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Costco Auto Program Exceeds 520,000 Vehicles Sold in 2017
2017 Holiday Sales Event with General Motors up 50 percent compared to 2016

SAN DIEGO, Feb. 20, 2018 – Affinity Auto Program, which manages Costco Auto Program, announced its 2017 calendar year results. More than 520,000 vehicles were sold through its program to Costco members – a more than 6 percent increase over 2016 in comparison to the total industry sales, which dropped 1.8 percent, according to *Automotive News*. Additionally, preliminary Holiday Sales Event data indicates the promotion with General Motors in the last quarter of 2017 was up 50 percent compared to 2016.

Surpassing two company records in 2017 – the total unit sales for the program overall and total unit sales during the three-month Holiday Sales Event – Affinity Auto Program attributes its success to Costco member demand for quality vehicles at a great value and its dedication to providing a best-in-class car-buying experience for Costco members.

“Costco members are at the forefront of everything we do,” said Beth Chaponis, company representative. “From providing online resources that help Costco members make an informed buying decision to the experience at the dealership, and even after they drive their vehicle home, Costco Auto Program works with both members and participating dealerships to ensure an exceptional and transparent car-buying experience.”

The most popular segment during the Holiday Sales Event was crossovers, ahead of trucks by 7 percent, followed by cars, SUVs and vans. The models most purchased during the promotion rank as follows:

Most Purchased Models		
1.	Silverado	13.1%
2.	Sierra	10.2%
3.	Equinox	7.0%
4.	Traverse	6.1%
5.	XT5	5.5%

Beyond helping Costco members purchase new cars, Costco Auto Program also offers low, prearranged pricing on certified pre-owned vehicles (CPO), powersports and recreational vehicles. More than 87 percent of all purchases through the program are new vehicles followed by CPO vehicles at almost 13 percent. Additionally, Costco members receive a 15 percent discount on the majority of parts, service, and accessories at participating automotive service centers and powersports dealerships.*

For additional details about Costco Auto Program, news media can contact Honey Mae Kenworthy at (858) 777-6538 or hkenworthy@costcoauto.com. Learn more about Costco Auto Program by visiting CostcoAuto.com or call 1-855-722-6272.

About Costco Auto Program

Costco Auto Program is operated by Affinity Auto Program, which has operated the program since its inception in 1989. Costco Auto Program is recognized as a leading member-focused auto-buying program in the industry. This service offers prearranged pricing and a first-class buying experience on new and select pre-owned vehicles, RVs, motorcycles and powersports products, as well as discounts on automobile parts, service, and accessories for U.S. Costco members. In 2017, Costco members purchased more than 520,000 vehicles through the program. Costco Auto Program surveys members who use the program to ensure the service continues to meet their high expectations. More than 96 percent of members who responded to the survey gave the program high marks across three categories – value, service and overall experience.

About Costco Wholesale Corporation

Costco Wholesale Corporation (NASDAQ:COST) currently operates 746 warehouses, including 518 in the United States and Puerto Rico, 98 in Canada, 37 in Mexico, 28 in the United Kingdom, 26 in Japan, 13 in Korea, 13 in Taiwan, nine in Australia, two in Spain, one in Iceland and one in France. Costco also operates electronic commerce websites in the U.S., Canada, the United Kingdom, Mexico, Korea and Taiwan.

*Costco and its affiliates do not sell automobiles, motorcycles, powersports, RVs or mobility vehicles or negotiate individual transactions. All vehicles arranged for sale are subject to availability and a price prearranged with the participating franchised dealer. A participation fee is paid by the dealers participating in the Costco Auto Program. Certain vehicles may be excluded from the program. Visit CostcoAuto.com for full details, terms and conditions.