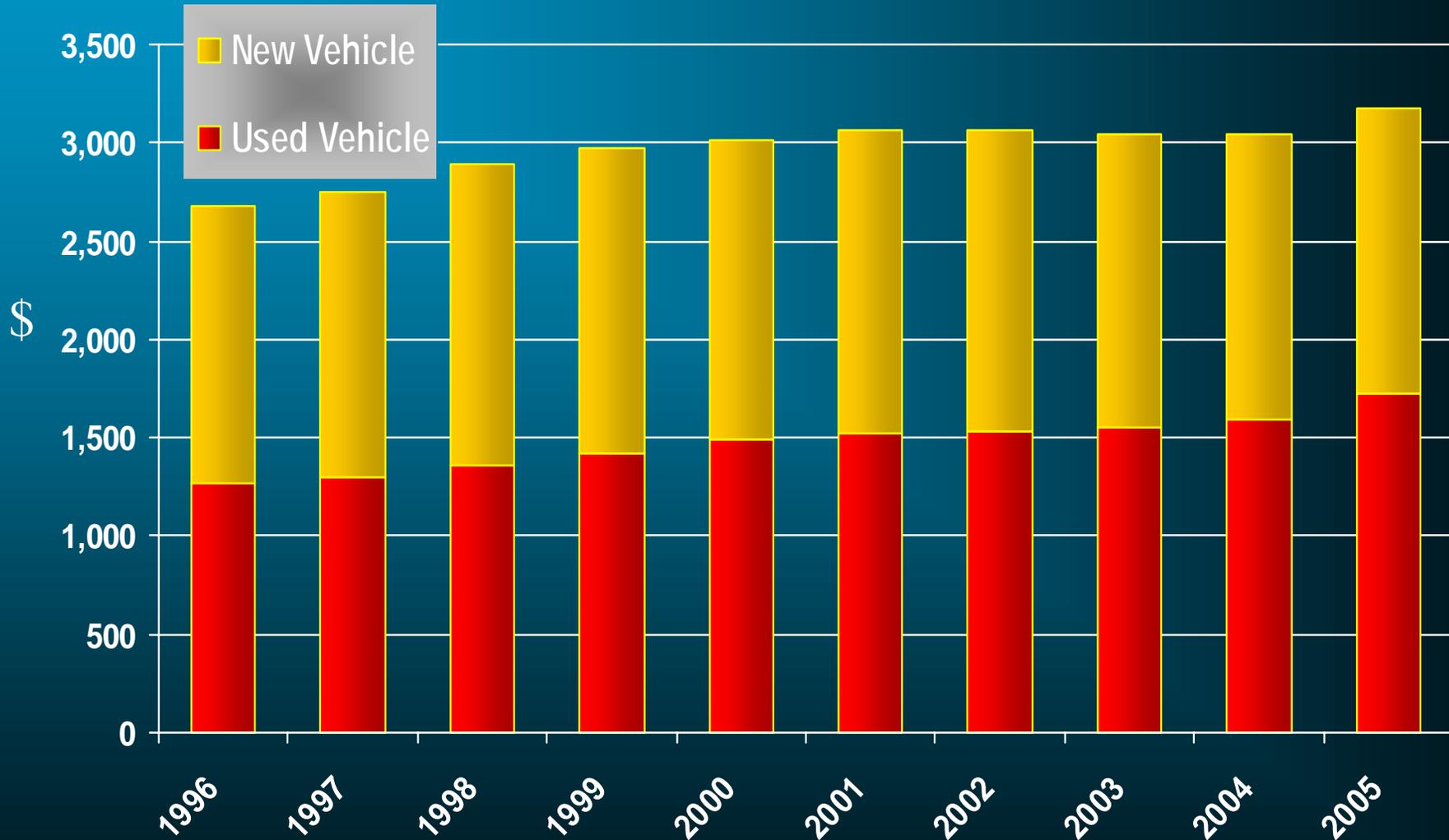
# Total Non-Farm Employment: Monthly Net Change



