

INSIGHTS

USED MARKET REPORT

Q1 2024



EVs experience more market stability

Investment in refurb is paying dividends

Used petrol and diesels reach price parity

LCV prices move back to pre-Covid levels



WELCOME



The March 24-plate change helped pump large volumes of used cars into the wholesale market and we are expecting them to continue to rise throughout 2024. Rental stocks are increasing as they are steadily moving back to their 12-18-month-old replacement cycles which is seeing late/low prices revert to the levels seen in Q1 2021.

Dealers are hand picking part exchanges and sending the rest to auction. We are seeing more higher mileage cars going under the hammer, especially diesel models, while the petrol cars have generally got 30,000 fewer miles on the clock but are going for similar prices.

Gordon Cockle, Director of Remarketing



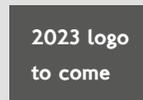
Outlook

Some of our London vendors are moving ULEZ compliant cars into Westbury or Prees Heath and that will continue as drivers living within the M25 move to lower emission used cars

Used EVs have now had a few months of stability which is good news for the industry and demand is rising for the cheaper and higher end models that the trade consider as good value. There are a number of EVs now available in higher numbers which will test the market while the number of ex-fleet hybrids being sold continue to rise which is compromising prices.

The used market in Q2 2024 is tougher than Q1 as volumes continue to rise and it will be interesting to see whether the used value guides mark down prices. Our vendors are responding by investing more in refurbishment to make sure their stock stands out in the crowd at all age levels.

Nick Thompson, Chief Customer Officer

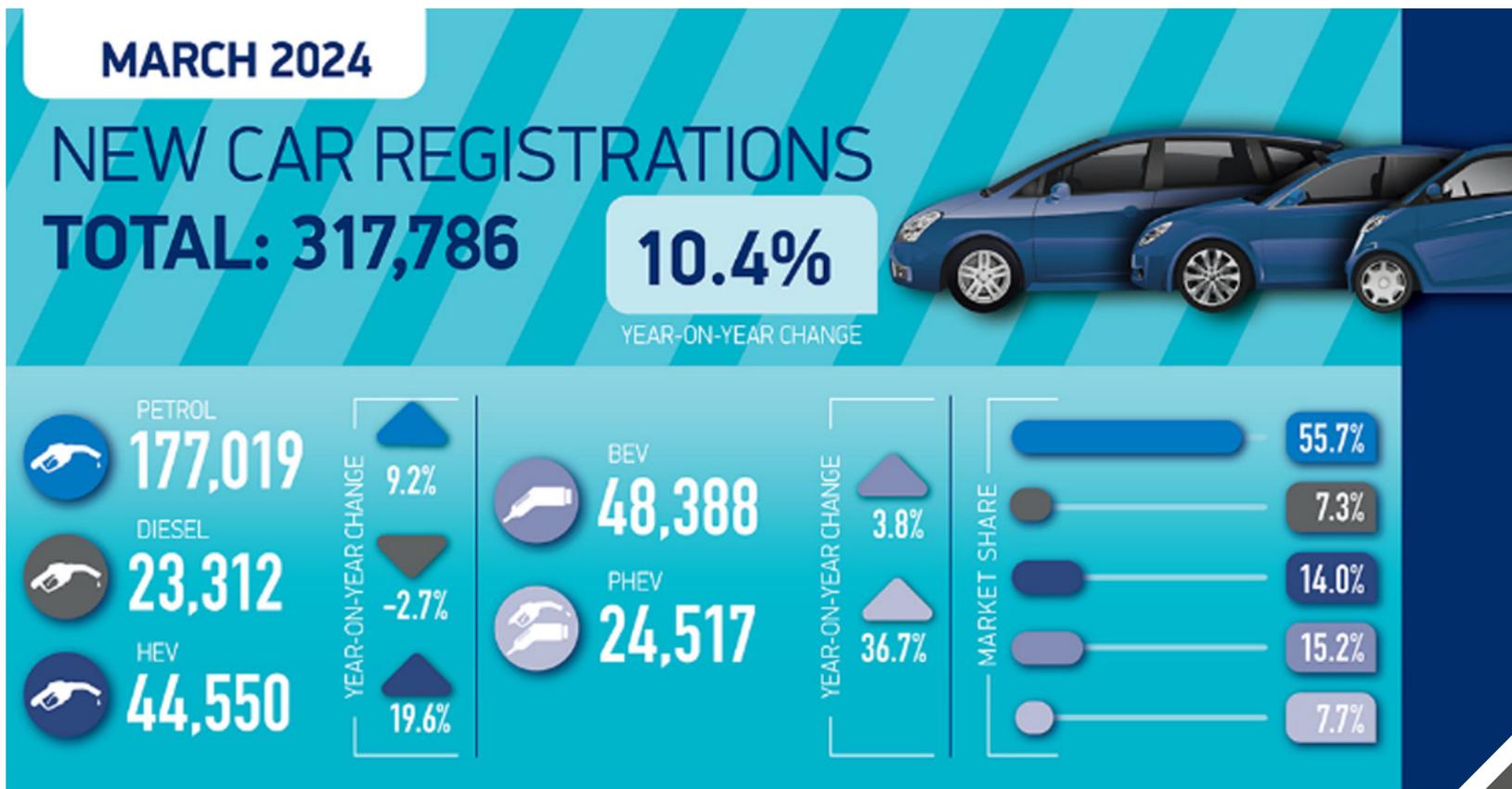


OVERALL MARKET TREND

BEST SELLERS

YEAR-TO-DATE

1	Ford Puma	15,054
2	Nissan Qashqai	14,555
3	Kia Sportage	13,632
4	Nissan Juke	11,206
5	Audi A3	10,493
6	BMW 1 Series	10,406
7	Volkswagen Golf	10,290
8	MINI	10,049
9	MG HS	10,028
10	Volkswagen T-Roc	8,934

