

# INSIGHTS

## USED MARKET REPORT Q4/2019

EXCLUSIVE

USED FLEET  
PRICES RISE  
BY 8.4% IN Q4

➤ DIESEL AND PETROL  
RISE WHILE AFVS FALL FOR  
THE FIRST TIME IN 2019



ASTON BARCLAY

LATE AND LOW STOCK  
REACHES A RECORD  
HIGH IN Q4

# > WELCOME

The UK used market finished Q4 2019 as strongly as it has started 2020.

Every single market segment monitored by our reports saw a price rise in Q4 as the used market reported one of its best ever finishes to a year, no doubt helped by the election result and a definite plan on Brexit.

And that trend has carried onto January with our sites reporting record demand and reduced stocking days as dealers make a bid to keep up with consumer demand for used cars.

## FLEET SECTOR PRICES RISE

The fleet sector recorded a healthy 8.4% rise in average prices from £9,036 in Q3 to £9,799 in Q4, supported by a third consecutive fall in average mileage to 47,000 miles, while retaining an average age of 42 months. This follows three consecutive quarterly price falls in 2019. Q4 prices rose back to the pre-book drop levels of Q1.

The late and low sector reported a record 2019 high in Q4, with prices rising 2.8% (£420) to £15,158 from Q3 (£14,738) helped by a slight fall in average age and mileage to 21 months and 19,250 miles. Overall prices in the sector rose by 6.4% during 2019 as dealers continually reported strong demand for 18-24 months old used cars.

Prices across all three sectors of the dealer part exchange sector rose with the young market, which includes stock that is 55-78 months, rising the most - 8.5% (£483) - from £5,670 in Q3 to £6,153 in Q4. A message for dealers, is don't turn your back on an older part exchange as there is still money to be made on disposal.

## USED DIESELS RISE BY 8.8%

Used diesel prices made a welcome comeback in Q4 rising by 8.8% from £7,390 in Q3 to £8,046 in Q4, and shows how resilient demand for the fuel is, particularly in the family hatchback and larger SUV sectors. Used petrols rose by £257 (Q3 £4,213), to £4,470. Alternatively, fuelled vehicles meanwhile reported their first price fall during 2019 by £237 (£14,012 in Q3 to £13,375 in Q4) mainly down to the year finishing with a poor and depleted mix of stock.

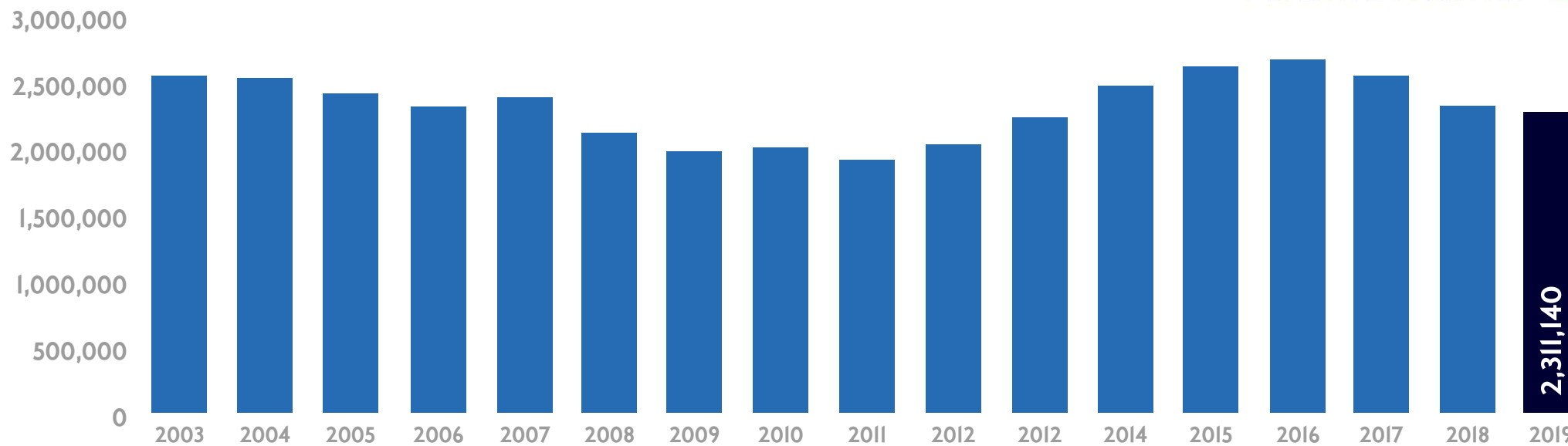
The market looks set for a positive Q1 and it will be interesting to see how the new plate change in March alters the new car used car equilibrium, if at all.

