



## DEALER KICKBACK VOLUME BY STATE 2007

Rank	State	New Vehicle Market Share	New Vehicle Kickback Volume	Used Vehicle Market Share	Used Vehicle Kickback Volume	Total Dealer Kickback Volume
26	Alabama	1.26%	\$110,476,064	1.65%	\$199,560,418	\$310,036,482
50	Alaska	0.11%	\$9,914,978	0.21%	\$26,035,577	\$35,950,555
13	Arizona	2.61%	\$228,410,644	2.11%	\$256,264,673	\$484,675,317
35	Arkansas	0.85%	\$74,402,532	0.90%	\$109,059,142	\$183,461,674
1	California	12.11%	\$1,057,992,630	11.95%	\$1,448,752,786	\$2,506,745,416
22	Colorado	1.61%	\$140,493,995	1.47%	\$178,025,775	\$318,519,771
30	Connecticut	1.17%	\$102,079,879	1.10%	\$132,847,890	\$234,927,769
49	DC	0.26%	\$22,468,182	0.15%	\$18,663,357	\$41,131,539
46	Delaware	0.31%	\$26,820,950	0.21%	\$25,634,228	\$52,455,178
4	Florida	5.77%	\$504,151,195	5.56%	\$674,680,597	\$1,178,831,792
8	Georgia	3.70%	\$323,065,213	3.36%	\$407,671,641	\$730,736,855
42	Hawaii	0.33%	\$28,538,113	0.30%	\$36,936,277	\$65,474,390
39	Idaho	0.55%	\$48,427,492	0.49%	\$58,969,272	\$107,396,765
6	Illinois	4.52%	\$394,937,006	4.02%	\$487,602,027	\$882,539,032
16	Indiana	2.18%	\$190,226,706	2.02%	\$245,349,422	\$435,576,129
27	Iowa	1.35%	\$118,358,410	1.20%	\$145,118,756	\$263,477,166
32	Kansas	0.99%	\$86,458,502	0.96%	\$116,945,478	\$203,403,980
20	Kentucky	1.59%	\$138,588,600	1.62%	\$197,001,967	\$335,590,567
25	Louisiana	1.31%	\$114,836,696	1.63%	\$197,071,081	\$311,907,778
41	Maine	0.31%	\$27,066,509	0.34%	\$41,375,372	\$68,441,881
18	Maryland	1.99%	\$173,845,933	1.93%	\$233,483,543	\$407,329,476
17	Massachusetts	2.16%	\$189,055,715	1.80%	\$218,817,918	\$407,873,633
10	Michigan	3.42%	\$298,616,832	2.79%	\$337,914,435	\$636,531,267
24	Minnesota	1.43%	\$124,807,602	1.56%	\$189,653,997	\$314,461,600
33	Mississippi	0.94%	\$82,106,608	0.91%	\$110,868,246	\$192,974,854
19	Missouri	1.67%	\$145,547,261	1.88%	\$228,497,594	\$374,044,855
43	Montana	0.29%	\$25,054,850	0.27%	\$33,335,045	\$58,389,895
38	Nebraska	0.46%	\$40,522,425	0.55%	\$67,216,943	\$107,739,369
31	Nevada	1.12%	\$98,264,544	0.91%	\$109,960,057	\$208,224,601
40	New Hampshire	0.38%	\$33,358,404	0.41%	\$50,043,793	\$83,402,197
11	New Jersey	3.01%	\$263,222,301	3.05%	\$370,352,203	\$633,574,504
36	New Mexico	0.73%	\$63,723,788	0.86%	\$104,451,505	\$168,175,293
3	New York	6.23%	\$544,292,611	6.61%	\$801,815,017	\$1,346,107,627
9	North Carolina	2.97%	\$259,900,705	3.34%	\$405,176,242	\$665,076,947
48	North Dakota	0.20%	\$17,265,135	0.21%	\$26,004,051	\$43,269,186
7	Ohio	3.48%	\$303,940,474	3.86%	\$467,821,924	\$771,762,398
29	Oklahoma	1.09%	\$95,642,921	1.20%	\$145,106,631	\$240,749,552
28	Oregon	1.09%	\$94,914,110	1.23%	\$149,702,143	\$244,616,253

5	Pennsylvania	4.11%	\$358,910,664	4.47%	\$541,872,721	\$900,783,385
45	Rhode Island	0.27%	\$23,919,687	0.28%	\$33,479,337	\$57,399,024
23	South Carolina	1.34%	\$117,471,427	1.62%	\$197,001,967	\$314,473,394
47	South Dakota	0.21%	\$18,698,289	0.27%	\$32,424,430	\$51,122,719
15	Tennessee	2.07%	\$180,501,359	2.33%	\$282,904,093	\$463,405,452
2	Texas	7.85%	\$685,630,944	7.90%	\$957,842,960	\$1,643,473,904
34	Utah	0.87%	\$76,438,659	0.88%	\$107,201,537	\$183,640,196
44	Vermont	0.26%	\$22,817,732	0.29%	\$34,694,298	\$57,512,030
12	Virginia	2.85%	\$248,819,979	2.84%	\$343,969,840	\$592,789,819
14	Washington	2.31%	\$202,267,821	2.24%	\$271,233,432	\$473,501,253
37	West Virginia	0.67%	\$58,205,272	0.51%	\$62,381,349	\$120,586,621
21	Wisconsin	1.52%	\$133,240,489	1.57%	\$190,286,941	\$323,527,431
51	Wyoming	0.11%	\$10,024,212	0.13%	\$16,281,936	\$26,306,148
	<b>Total U.S.</b>	<b>100.00%</b>	<b>\$8,738,743,050</b>	<b>100.00%</b>	<b>\$12,125,361,864</b>	<b>\$20,864,104,914</b>

*Figures derived from kickback data in the 2008 Consumer Bankers Association Automotive Finance Study (2007 full-year data), and 2007 sales data for dealer-financed vehicles from CNW Market Research (excluding leases). State market shares also from 2007 CNW Market Research data.*