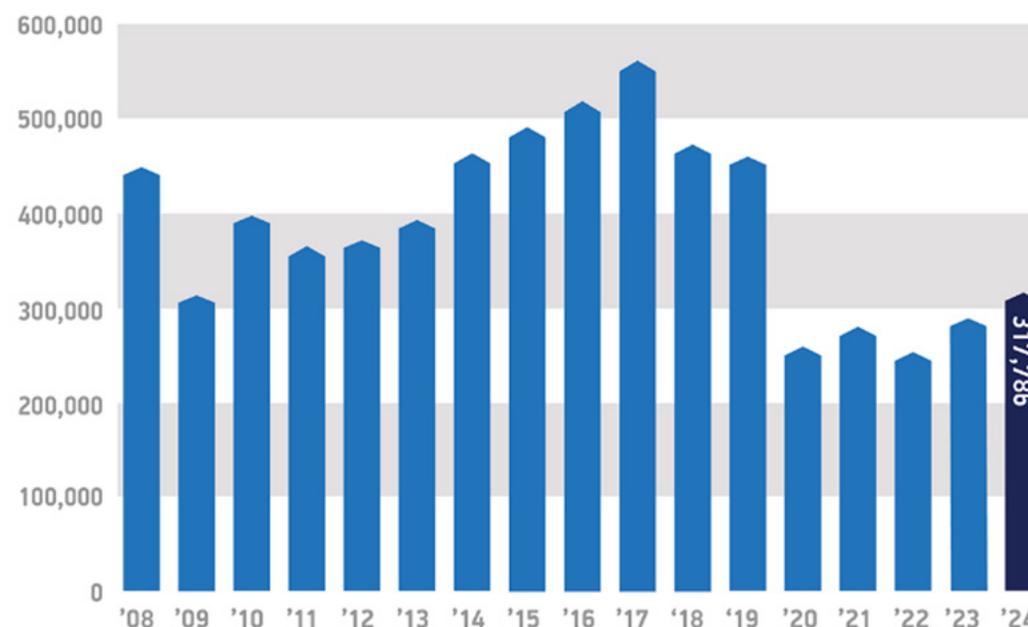


OVERALL MARKET TREND

Mike Hawes, SMMT Chief Executive, said:

“Market growth continues, fuelled by fleets investing after two tough years of constrained supply. A sluggish private market and shrinking EV market share, however, show the challenge ahead. Manufacturers are providing compelling offers, but they can't single-handedly fund the transition indefinitely. Government support for private consumers – not just business and fleets – would send a positive message and deliver a faster, fairer transition on time and on target.”

MARCH NEW CAR REGISTRATIONS 2008 to 2024



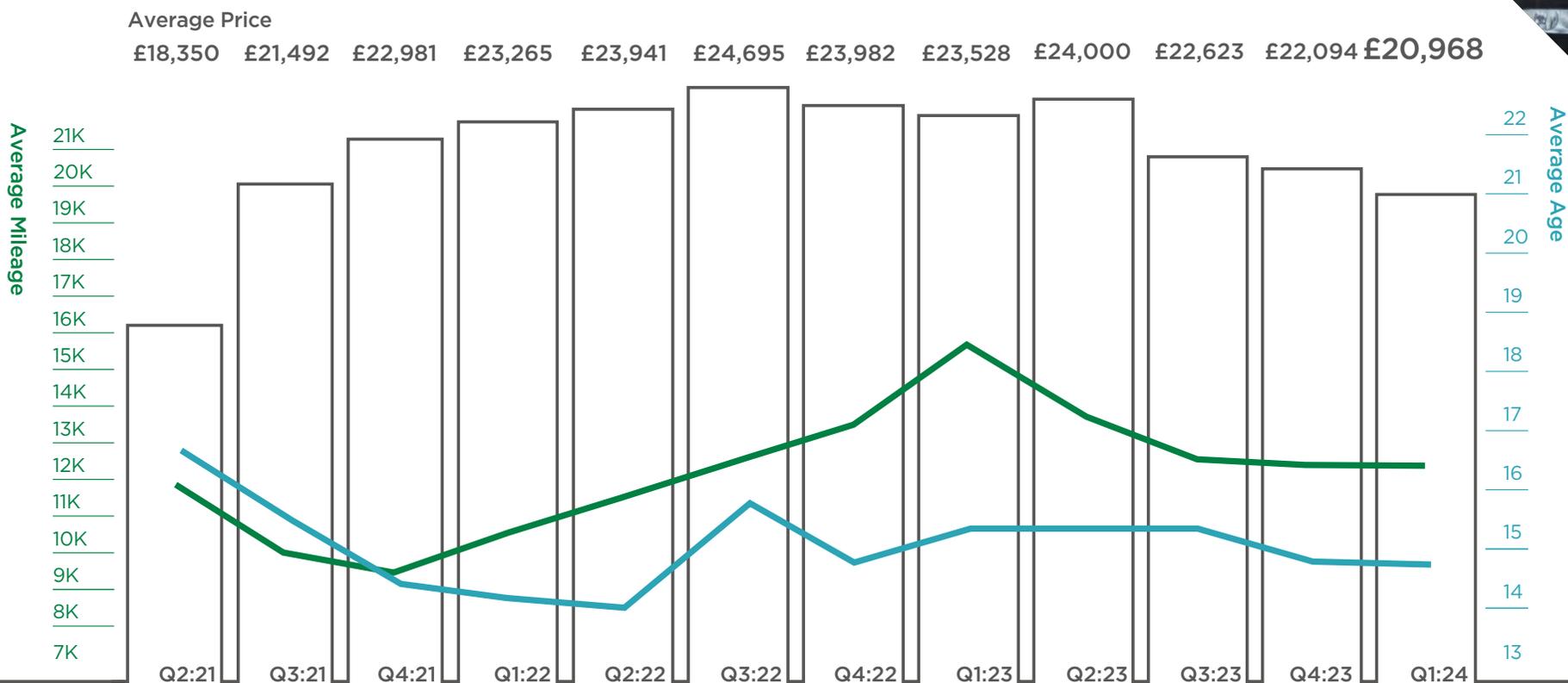
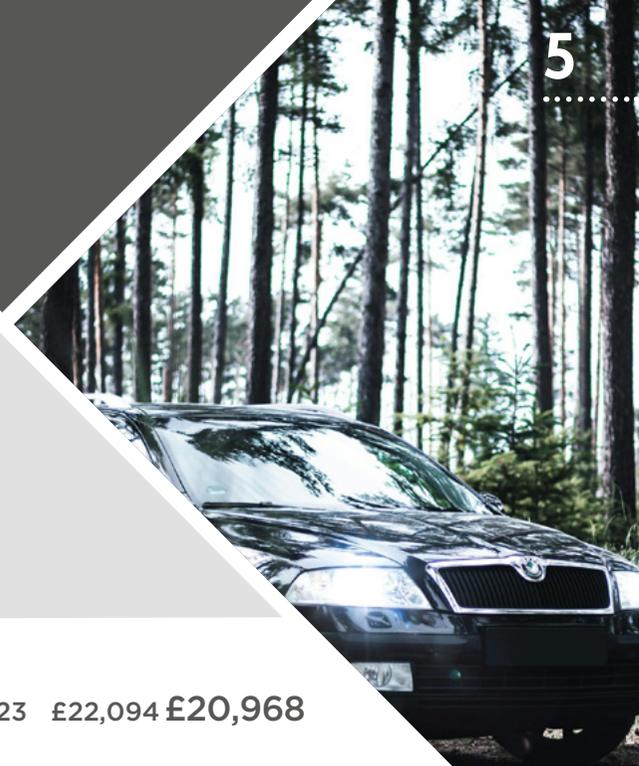
LATE AND LOW MARKET PROFILE (0-24 months)

A growing number of cars coming into the market from both OEMs, and rental companies who are returning to their replacement cycles of 12-18 months put pressure on prices during Q1.

