Clean Cars in Colorado
April 2018
Vehicle Statistics: How the Average American Buys a New Vehicle

• Nearly 86 percent of new vehicles are purchased via financing instead of cash (*EPA Proposed Determination*)

• The average auto loan in 2017 was 69.3 months (*Bloomberg*)

• Close to 70% of auto loans are 5 years or longer (*Consumer Financial Protection Bureau*)

• The interest rate for a 5-year loan to finance a new vehicle is around 4.25 percent (*EPA Proposed Determination*)
Net Savings from Clean Car Program in Colorado

Savings represent total net savings discounted at 3% over life of vehicle using ICCT/Bloomberg technology costs. Low end of the range represents Annual Energy Outlook (AEO) 2016 reference case fuel price, high end of range represents AEO 2016 high oil case.
### Net Savings from Clean Car Program in Colorado

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Colorado GHG + ZEV Program – net savings over life of vehicle³</td>
<td>$2,749</td>
<td>$4,950</td>
</tr>
<tr>
<td>Colorado GHG + ZEV Program – annual average net savings⁴</td>
<td>$190</td>
<td>$397</td>
</tr>
</tbody>
</table>


³. Represents total net savings discounted at 3% over life of vehicle using ICCT/Bloomberg technology costs.

⁴. Represents annual average net savings over first 6 years of vehicle ownership assuming 6-year loan using ICCT/Bloomberg technology costs.