



2024 Q4 INDUSTRY VIEW

EMPOWERING REMARKETERS THROUGH INSIGHT



WHAT

A compendium of metrics featured in the AutoIMS Sales Scorecard that reflects the AutoIMS database (with few needed exclusions)—a vast majority of the commercial sales volume at wholesale auto auctions in North America.

WHY

To offer a starting point for meaningful benchmark comparisons, adding further value to the AutoIMS Sales Scorecard.

HOW

The AutoIMS Analytics team taps our database and uses advanced visualization tools to produce a useful readout for the current period and comparisons to previous years.

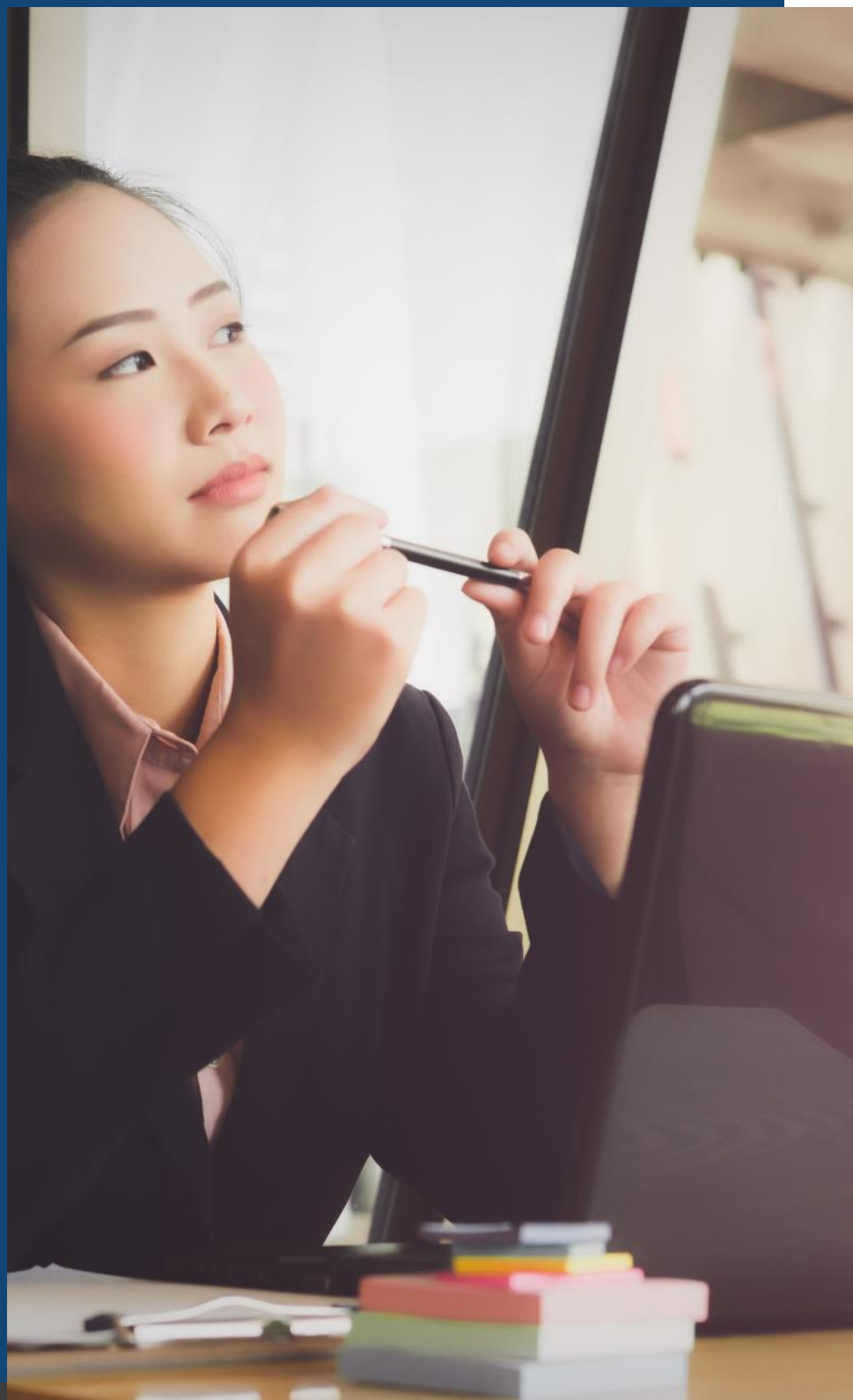
WHO

To be shared with AutoIMS clients, industry partners, and press.