Generally franchised dealers would snap up this stock, but the increased volume of vehicles

has meant more cars coming back into the wholesale market.

Prices fell by -5.0% (£1,126) caused by volume quadrupling from Q4 2023 to Q1 2024.



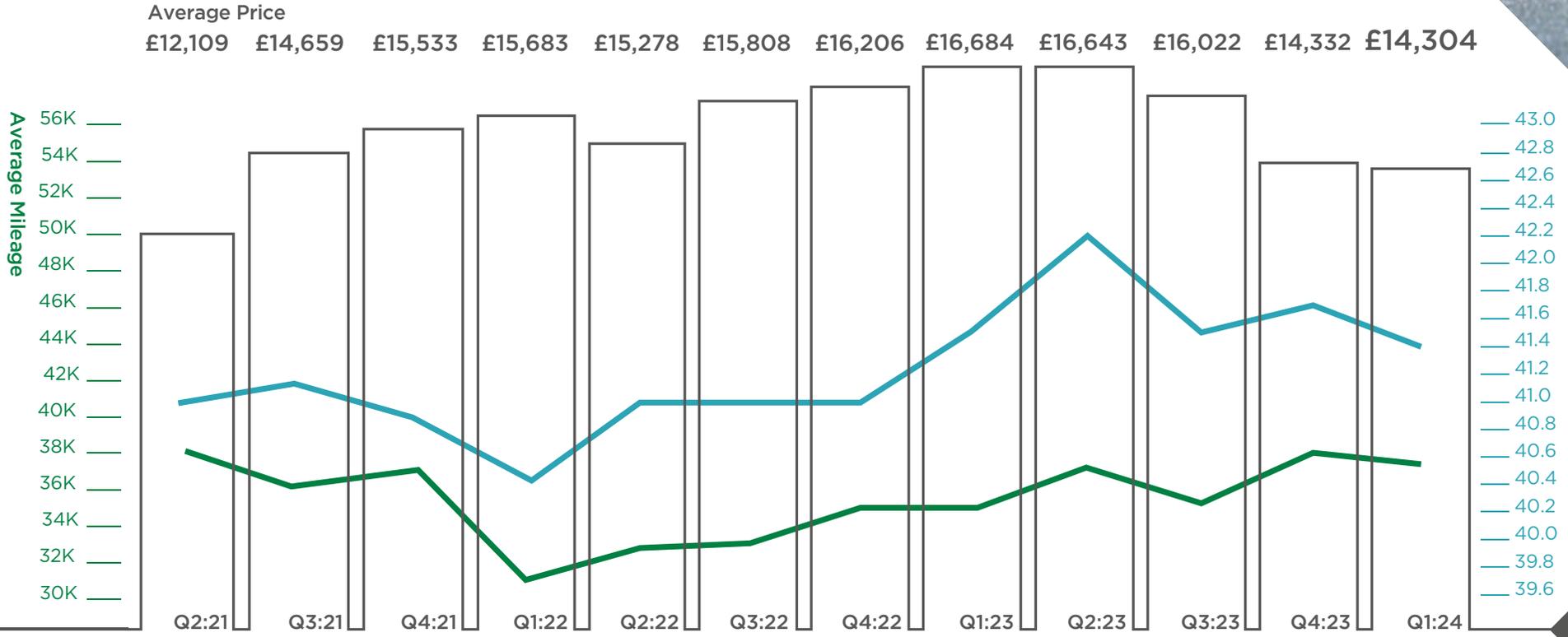
FLEET MARKET PROFILE

(24-54 months)

Conversion rates remained strong during Q1 for all ex-fleet stock.

This reflected in prices remaining constant at £14,304, just £28 less than Q4 2023.

Vendors continue to invest in refurbishment work to upgrade NAMA grades of cars as they know they will benefit from a good ROI.