**Martin Potter**

Managing Director, Auctions



# > OVERALL MARKET TREND New Car Registrations (Source: SMMT)



2019 new car  
sales total year

**-2.4%**  
fall to  
**2.311m**

December 2019  
new car sales

**Up**  
**3.4%**  
**148,997**

2019 TOTAL YEAR SALES JAN – DECEMBER

Diesel sales 583,488 **down** **-21.8%**

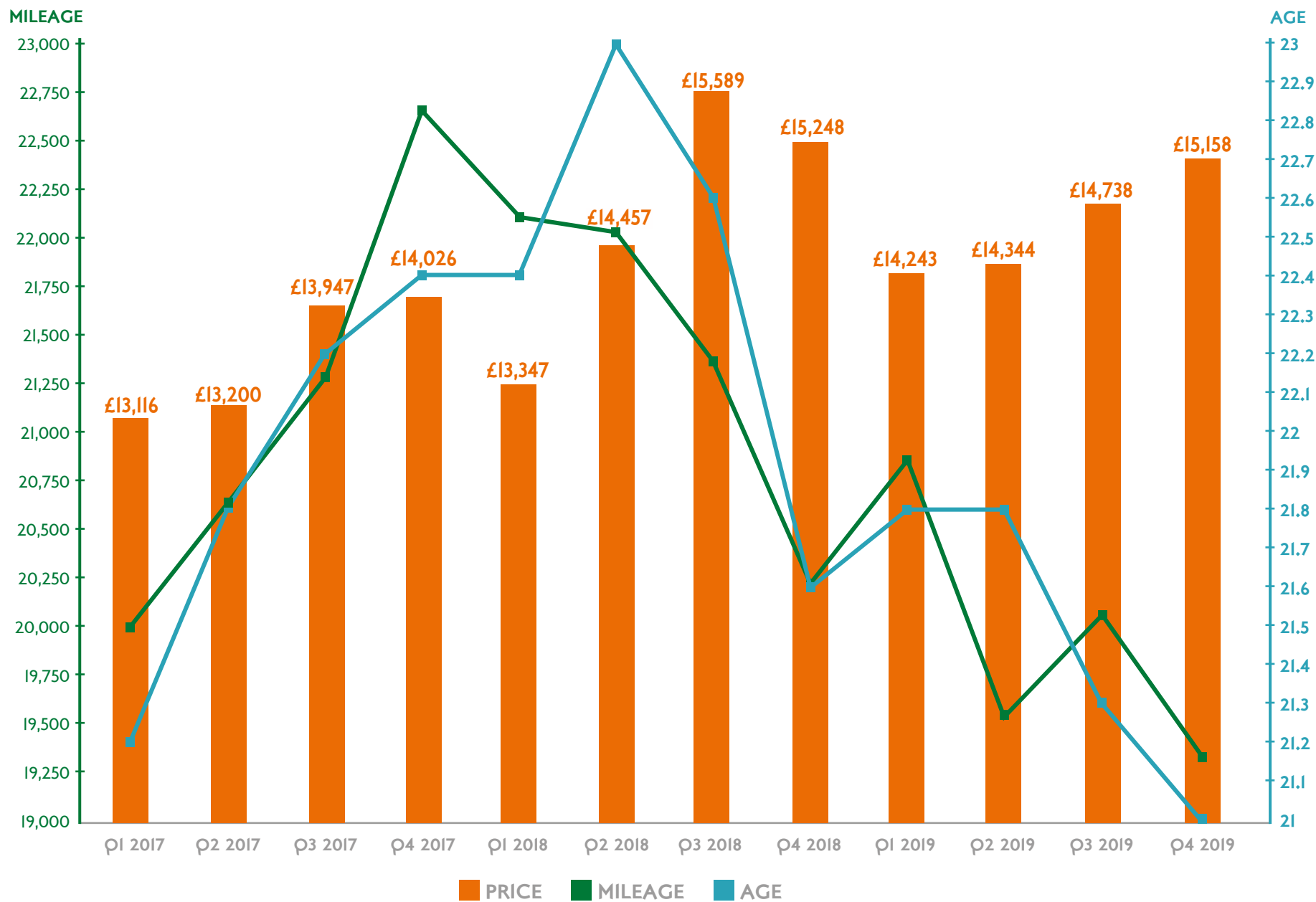
Petrol sales 1.498m **up** **2.2%**

Alternative fuelled  
vehicles (AFVs) 229,012 **up** **47.9%**

Mike Hawes, SMMT Chief Executive, said: “A third year of decline for the UK new car market is a significant concern for industry and the wider economy. Political and economic uncertainty, and confusing messages on clean air zones have taken their toll on buyer confidence, with demand for new cars at a six-year low.

A stalling market will hinder industry's ability to meet stringent new CO2 targets and, importantly, undermine wider environmental goals. We urgently need more supportive policies: investment in infrastructure; broader measures to encourage uptake of the latest, low and zero emission cars; and long term purchase incentives to put the UK. Industry is playing its part with a raft of exciting new models in 2020 but consumers will only respond if economic confidence is strong and the technology affordable.”