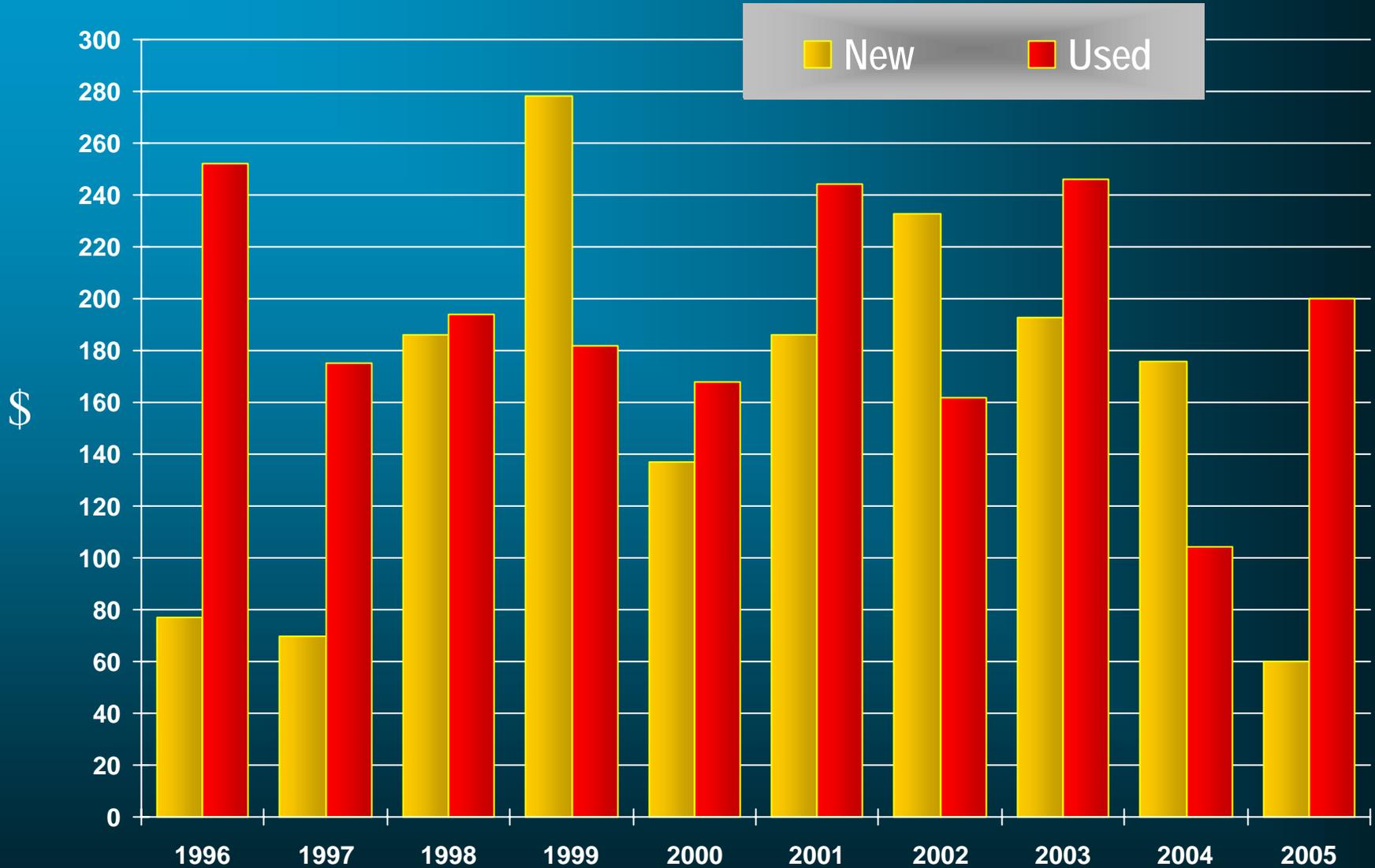
# U.S. Retail New & Used Unit Sales