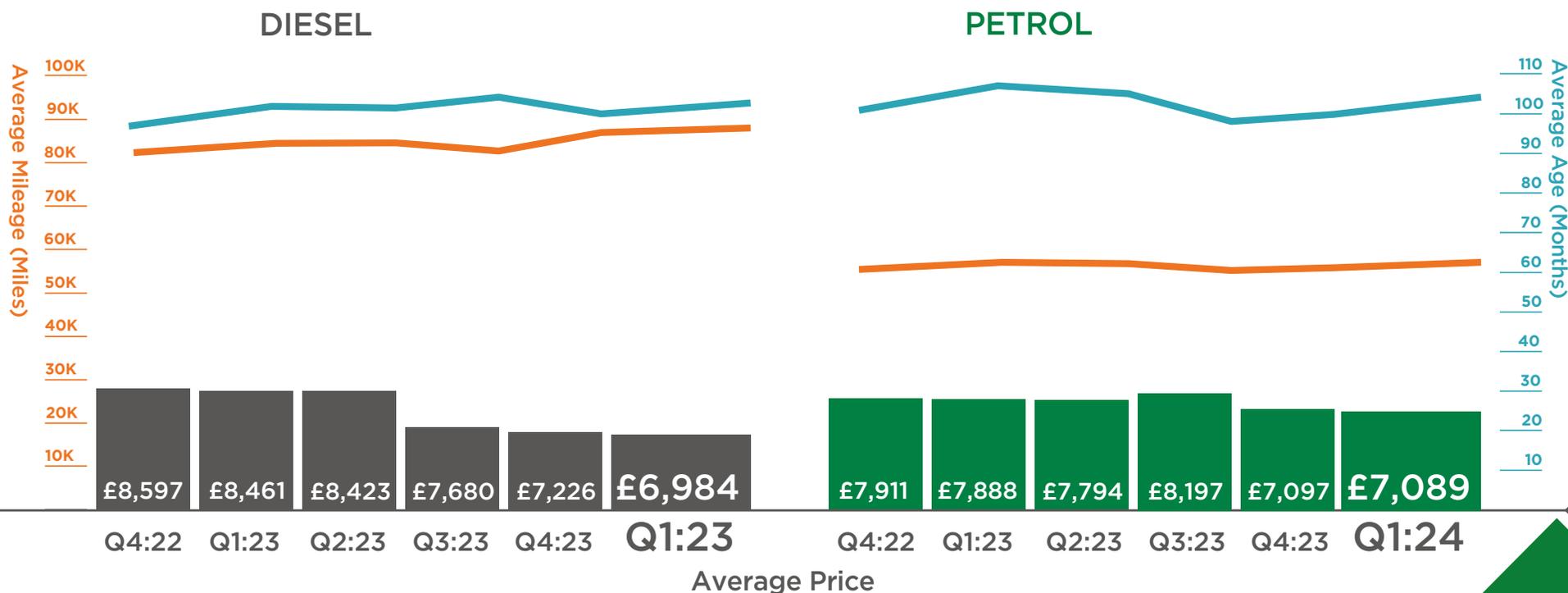
OVERALL MARKET FUEL TYPES

DIESEL AND PETROL

Diesel and petrol price parity continued into Q1 at £6,984 and £7,089 respectively, however demand for used petrols continues to be stronger due to their respective average age, mileage and condition when they reach auction.

Diesels are averaging 102 months and 89,535 miles, while petrols are going under the hammer at 103 months and 57,670 miles.

With more than 30,000 more miles on the clock diesels often require some work to get them 'forecourt ready' whilst the used petrols are typically in good condition.



OVERALL MARKET FUEL TYPES

HYBRID AND ELECTRIC



Hybrids fell in price by 13.7% in Q1 (£2,437) despite average age and mileage remaining static at 49 months and 47,000 miles.

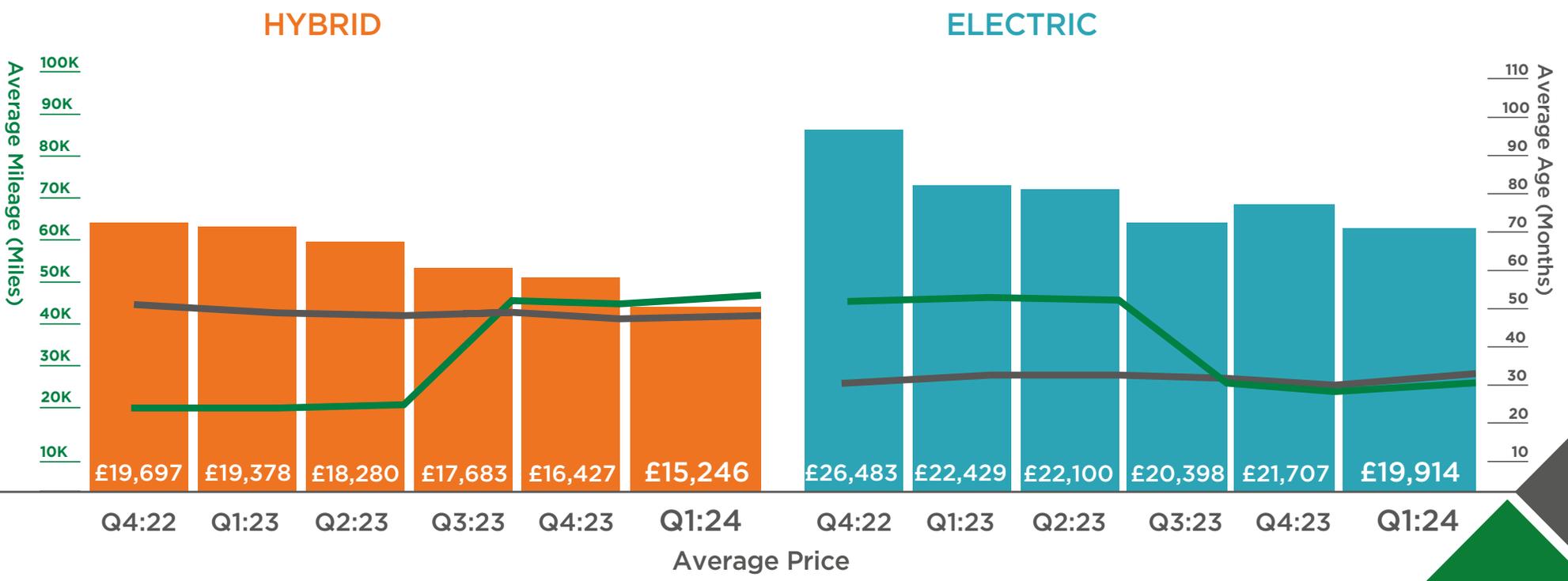
Hybrids accounted for 19.4% of total used cars sold in Q1, up by 9% from Q4 2023 and the highest level experienced by Aston Barclay.

Their market share is likely to rise further after hybrids were adopted by many company car drivers 4-5 years ago to reduce their BIK tax bills.

Used EVs have experienced a rise in demand now that prices have fallen.

Older EVs look very good value as do the high cost high spec EVs that cost £100k+ new 3-4 years ago.

Prices in Q1 fell by just -2.3% (£584) as average age and mileage remained static at 32 months and 25,340 miles.