WHEN

Published quarterly

ABOUT THE AUTOIMS INDUSTRY VIEW



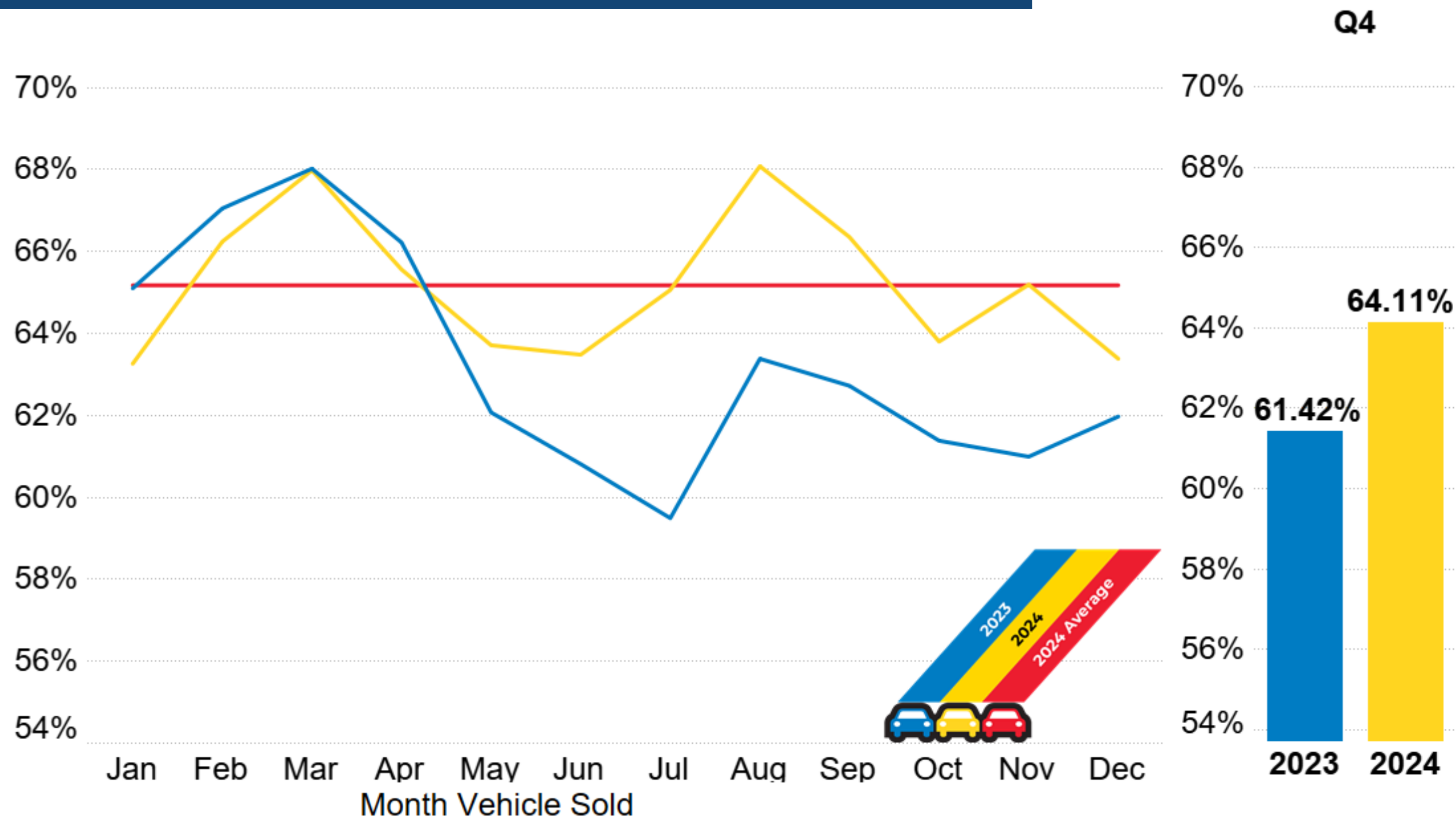
FOOD FOR THOUGHT

In a year that felt familiar yet held its own quiet surprises, the 2024 AutoIMS Industry View offers insights into the patterns and progress shaping the remarketing landscape. Before diving into the analytics, take a moment to consider what consistent growth and subtle shifts might mean for the road ahead.