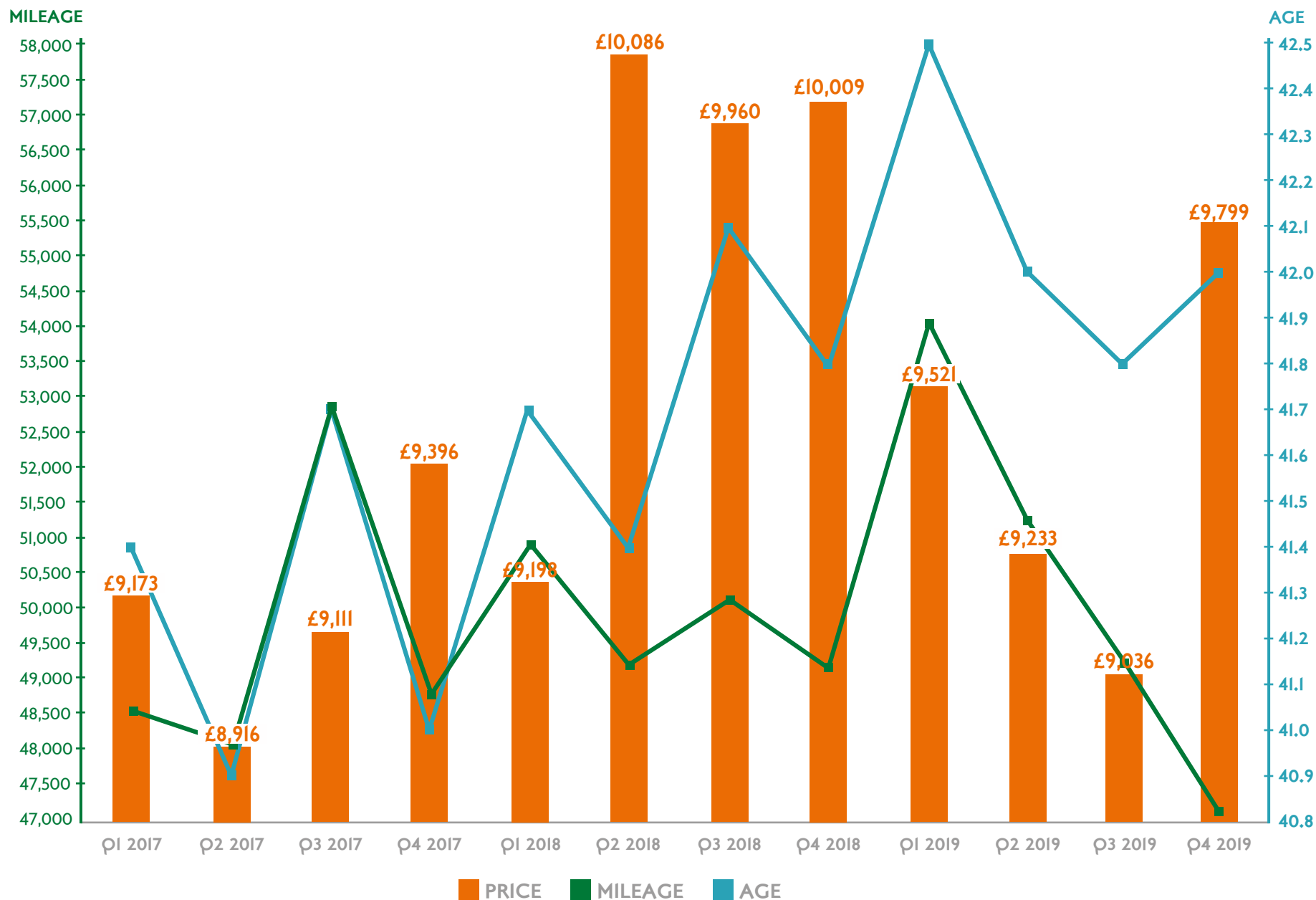
# > LATE AND LOW MARKET PROFILE



## > LATE AND LOW MARKET SUMMARY

- Strong and consistent demand for 18-24-month old stock.
- The sector reported a record 2019 high in Q4, with prices rising 2.8% (£420) to £15,158 from Q3 (£14,738) helped by a slight fall in average age and mileage to 21 months and 19,250 miles.
- Overall prices in the sector rose by 6.4% during 2019.
- Quality of stock remains high which is very attractive to franchised dealers.
- Increase in new car delivery times means demand from dealers for this profile of stock is likely to continue to grow.