DEALER MARKET PROFILE - YOUNG PART EXCHANGES

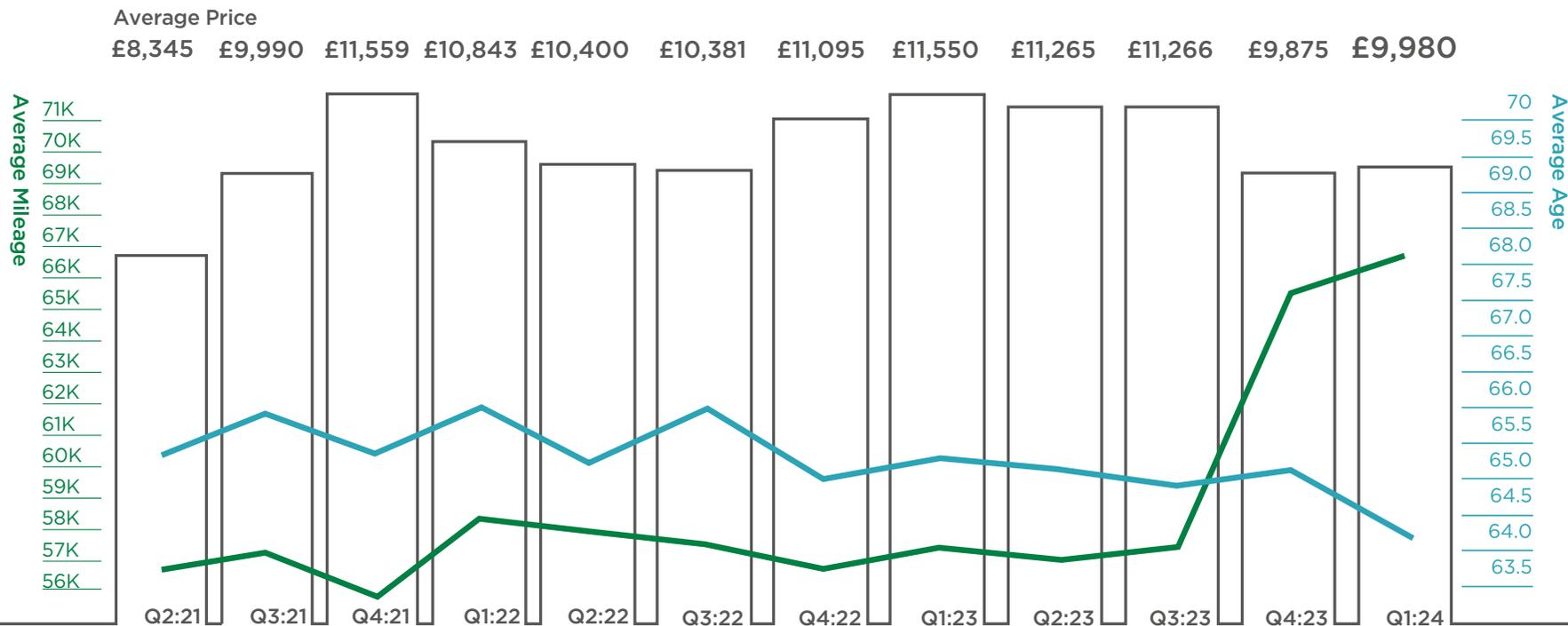
(55-75 months)

Dealers are holding onto their lower mileage part exchanges and are then sending their higher mileage cars to auction.

This explains how average mileage in this sector has risen by 10,000 miles to 67,000 miles since the beginning of quarter 4 2023.

This has impacted values by around 12% during that time.

Prices remained static in Q1 at £9,980.

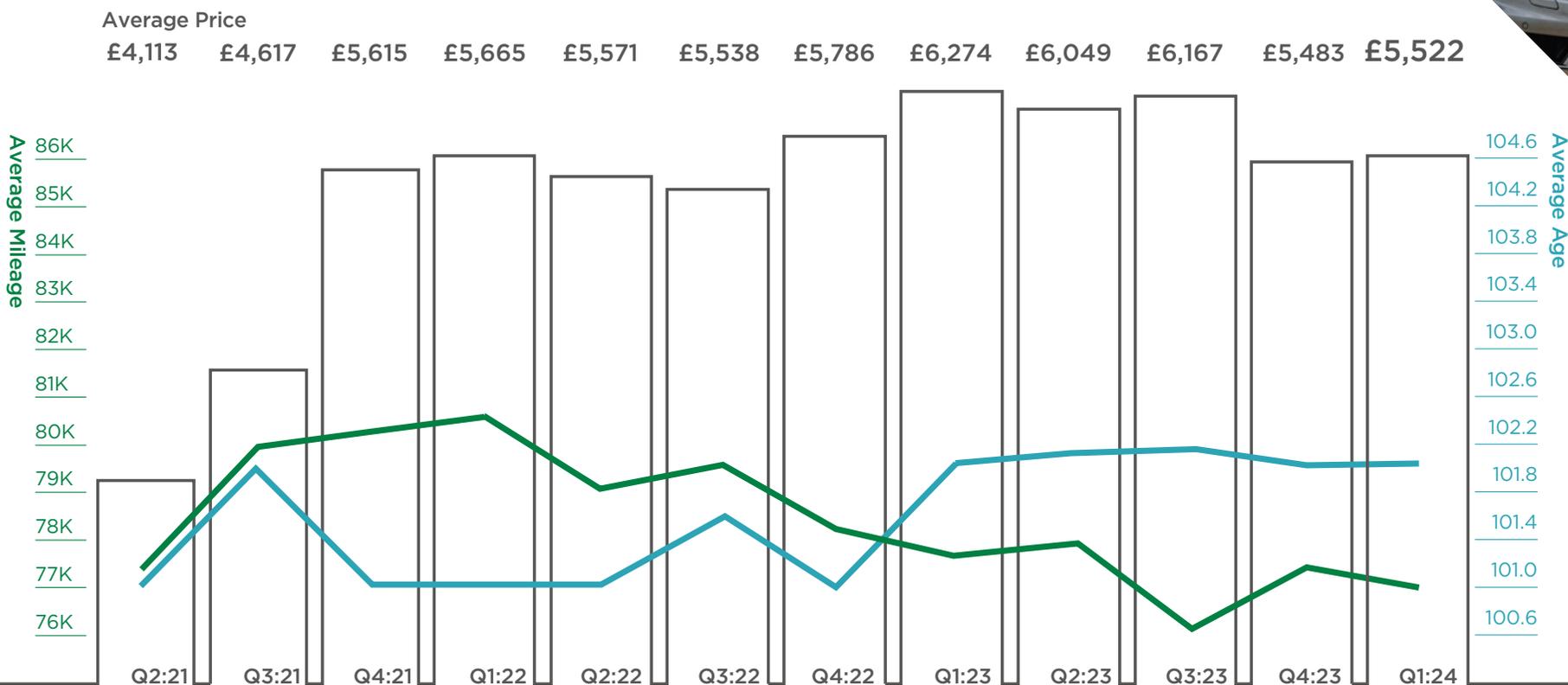


DEALER MARKET PROFILE - OLD PART EXCHANGES

(78-125 months)

Prices stayed static at £5,522 during Q1 as did average age and mileage at 102 months and 77,000 miles.

Dealers are carefully selecting to keep some part exchanges in the Old part exchange category and sending the rest to auction.