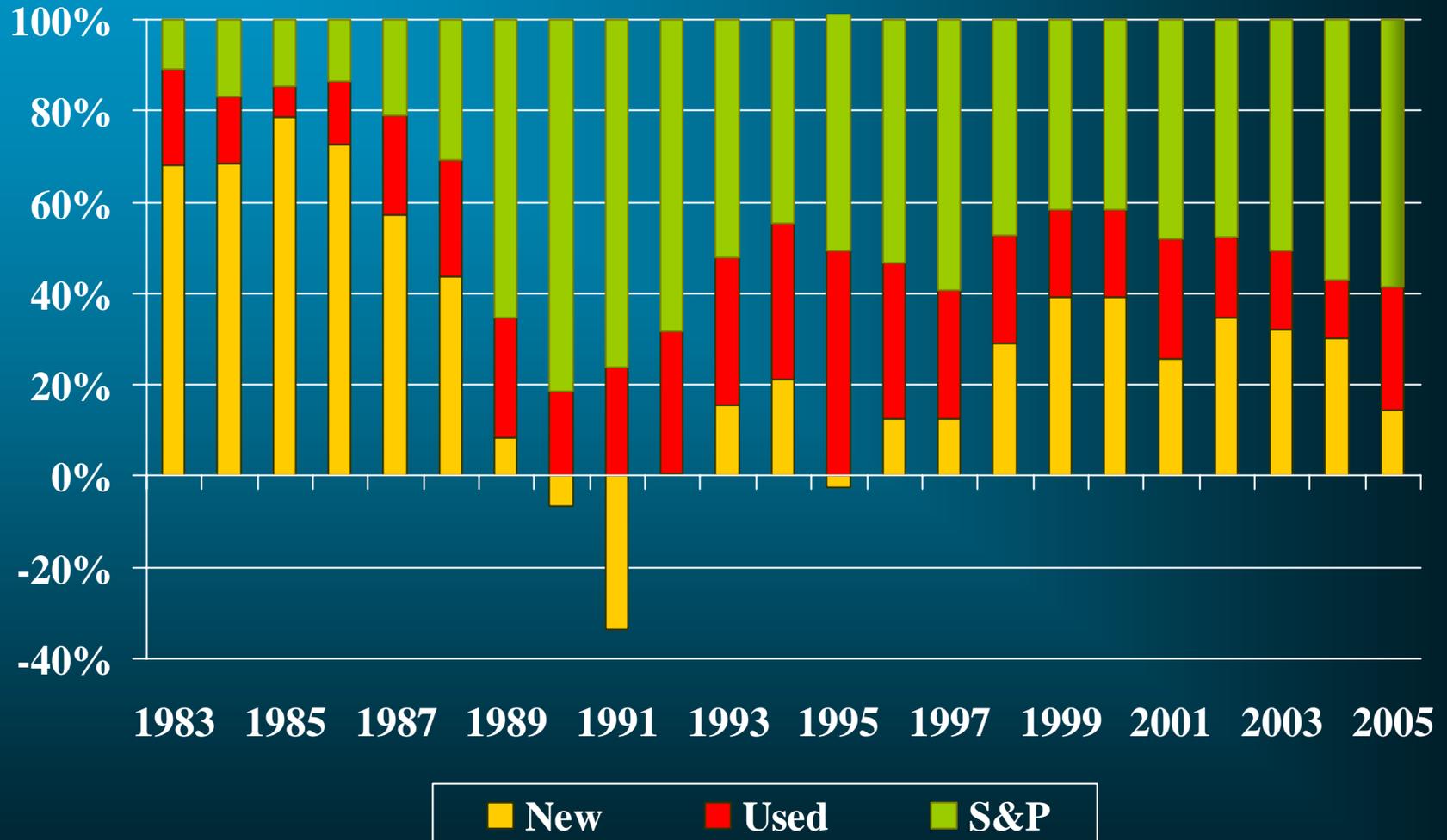
# Steady Growth in Used Vehicle Gross Profit



