

# AUTOFINANCENEWS

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THE INSIDER'S GUIDE TO AUTO LENDING & LEASING OPPORTUNITIES • MARCH 19, 2007 VOL. 10, NO. 10

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## MEASURING UP AFN BREAKS DOWN MARKETSHARE RANKINGS FOR TOP LENDERS

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# LENDER RANKINGS

## CAPTIVES, FULL-SPECTRUM LENDERS DOMINATE LIST

Using data collected by **AutoCount USA Inc.**, *Auto Finance News* sorted through more than 21.5 million vehicle transactions from 2006 to find out which lending institutions controlled the largest share of the automotive finance market.

### MARKETSHARE CHANGE

#### TOTAL FINANCING

Rank		2006		2005		2005-06
2006	Financier	Total Deals	Market %	Rank	Market %	% Change
1	GMAC LLC	1,386,604	6.44	1	6.33	1.7
2	Ford Motor Credit	1,344,120	6.25	2	5.58	12.0
3	Toyota Financial	1,097,537	5.10	4	4.61	10.6
4	DaimlerChrysler Fin'l	1,041,812	4.84	3	4.74	2.1
5	Honda Finance	806,765	3.75	5	3.82	-1.8
6	Chase Auto Finance	734,468	3.41	6	3.36	1.5
7	Wells Fargo Auto	689,057	3.20	8	2.25	42.2
8	Nissan Infiniti Fin'l	491,447	2.28	7	2.29	-0.4
9	WFS Financial	448,162	2.08	10	1.74	19.5
10	CitiFinancial Auto	364,272	1.69	13	1.45	16.6
11	Capital One Auto	340,624	1.58	12	1.46	8.2
12	AmeriCredit Corp.	324,552	1.51	14	1.34	12.7
13	Bank Of America	318,945	1.48	9	1.99	-25.6
14	Citizens Auto	258,617	1.20	11	1.74	-31.0
15	US Bank	226,971	1.05	16	1.12	-6.3
	<b>TOTAL [92,734 lenders]</b>	<b>21,515,180</b>	<b>100.00</b>			

#### USED AUTO LOANS

Rank		2006		2005		2005-06
2006	Financier	Total Deals	Market %	Rank	Market %	% Change
1	Wells Fargo Auto	506,261	4.42	1	2.97	48.8
2	WFS Financial	342,794	2.99	3	2.49	20.1
3	Chase Auto Finance	315,551	2.75	2	2.62	5.0
4	CitiFinancial Auto	276,267	2.41	7	2.00	20.5
5	AmeriCredit	252,902	2.21	10	1.87	18.2
6	Toyota Financial	244,343	2.13	5	2.15	-0.9
7	Capital One Auto	226,381	1.97	11	1.86	5.9
8	Ford Motor Credit	213,885	1.87	9	1.94	-3.6
9	GMAC LLC	197,033	1.72	6	2.02	-14.9
10	Bank of America	174,678	1.52	4	2.17	-30.0
11	Citizens Auto Finance	163,759	1.43	7	1.96	-27.0
12	HSBC Auto Finance	154,805	1.35	12	1.48	-8.8
13	DaimlerChrysler Fin'l	149,289	1.30	14	1.13	15.0
14	Honda Finance	126,274	1.10	13	1.17	-6.0
15	Fifth Third Bank	125,778	1.10	15	1.11	-0.9
	<b>TOTAL LOANS</b>	<b>11,464,352</b>	<b>100.00</b>			

Source: AutoCountUSA Inc. ([www.autocount.com](http://www.autocount.com))