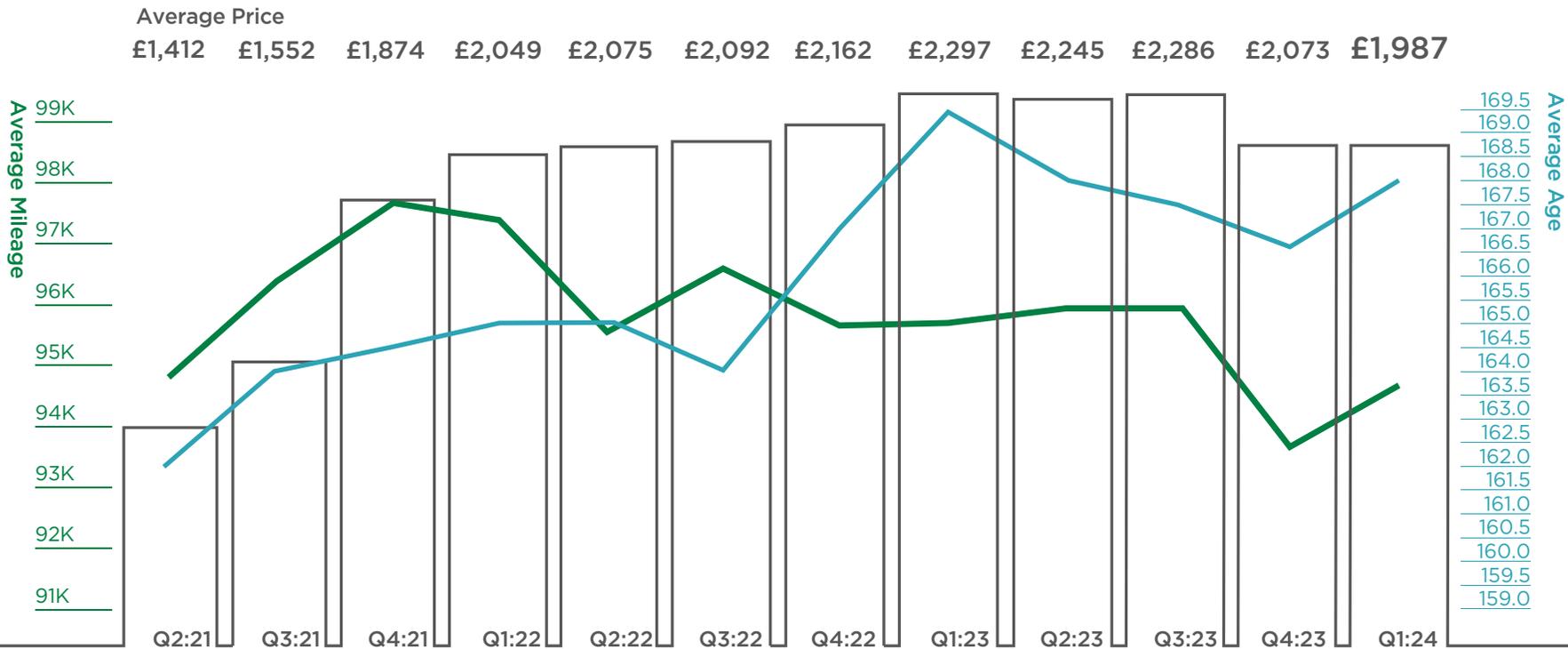
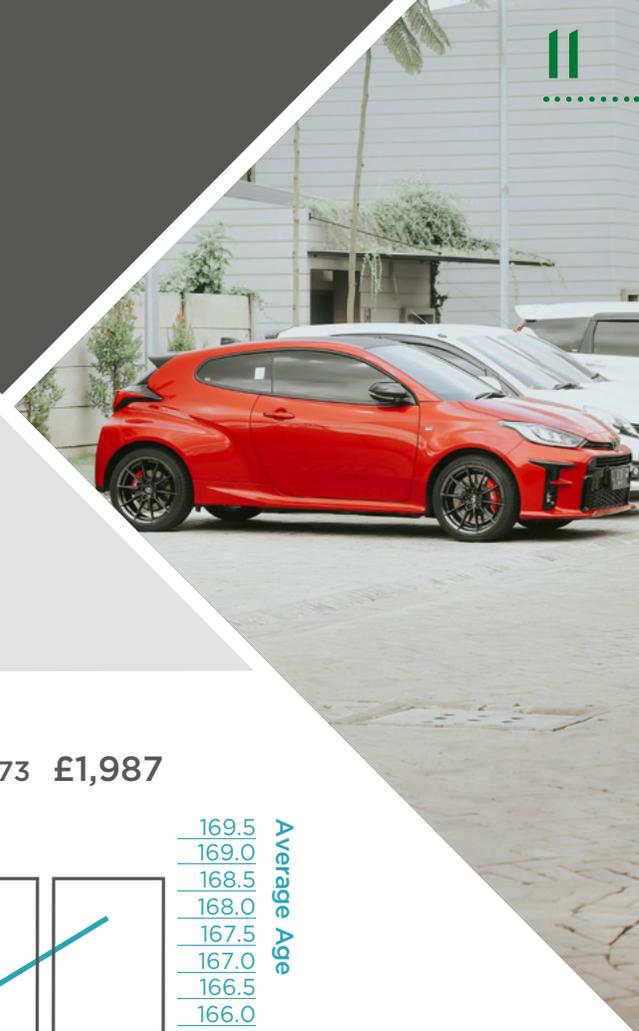
DEALER MARKET PROFILE - BUDGET PART EXCHANGES

(126+ months)

With many Budget used cars being scrapped, particularly in London due to emission pressures, prices remain consistent at £1,987.

This is despite average age and mileage rising to 168 months and 95,000 miles.

Even in this sector vendors are investing in a mop and valet to help boost sale prices of the better condition cars.



USED VAN MARKET

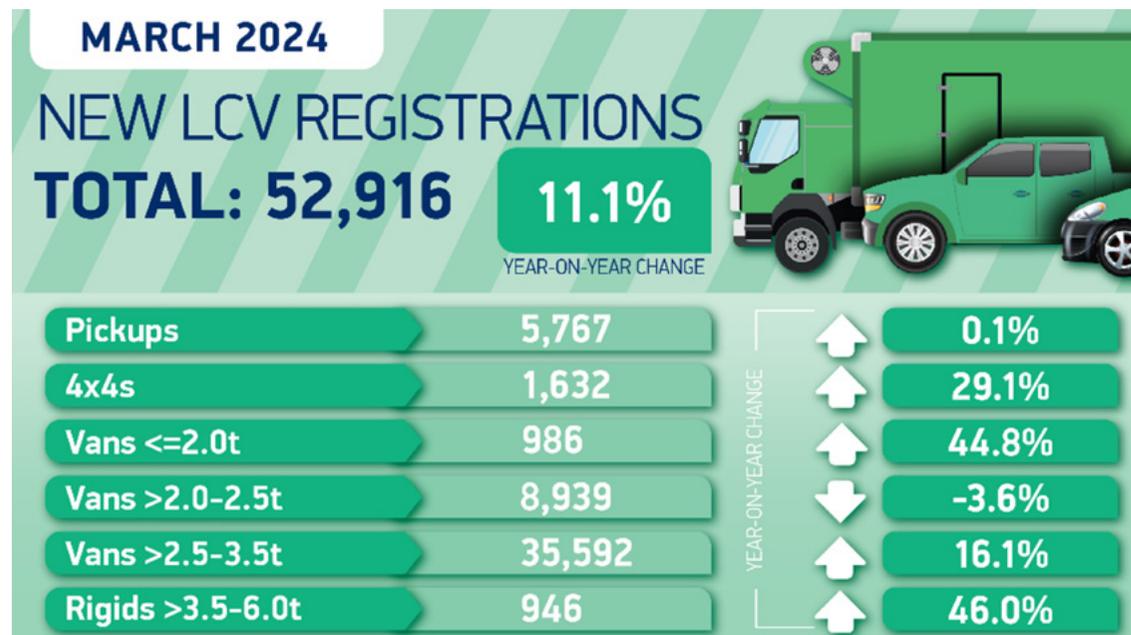
While the picture for new van registrations in March shows supply back to pre-Covid levels up by 11.1%, the used market is starting to see the basic spec models coming through that were registered amid the chip supply challenges suffered during Covid.