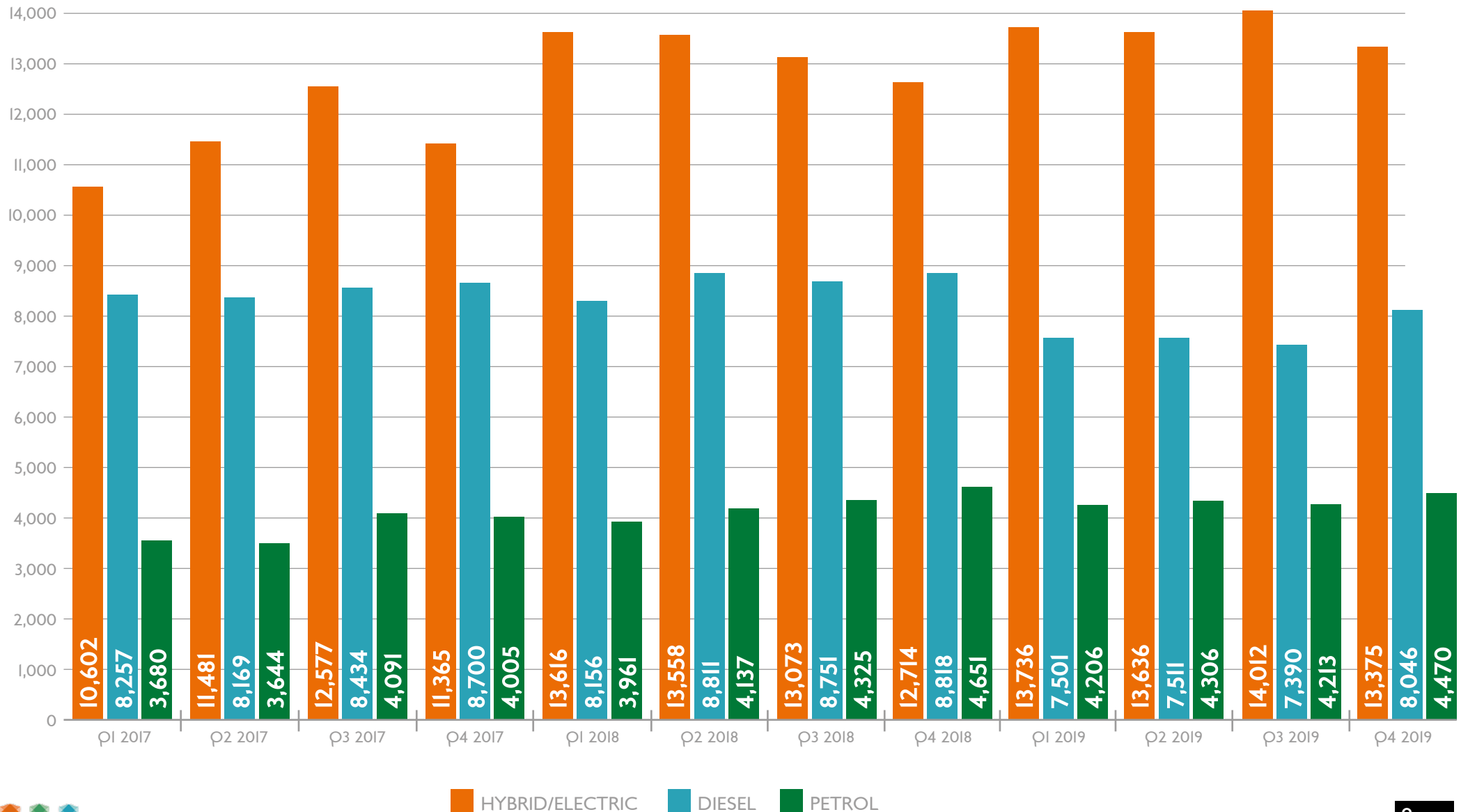
# > FLEET MARKET PROFILE



## > FLEET MARKET SUMMARY

- The sector best shows the impact of Q2 price alignment and the affect in Q3 values during 2019.
- The Q4 fleet sector recorded a healthy 8.4% rise in average prices from £9,036 in Q3 to £9,799.
- Q4 prices recovered back to Q1 levels based on strong demand.
- Typical fleet car is still 42-months, but sector is made up of two parts - one with PCP/PCH at 24 months and one with extended contracts above 45 months.

