

OPENLANE MARKET INDEX

September 2011

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 1: US Market Index – Overall US auction prices in August increased by 2 percentage points from the prior month, and ended 4 percentage points above August 2010.

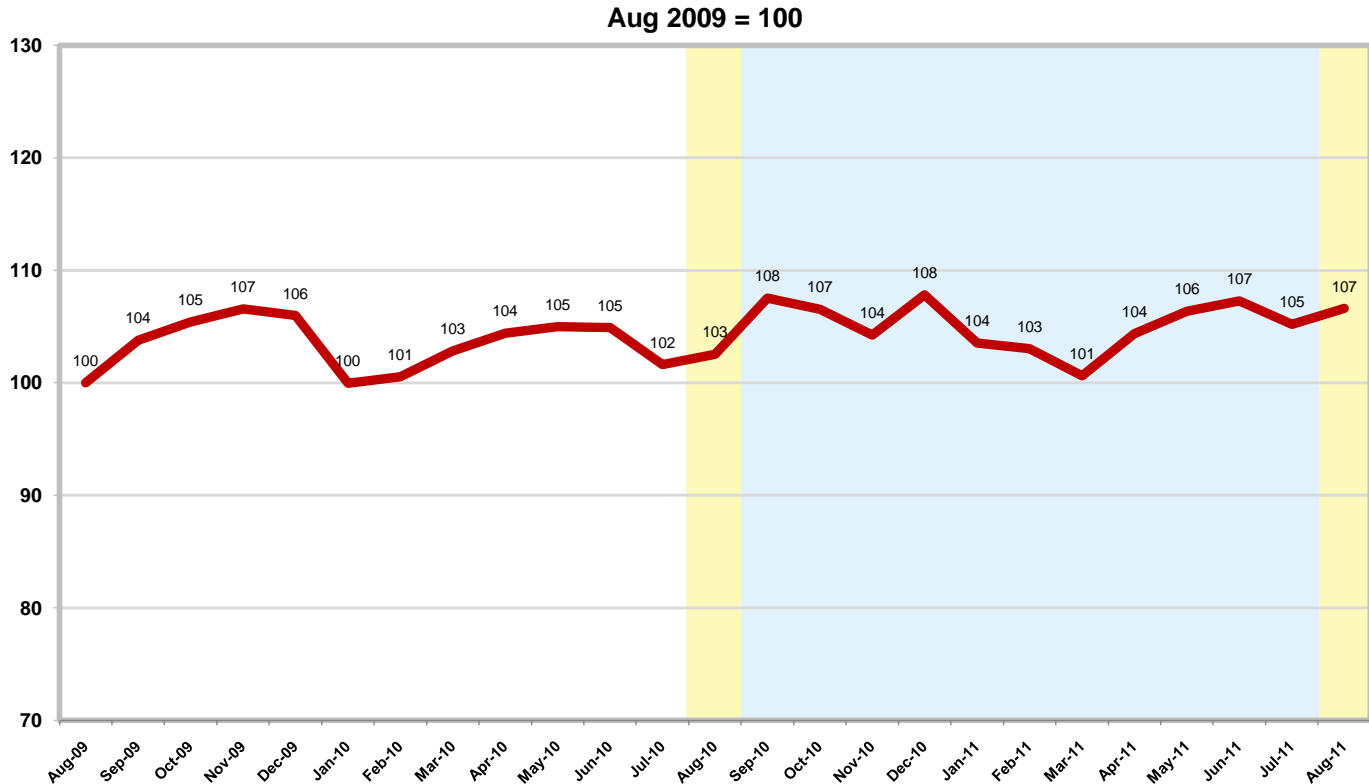
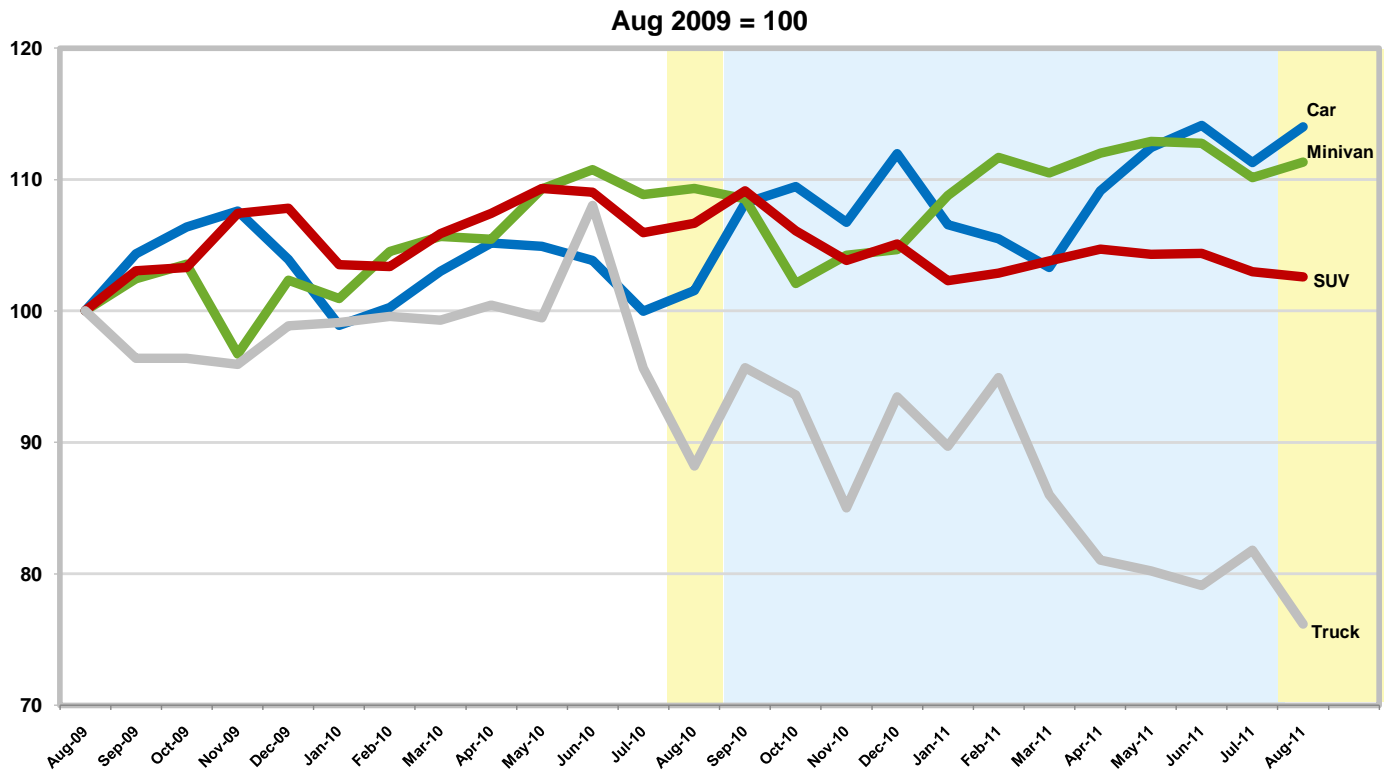
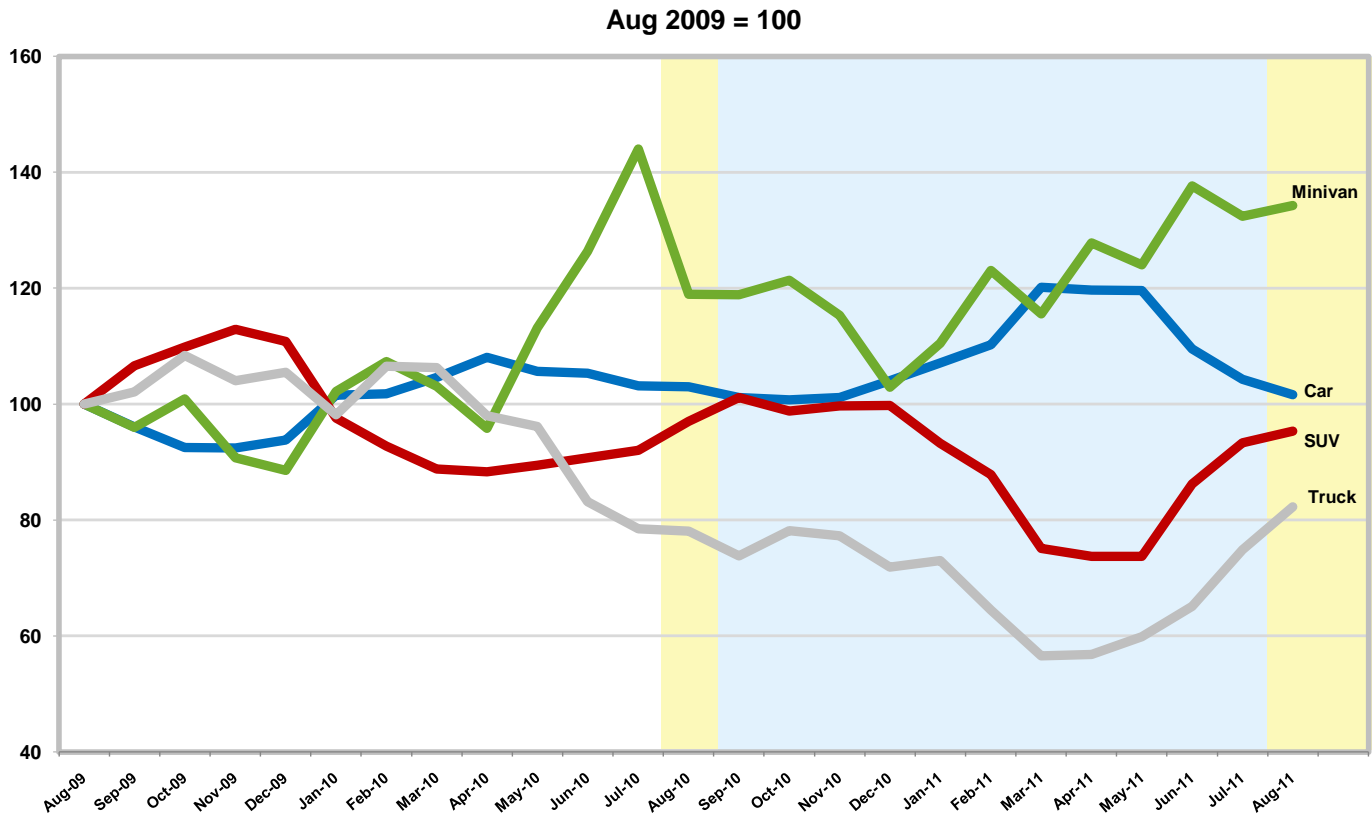