There are multiple base spec models coming through simultaneously and this lack of choice is affecting prices as the majority of dealers are already stocked up with this profile of vehicle.

Dealers are reporting retail demand has slowed during Q1 and conversion rates have suffered, but when vans do appear in a metallic colour and with a high-spec prices are very strong which has made the market split in two during 2024.

HMRC's U-turn in its tax treatment of double cab pickups is keeping this sector strong while single cab pickups are also in demand. Overall, the market is one still in transition, back to where it was pre-Covid which vendors in particular are coming to terms with after prices have been at record levels for the past three years.

Geoff Flood, Head of LCV



VAN MARKET PROFILE

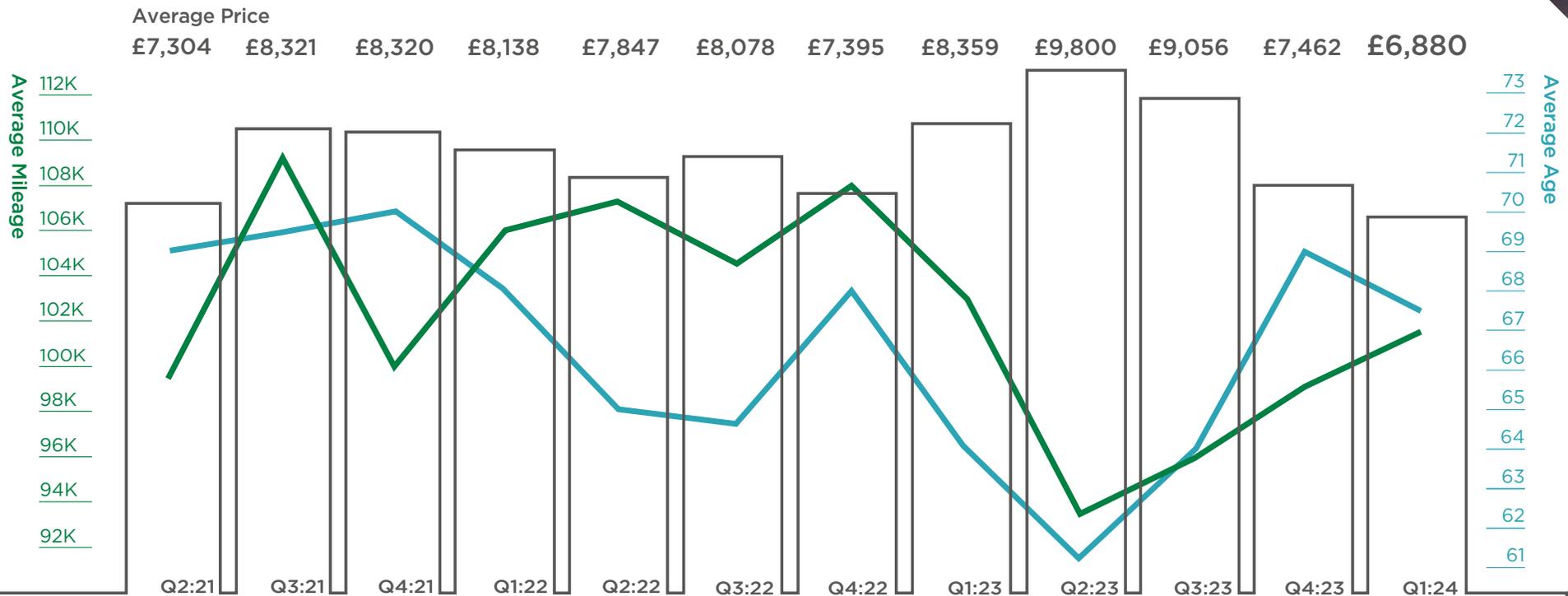
Used van prices fell again in Q1 by -7.7% (£582) to £6,880.

That leaves them close to pre-Covid levels.

The basic spec new LCVs that were sold during Covid are now coming back from fleets which is

putting further pressure on prices and demand.

Any vehicle in a metallic colour and with high specification continues to perform well.

