

**USED TRUCK INDUSTRY MANAGEMENT STATISTICS\***  
**UNITED STATES**  
**June 2010**

**CURRENT MONTH STATISTICS**

<u>MARKET/VARIABLE</u>	<u>CLASSES</u> 3-5 <u>TOTAL</u>	<u>CLASSES</u> 6-7 <u>TOTAL</u>	<u>CLASS</u> 8 <u>TOTAL</u>	<u>CLASSES</u> 3-8 <u>TOTAL</u>
<b><u>Auction</u></b>				
. Sales (Units)	40	166	497	703
. Sales (\$)	\$ 358,500	\$ 2,060,049	\$ 8,357,049	\$ 10,775,598
. Average Sale Price (\$)**	\$ 8,963	\$ 12,410	\$ 16,815	\$ 15,328
. Average Miles	127,708	169,612	524,191	408,640
. Average Age (Months)	95	109	104	103
<b><u>Retail</u></b>				
. Sales (Units)	46	181	1,087	1,314
. Sales (\$)	\$ 866,347	\$ 3,575,503	\$ 42,653,901	\$ 47,095,751
. Average Sale Price (\$)	\$ 18,834	\$ 19,754	\$ 39,421	\$ 35,978
. Average Miles	88,890	136,072	481,338	423,418
. Average Age (Months)	70	98	79	81
<b><u>Wholesale</u></b>				
. Sales (Units)	4	27	827	858
. Sales (\$)	\$ 18,800	\$ 477,000	\$ 21,292,064	\$ 21,787,864
. Average Sale Price (\$)	\$ 4,700	\$ 18,346	\$ 25,777	\$ 25,453
. Average Miles	314,781	141,802	521,026	507,995
. Average Age (Months)	94	84	72	72
<b><u>Total Reported</u></b>				
. Sales (Units)	90	374	2,411	2,875
. Sales (\$)	\$ 1,243,647	\$ 6,112,552	\$ 72,303,014	\$ 79,659,213
. Average Sale Price (\$)	\$ 13,818	\$ 16,388	\$ 30,064	\$ 27,775
. Average Miles	117,000	151,998	503,435	446,155
. Average Age (Months)	82	99	82	84
<b><u>Industry Estimate***</u></b>				
. Sales (Units)	16,400	8,600	18,200	43,200
. Per Day Sales (Units)	745	391	827	1,964
. Inventory (Units)	107,000	50,000	64,000	221,000
. Inventory Turnover	1.84	2.06	3.41	2.35
. Inventory On Hand (Days)	198	177	107	156

\*Actual data not seasonally adjusted.

\*\* May not calculate due to volume differences

\*\*\* Estimate based upon extrapolation of reported data and application of various CV market heuristics.

NOTE: Data supplied for your internal use only. External distribution is not permitted without prior approval. Electronic or other re-release of Classes 3-8 used vehicle statistics is not authorized except in written summaries (no data tables) supporting the business of the subscribing SOI company ACT Research Co., LLC must be credited as the data source.