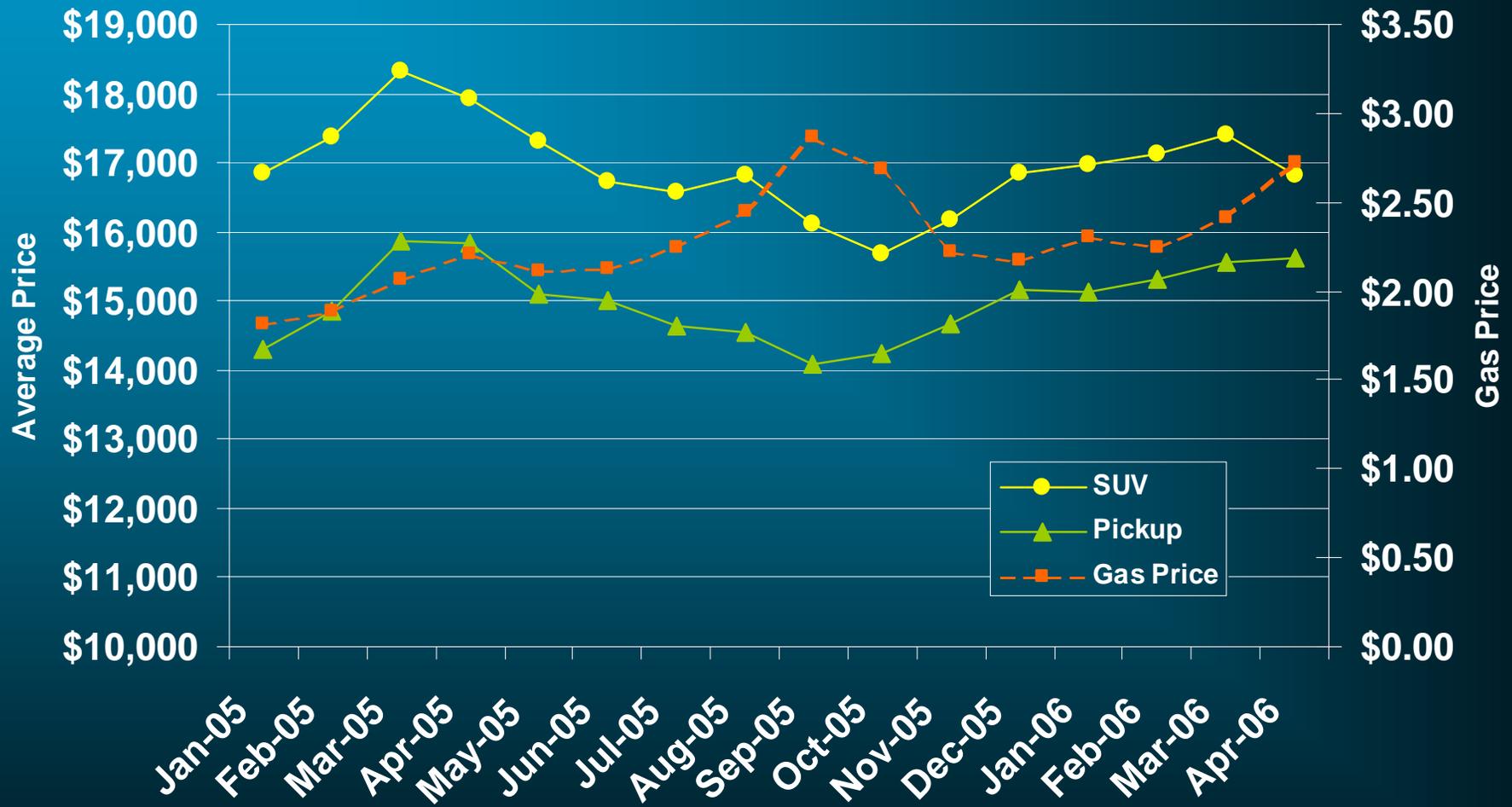
# Net Profit per New and Used Vehicle Sold