## > OVERALL MARKET FUEL TYPES



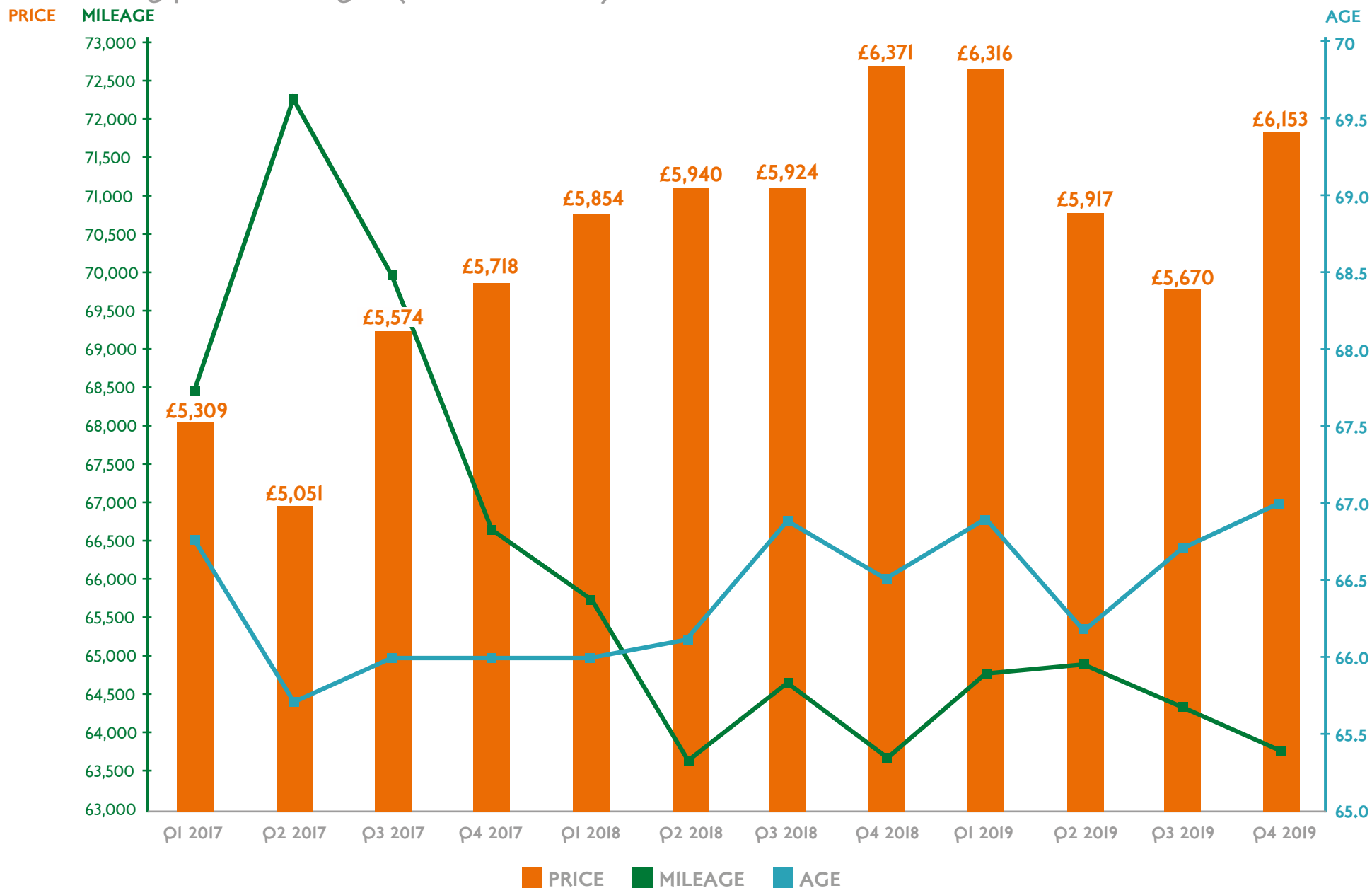


## > OVERALL MARKET FUELS SUMMARY

- Demand and prices for AFVS will continue to grow as consumer demand increases.
- Diesel and petrol prices both grew in Q4 while AFVs fell slightly, mainly down to the Nissan LEAF prices falling.
- Diesel cars and prices will continue to hold their own during 2020.
- As diesel volume reduces our belief is that values may even improve further.

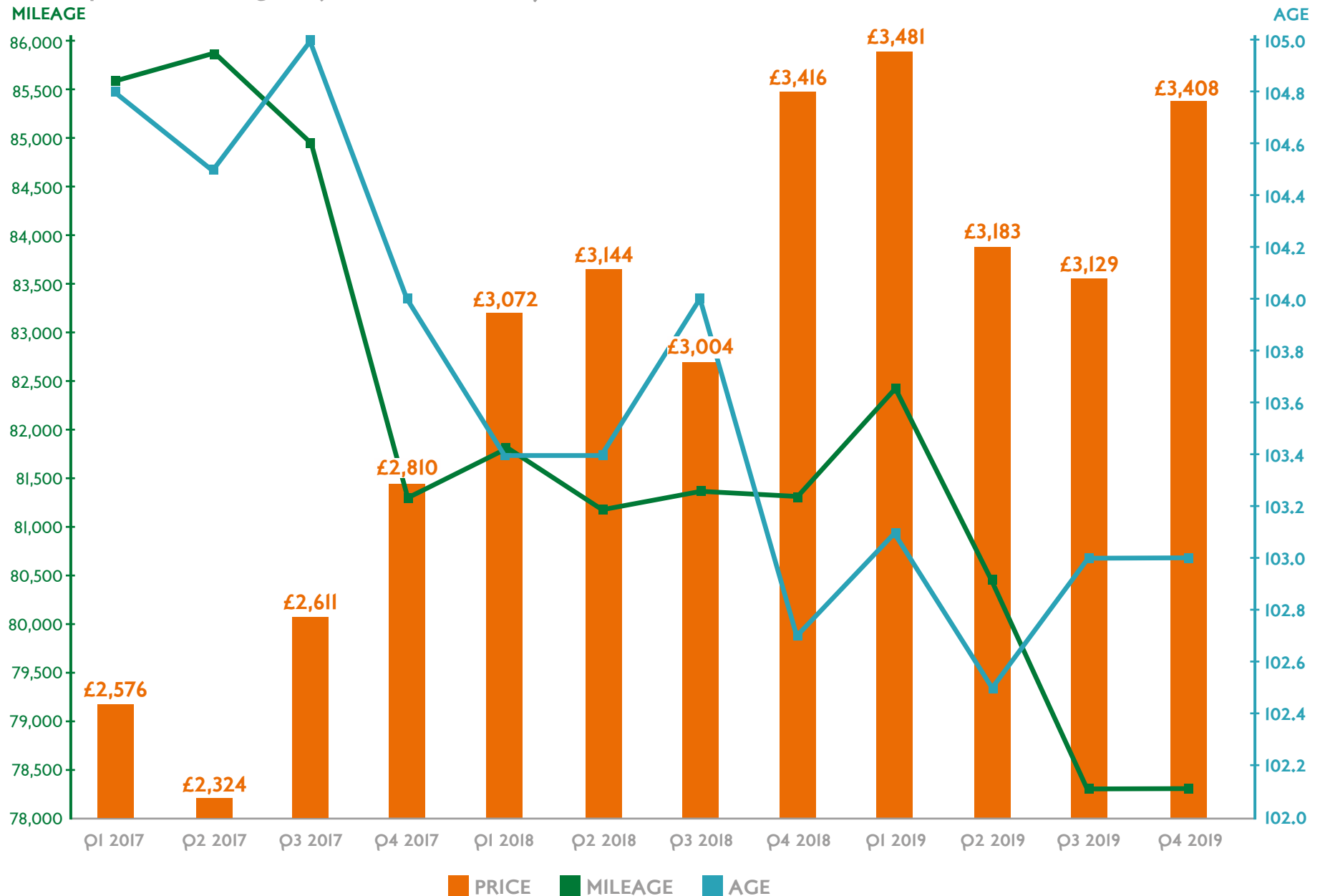
# > DEALER MARKET PROFILE - YOUNG PART EXCHANGES