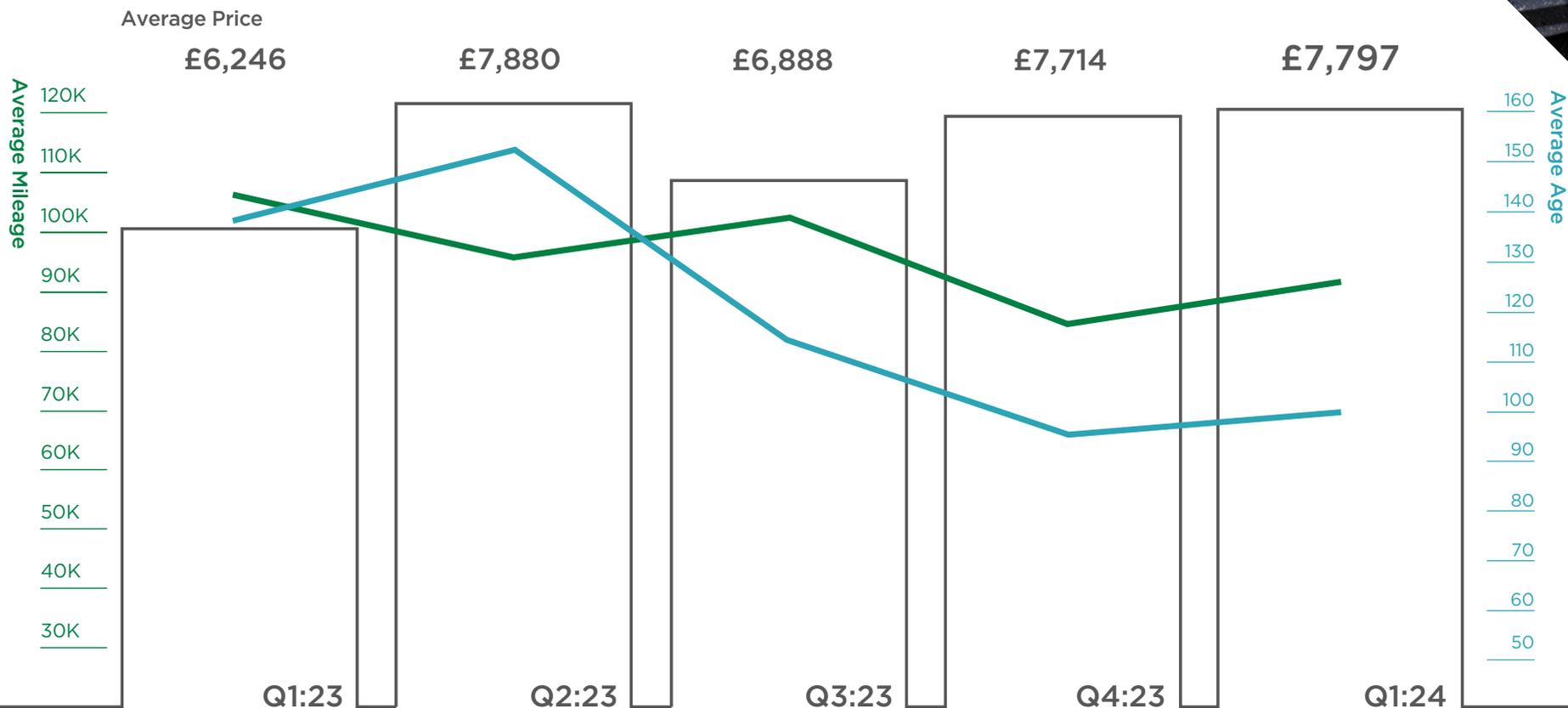


SINGLE-CAB PICK-UP MARKET PROFILE

Single cab pickups are still a rare breed at auction. The volume of single cabs to double cabs to is currently around 1:5.

Prices remained unchanged in Q1 at £7,797 due to their scarcity in the market.

This price stability is despite average age being up at 99 months and mileage at 90,883 miles.

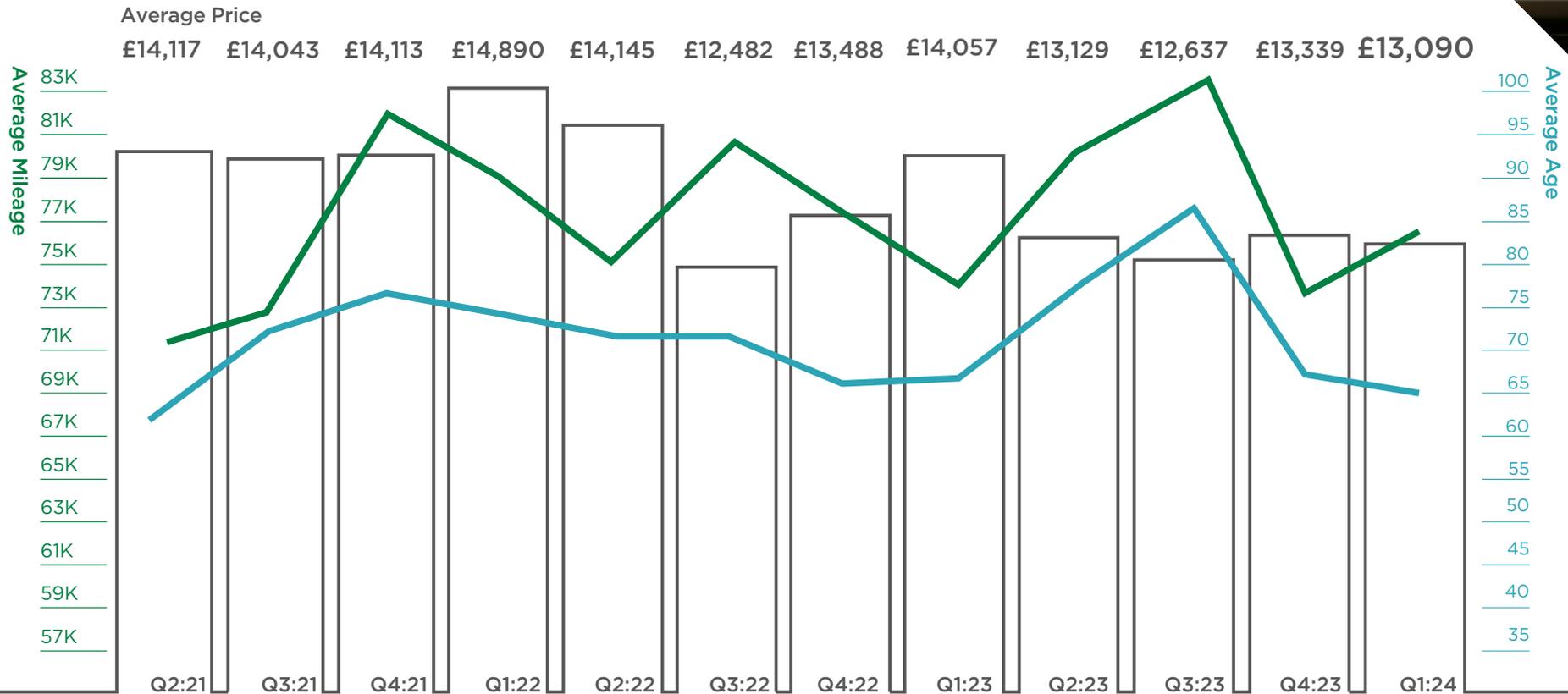


DOUBLE-CAB PICK-UP MARKET PROFILE

Double cab pick up prices have remained consistent for four consecutive quarters around the £13,000 price mark.

This stability should continue for a while longer now that the HMRC shelved its latest plans to tax double cab pickups.

Prices in Q1 fell by just -1.8% (£249) to £13,090 on the back of a fall in average age and a rise in mileage to 65 months and 76,704 miles.





ASTON BARCLAY



www.astonbarclay.net
[@astonauction](https://twitter.com/astonauction)