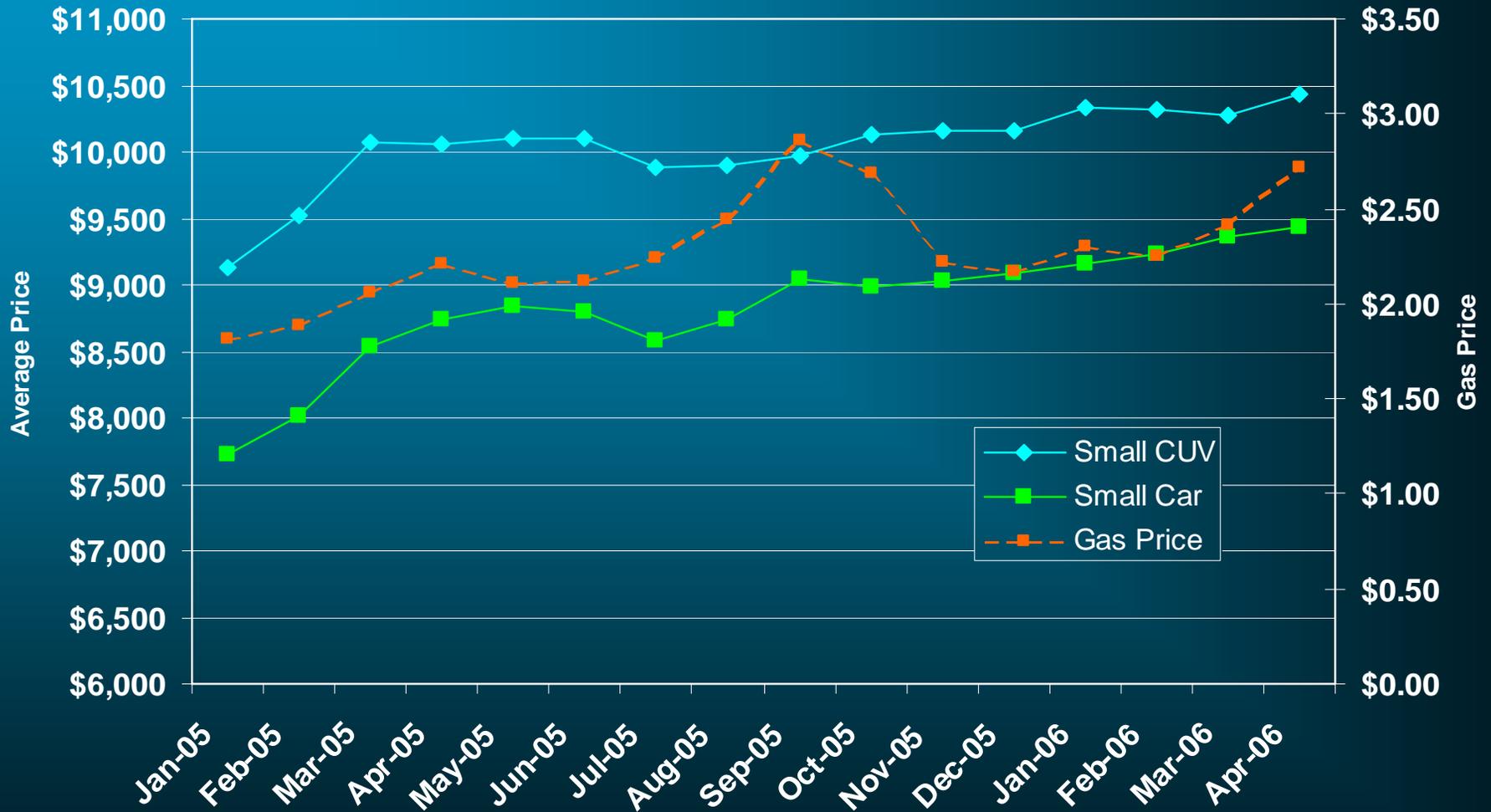
# Department Contribution to Operating Profit