Young part exchanges (55-78 months)



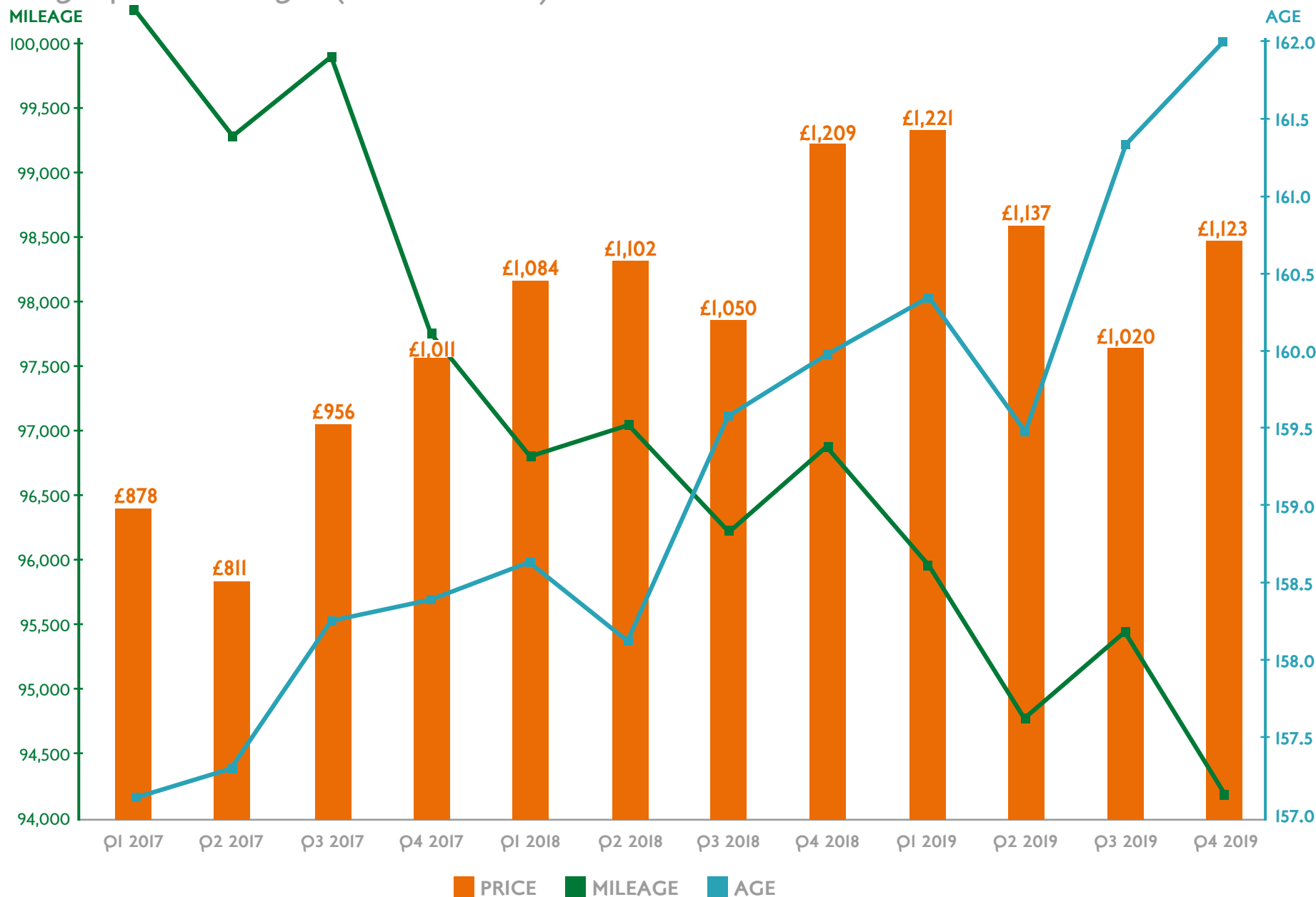
# > DEALER MARKET PROFILE - OLD PART EXCHANGES

Older part exchanges (79-126 months)