Chart 2: US Price Trend by Body Style – Car and Minivan prices increased in August versus the prior month, while Truck prices decreased. SUV prices remained even with July.



- Car prices increased in August, ending 3 percentage points above July 2011.
- Minivan prices rose 1 percentage point from July levels.
- SUV prices were flat in August.
- Truck prices dropped 6 percentage points from the prior month.

Chart 3: US Dealer Interest by Body Style – The interest level for Minivans, SUVs and Trucks rose during August while interest in Cars decreased.



- Dealer interest in Cars dropped 2 percentage points in August and ended 1 percentage point below August 2010.
- Dealer interest in Minivans increased 2 percentage points versus the prior month, and finished 15 percentage points above year-ago levels.
- SUVs interest increased 2 percentage points last month, but ended 2 percentage points below August 2010 levels.
- Dealer interest in Trucks rose sharply versus July, and ended 4 percentage points greater than August 2010.

CANADIAN MARKET INDEX

Chart 4: Canadian Market Index – During August, overall Canadian auction prices increased by 2 percentage points and ended 10 percentage points above August 2010 levels.

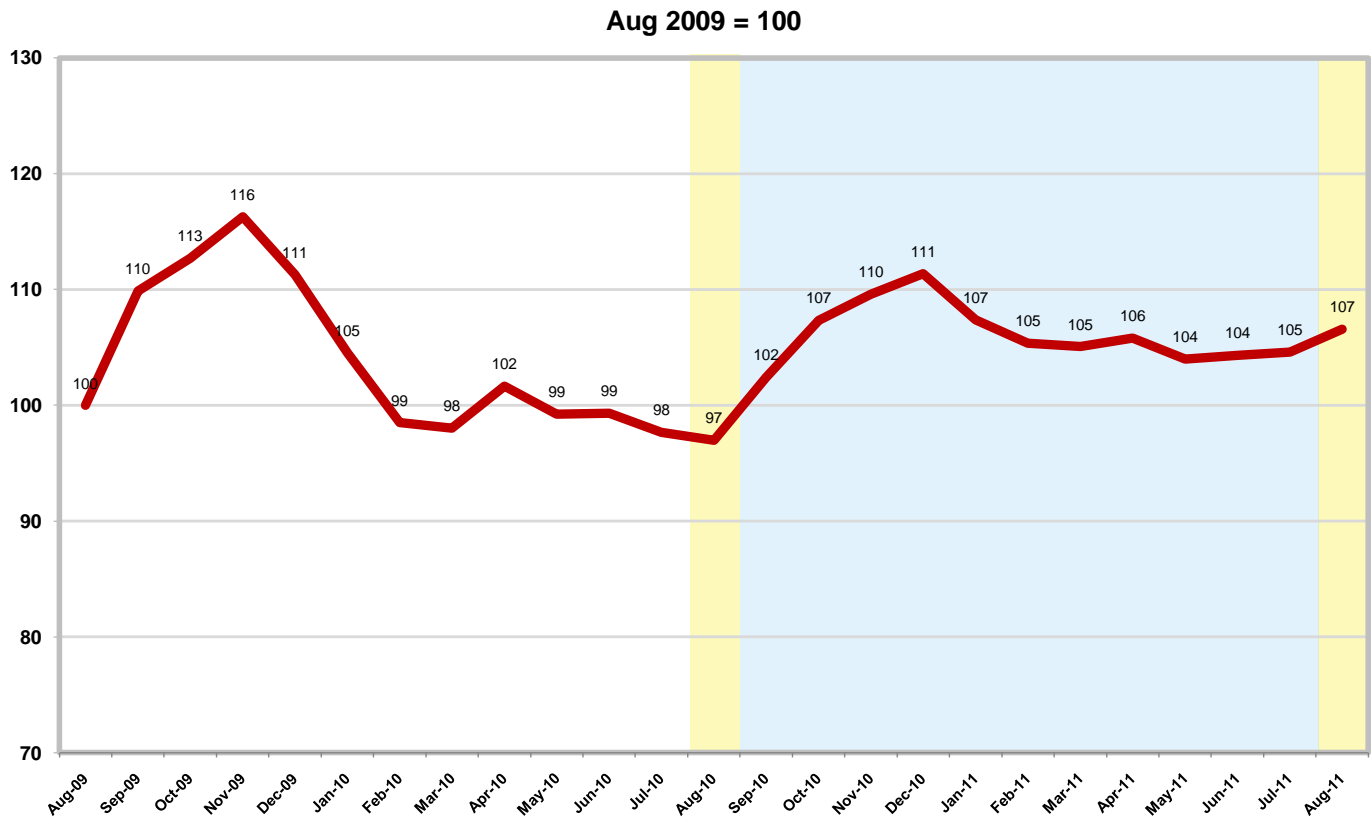
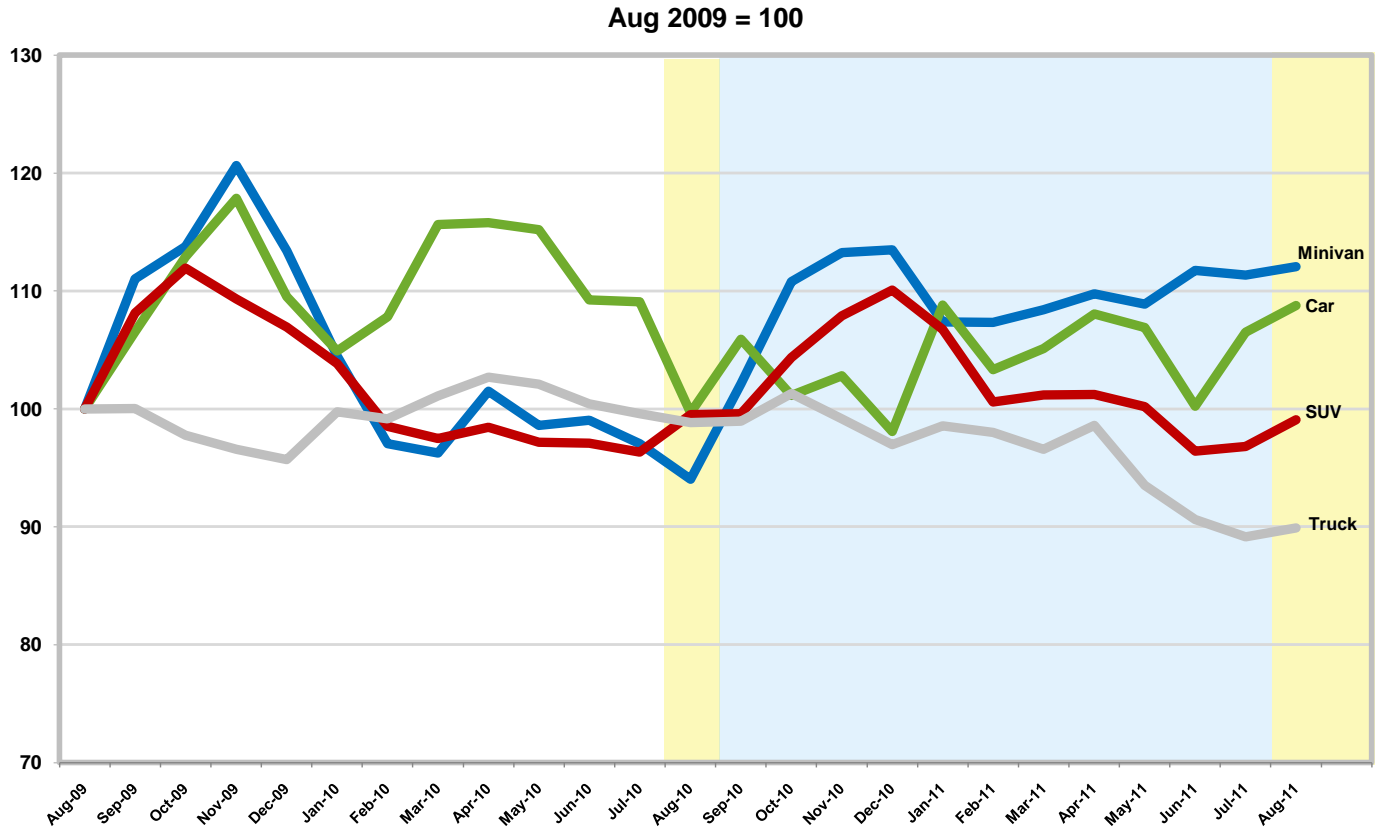
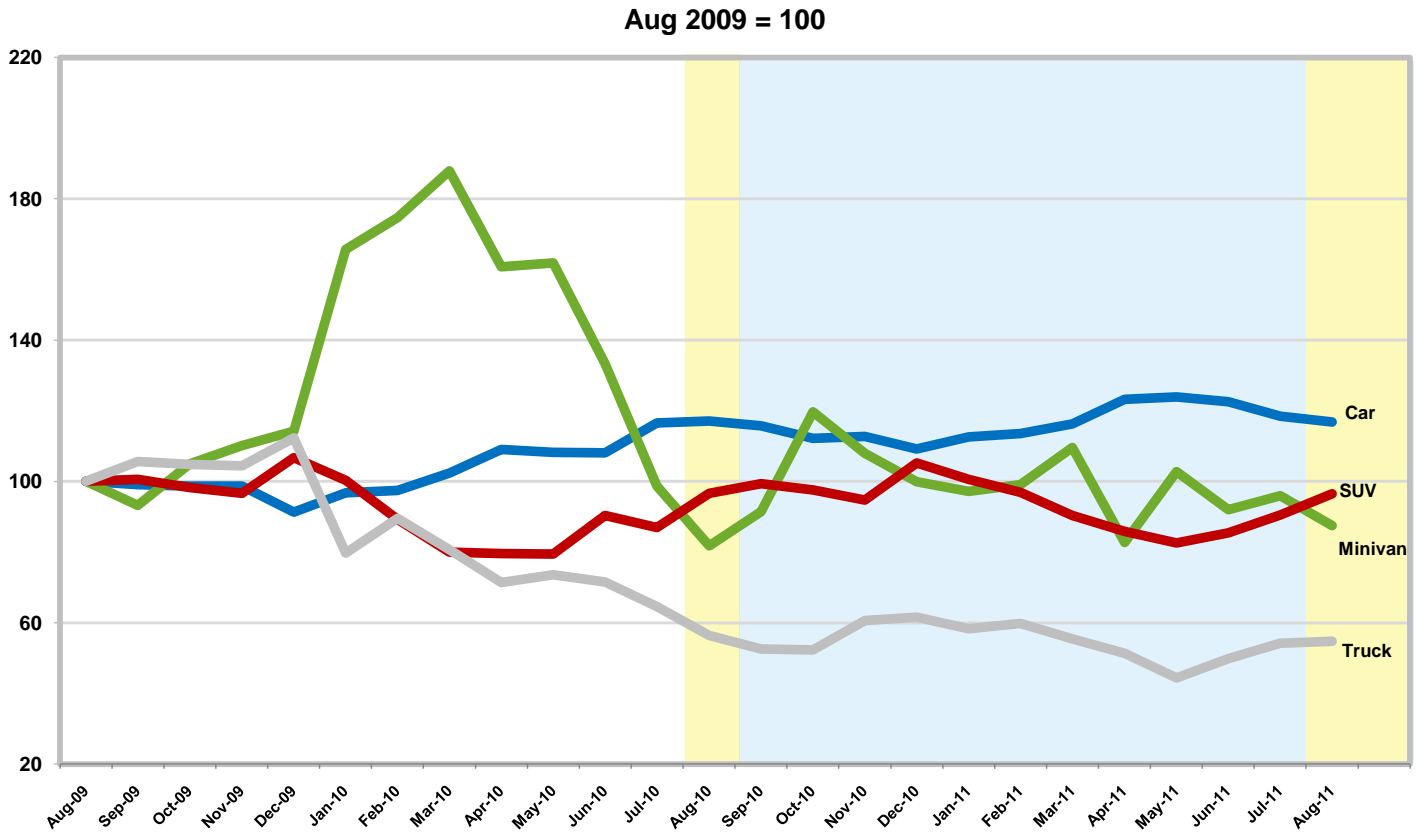


Chart 5: Canadian Price Trend by Body Style – Prices for all vehicle segments increased in August from the prior month.



- Car prices in August increased 1 percentage point from July levels.
- Minivan prices rose 3 percentage points from July.
- SUV prices ended 2 percentage points above the prior month.
- Truck prices rose 1 percentage point from July levels.

Chart 6: Canadian Dealer Interest Trend by Body Style – SUV and Truck interest increased in August while interest in Cars and Minivans declined versus the prior month.



- Interest in Cars declined 1 percentage point in August but ended even with August 2010.
- Dealer interest in Minivans dropped by 9 percentage points but ended above July 2010 levels by 5 percentage points.
- SUV interest increased by 6 percentage points last month and ended even with prior-year levels.
- Dealer interest in Trucks increased 1 percentage point in August, but ended 1 percentage point below 2010 levels.

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