# AuctionNet Wholesale Used SUV Prices and Gas Prices Ward's SUV and Pickup Segments

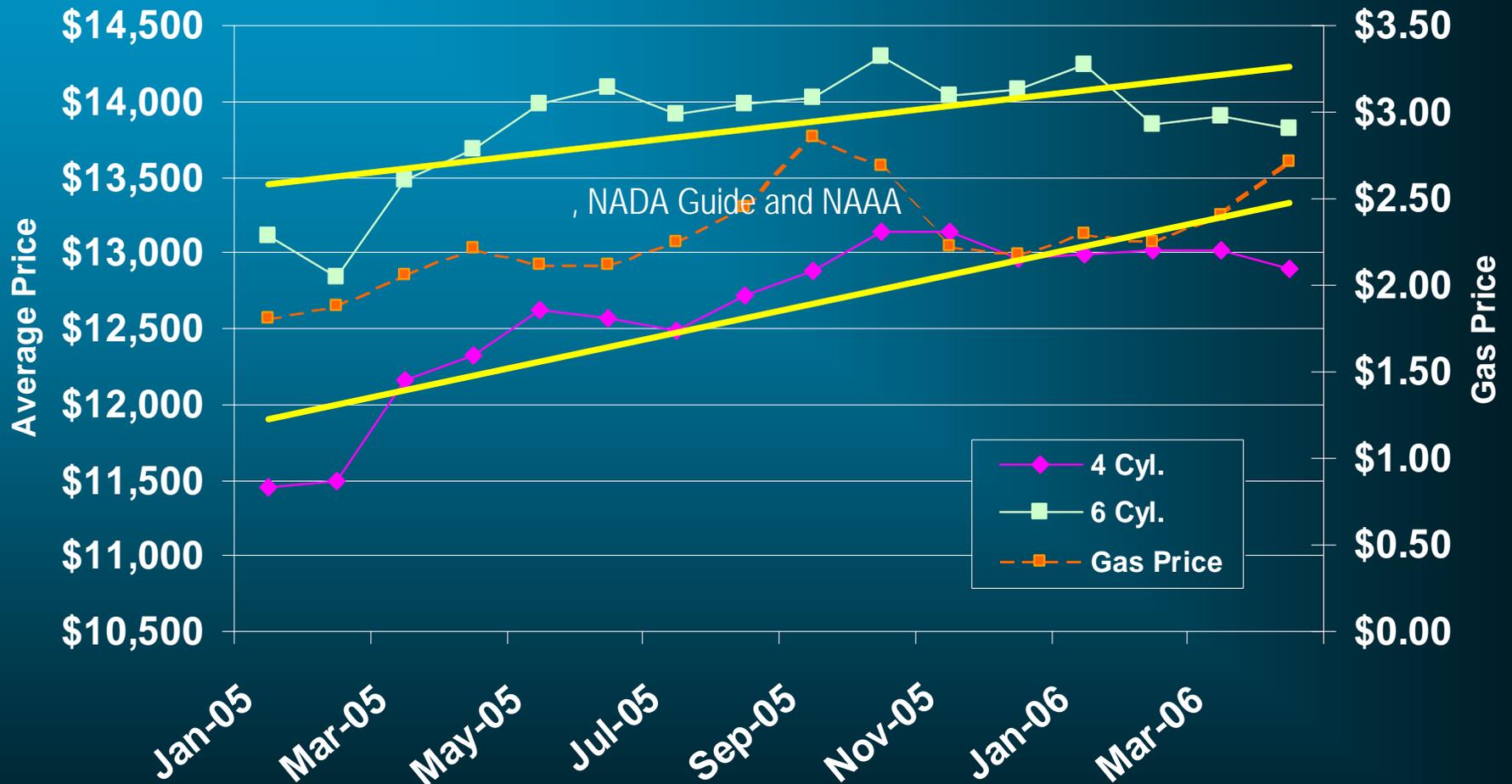


# AuctionNet Wholesale Used Car/CUV Prices and Gas Prices, Ward's Small Car and Small CUV