# > DEALER MARKET PROFILE - BUDGET PART EXCHANGES

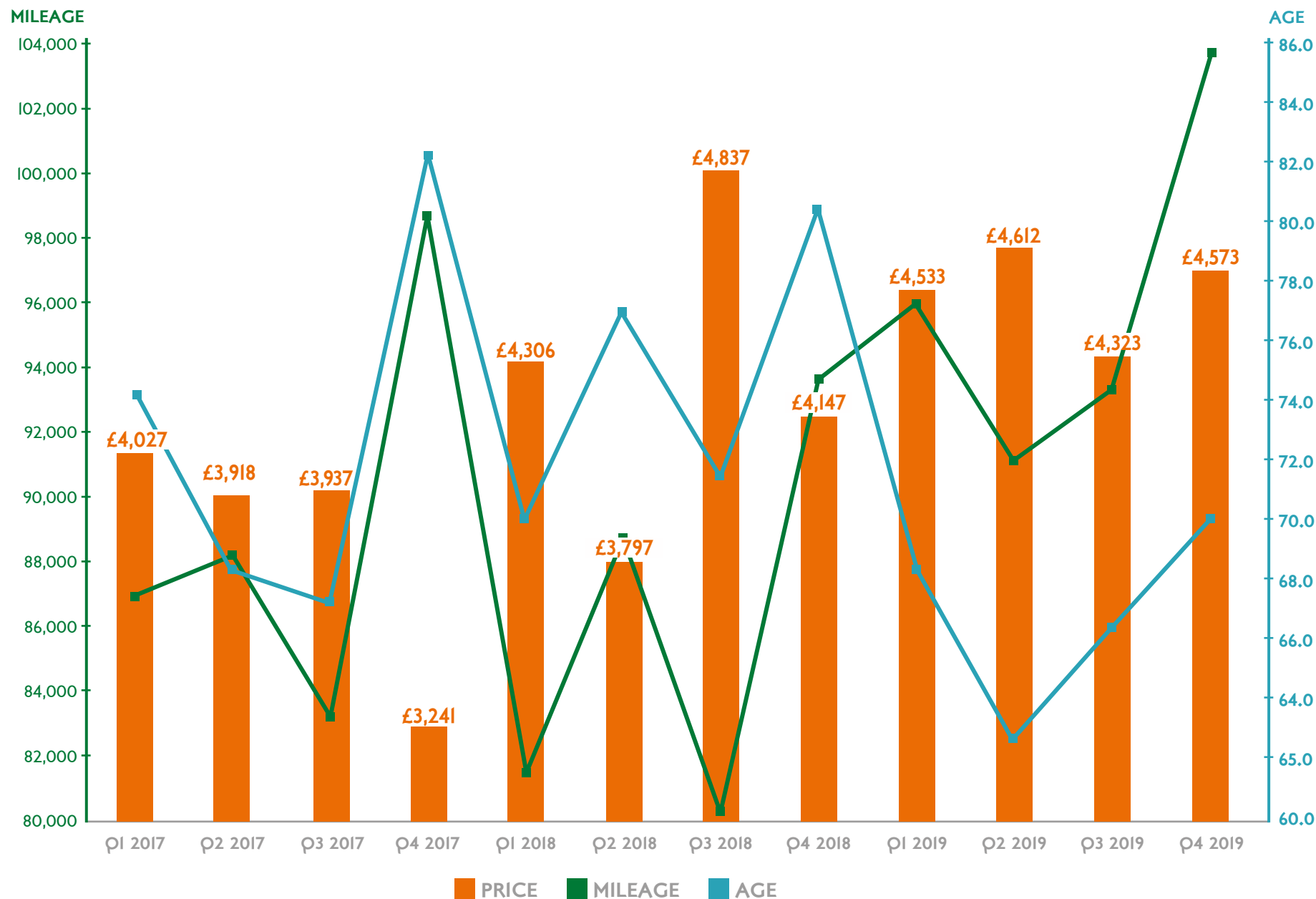
Budget part exchanges (126 months +)



## > DEALER MARKET PROFILE SUMMARY

- Prices rose in Q4 across all three-part exchange sectors – Young, Old and Budget.
- The biggest rise of 8.5% (£483) was experienced in the Young (55-78 months) sector to £6,153.
- Dealers should not write off older part exchanges as even the Budget sector (126 months +) sold for an average price of £1,123. They can underwrite the Budget part exchange at a price and still make some money when sold at auction.

