

U.S. used-vehicle sales drop 6% in first quarter

Industrywide used-vehicle sales fell to 9.7 million units in the first quarter, down 6 percent from the first quarter of last year, according to Edmunds.com's Used Market Quarterly Report. The report, released today, examines trends that drive the U.S. used-vehicle market. Of the used vehicles sold in the quarter, franchise dealerships accounted for about 2,288,600 units, 4 percent more than in the first quarter of 2012. The remaining sales were made up by independent used car dealers and private party transactions. Other Edmunds.com findings:

- Sales of certified used vehicles rose 6 percent to 483,109 compared with the first quarter of 2012 and made up 21.1 percent of franchised dealerships' used vehicle sales.
- The average retail price for used vehicles sold at franchised dealerships was \$15,793, a 0.5 percent decline year-over-year.
- The top-selling used mid-sized car in the quarter was the Honda Accord; the top selling used compact car was the Honda Civic; and the top selling full-sized pickup was the Ford F-150.
- Used vehicle days to turn for the quarter was 40 days, unchanged from the first quarter of 2012.

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