Segments



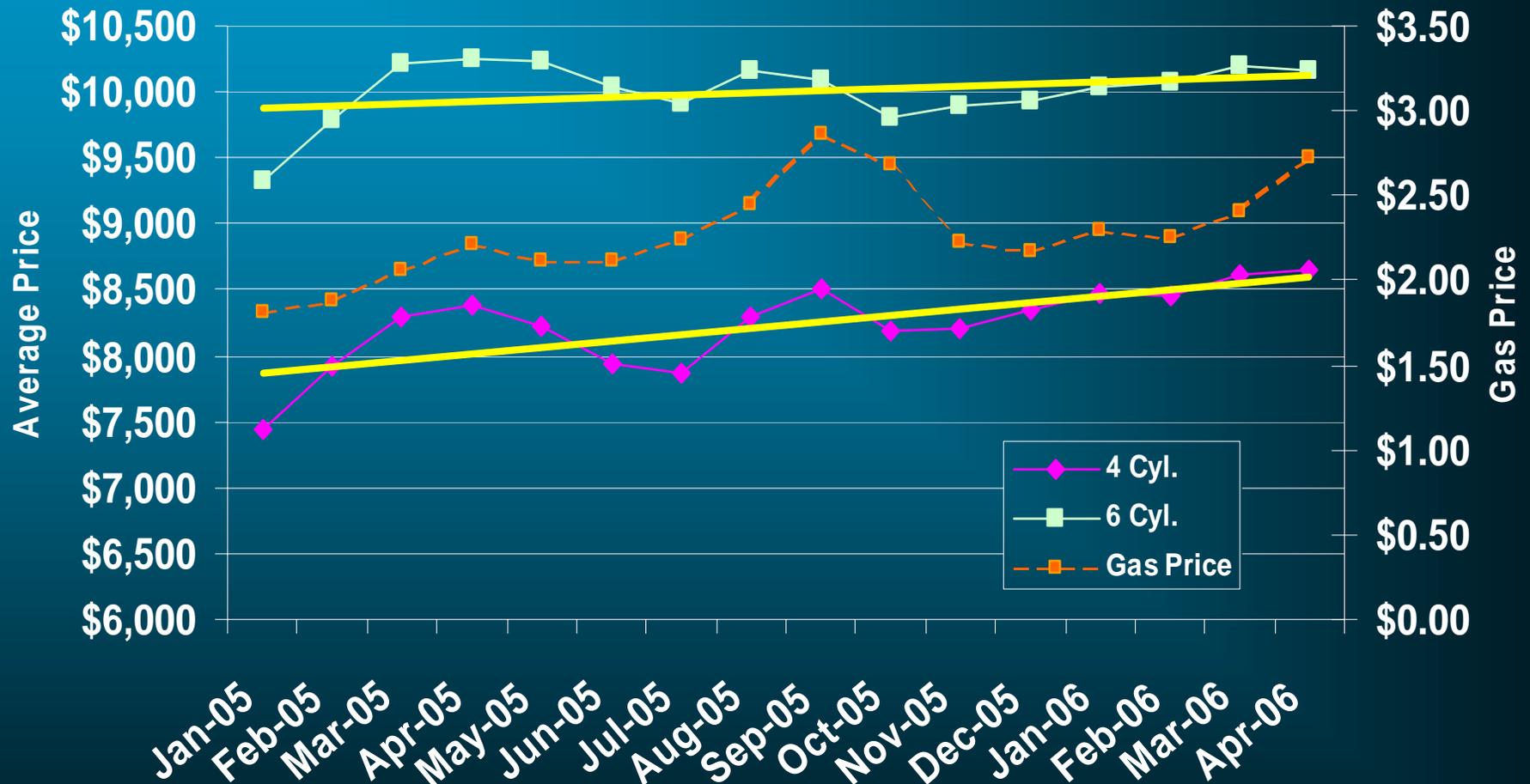
# AuctionNet Wholesale and Gas Prices

## IMPORT Middle Car 4 Cyl. and 6 Cyl.

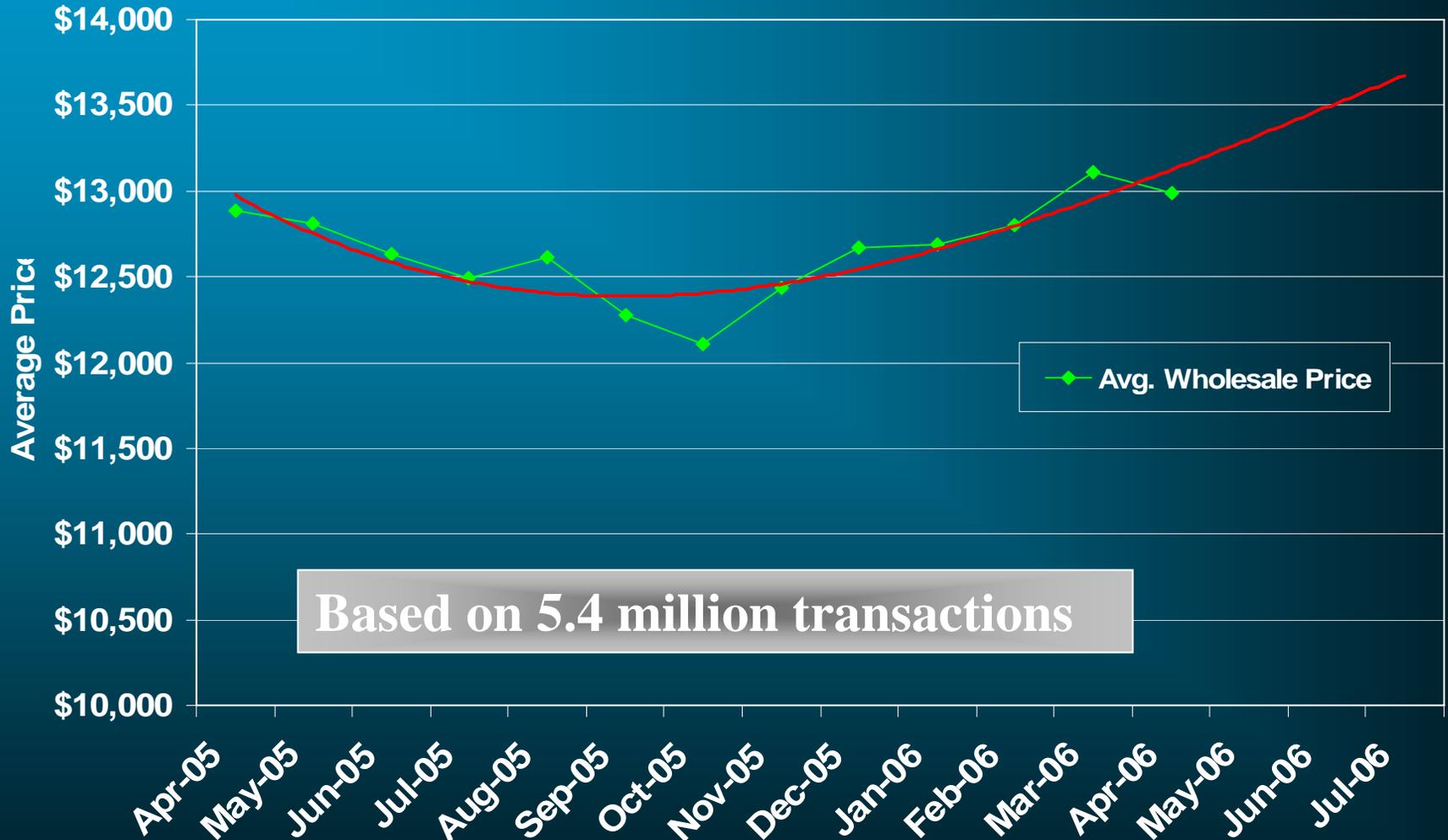


# AuctionNet Wholesale and Gas Prices