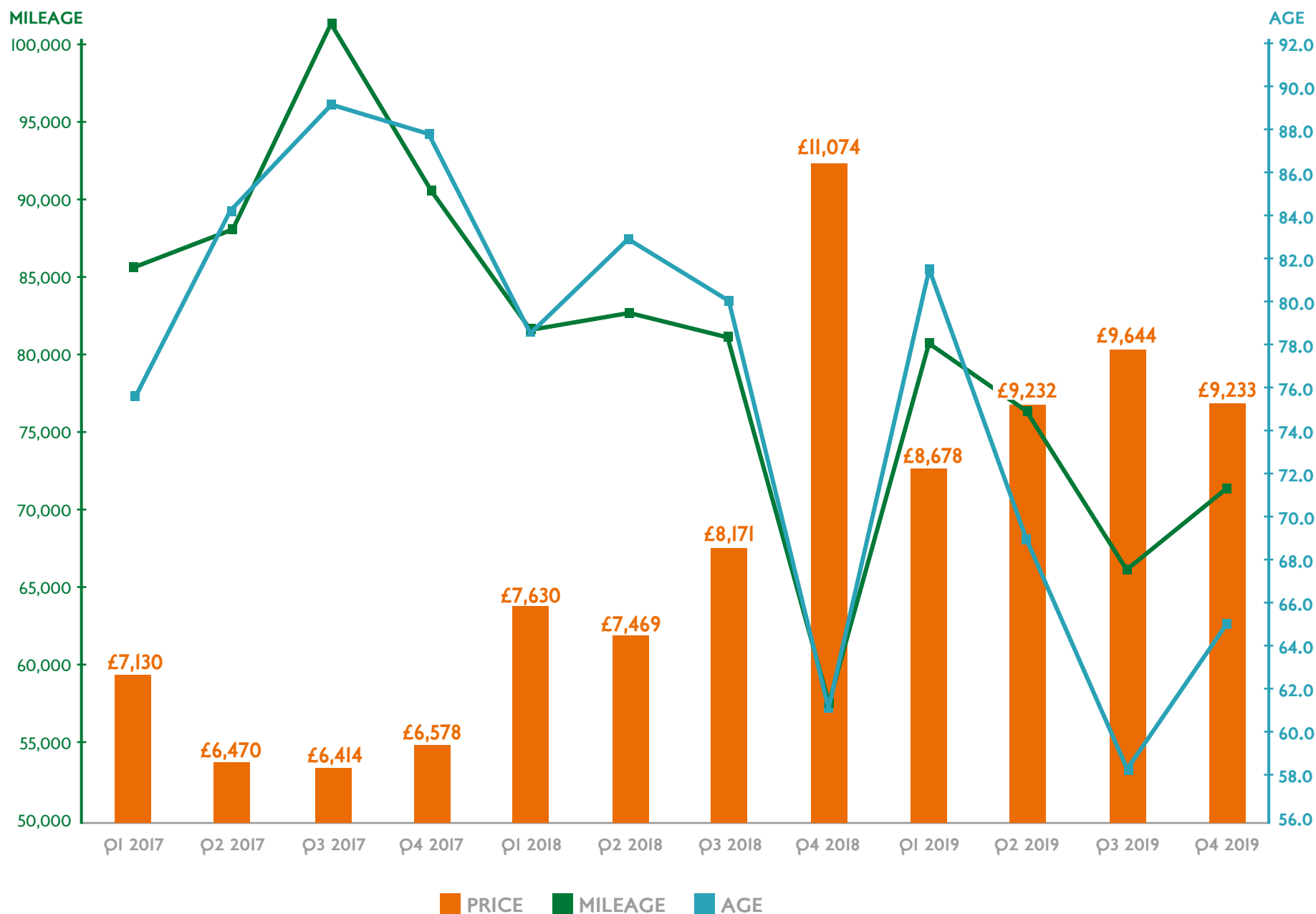
# > VANS MARKET PROFILE



## > VANS MARKET SUMMARY

- Average van prices rose in Q4 by £250 to £4,573 to the third highest price across the three years of the Aston Barclay insights report.
- Average age and mileage rose for the second successive quarter to 70 months and 104,000 miles.
- Ex-fleet stock accounted for this continued rise in age and mileage.

# > DOUBLE CAB PICK UP MARKET PROFILE





## > DOUBLE CAB PICK UP SUMMARY

- Average prices fell by £411 in Q4 based on an increase in average age and mileage to 64.5 months and 70,000 miles.
- Prices have remained strong across the whole of 2019 having started Q1 at £8,678 and finished Q4 at £9,233.
- Age, mileage and condition are major considerations for consumers who want the vehicles for recreational use.

# Why buy from Aston Barclay?

1

## FREE to open!

100% free to apply online freeing up cash for the benefit of your business. You just need to provide proof of address and proof that you are in the Motor Trade such as Trade Insurance Certificate or Trade Plate documents to submit your application.



4

## Reduced e-Xchange Buyer Fees

Source vehicles direct from dealerships and other vendors via our online 24/7 platform, e-Xchange. Vehicles can be purchased prior to physical auction either by accepting the Buy Now price, or by submitting your best bid. Stock purchased online benefits from reduced levels of Buyer Fee!



7

## Post sale vehicle Enhancement

Enhance your forecourt stock post-sale, pre-delivery with SMART Repair and wheel refurbishment available at every centre helping you to reduce stocking days and drive value from your new retail stock. Speak to our Enhanced Heroes for full details of what we can provide.



2

## Quality vendors with varied stock

Access 1,000s of vehicles from across the spectrum with top vendors including:



...to name but a few!

5

## Competitive Buyer Fees

Benefit from exclusive savings on your Buyer Fees with our highly competitive rates across all price points. Our fees have no additional hidden fees or charges and are based on your VAT status, not on your level of purchases with us.



8

## Access to unique Stock Funding

Qualifying account holders can apply for Aston Barclay Stock Funding, powered by V12 Vehicle Finance. Plans allow you to fund 100% of the invoice total including all fees and VAT, transport and Enhanced SMART Repair work up to £1,000. Ask a member of our team for more information.



ASTON BARCLAY  
STOCK FUNDING  
Powered by V12 Vehicle Finance

3

## Award winning Buyer Apps

Our Buyers' App and digital solutions won gold at the Digital Experience Awards 2019. Download our App for free for both Apple and Android and bid in any physical or digital sale from wherever you are, and whenever you want to with proxy bidding.



6

## Six award winning centres

We have six award winning centres across the UK in Chelmsford, Donington Park, Prees Heath, Wakefield and Westbury, plus our dedicated LCV centre in Leeds. The passion of our centres led to us being awarded Remarketing Supplier of the Year 2019 at the MotorTrader Awards.



9

## Dedicated Account Management

Benefit from your own dedicated Account Manager who can, if required, send you selected qualified stock on a daily or weekly basis, all tailored to your specific sourcing requirements. We also have buyer services advisors across the group to help you make the most of your activities.



10

## 3 ways to pay

Being easy to transact with is vital. Choose to pay by debit card, bank transfer or cash (up to £8,000), or if you have a stocking account, simply ask for vehicles to be added to your plan. It really is as simple as that.





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