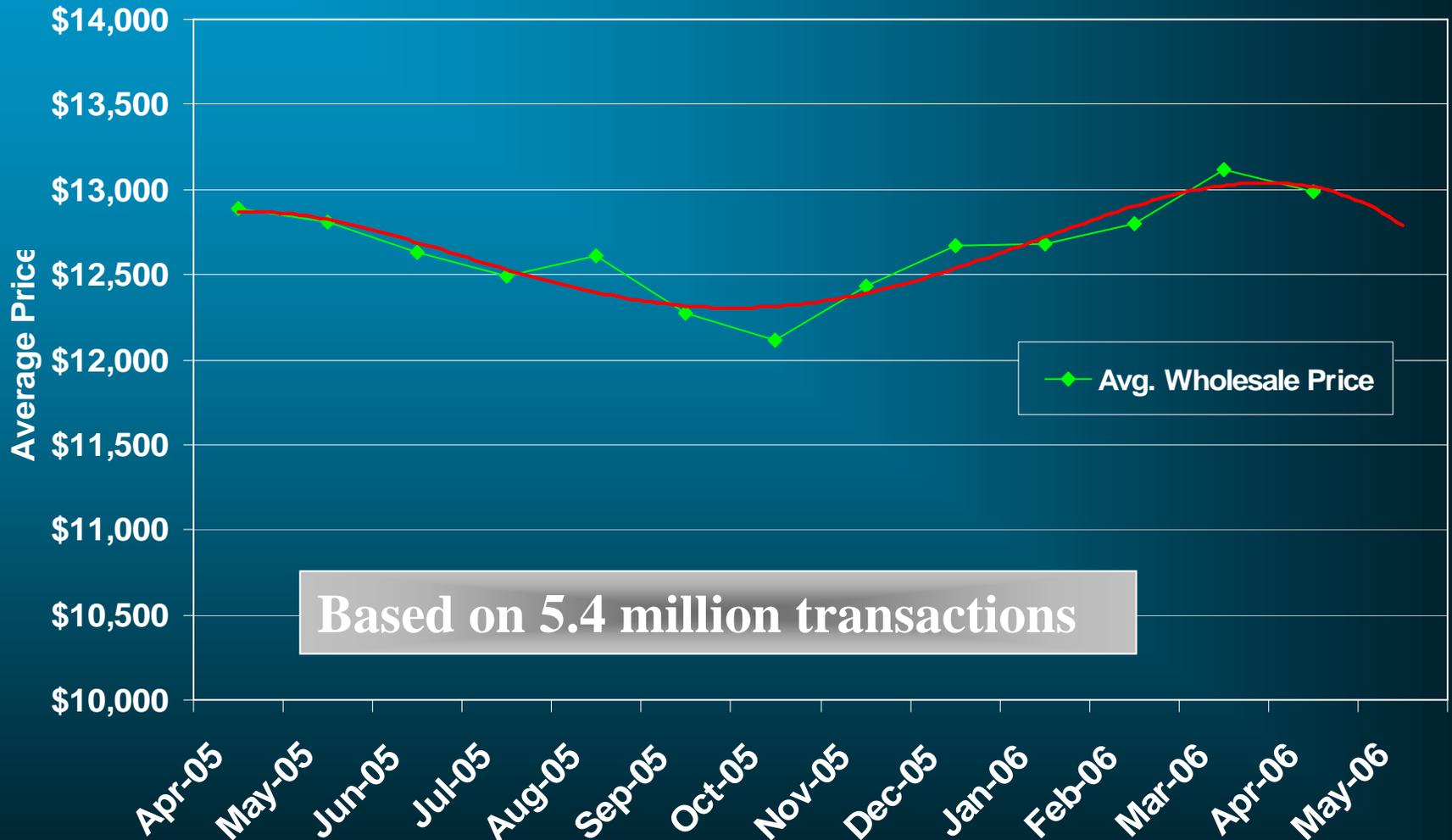
## DOMESTIC Middle Car 4 Cyl. and 6 Cyl.



# AuctionNet Average Wholesale Used Vehicle Price



# AuctionNet Average Wholesale Used Vehicle Price



Based on 5.4 million transactions