THINGS TO KEEP IN MIND

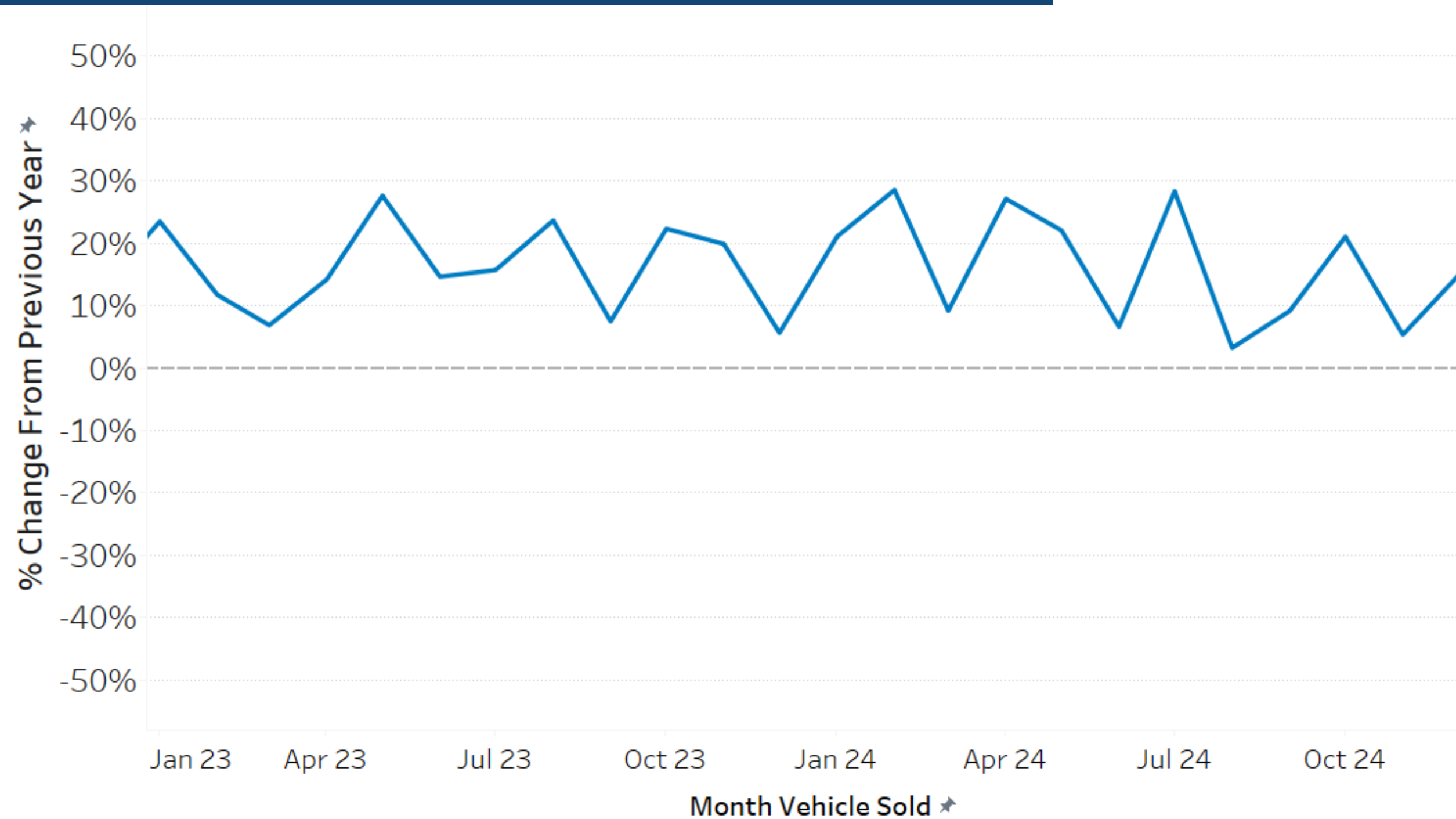
CONVERSION RATE

The % of vehicles sold on a day in which they were offered.



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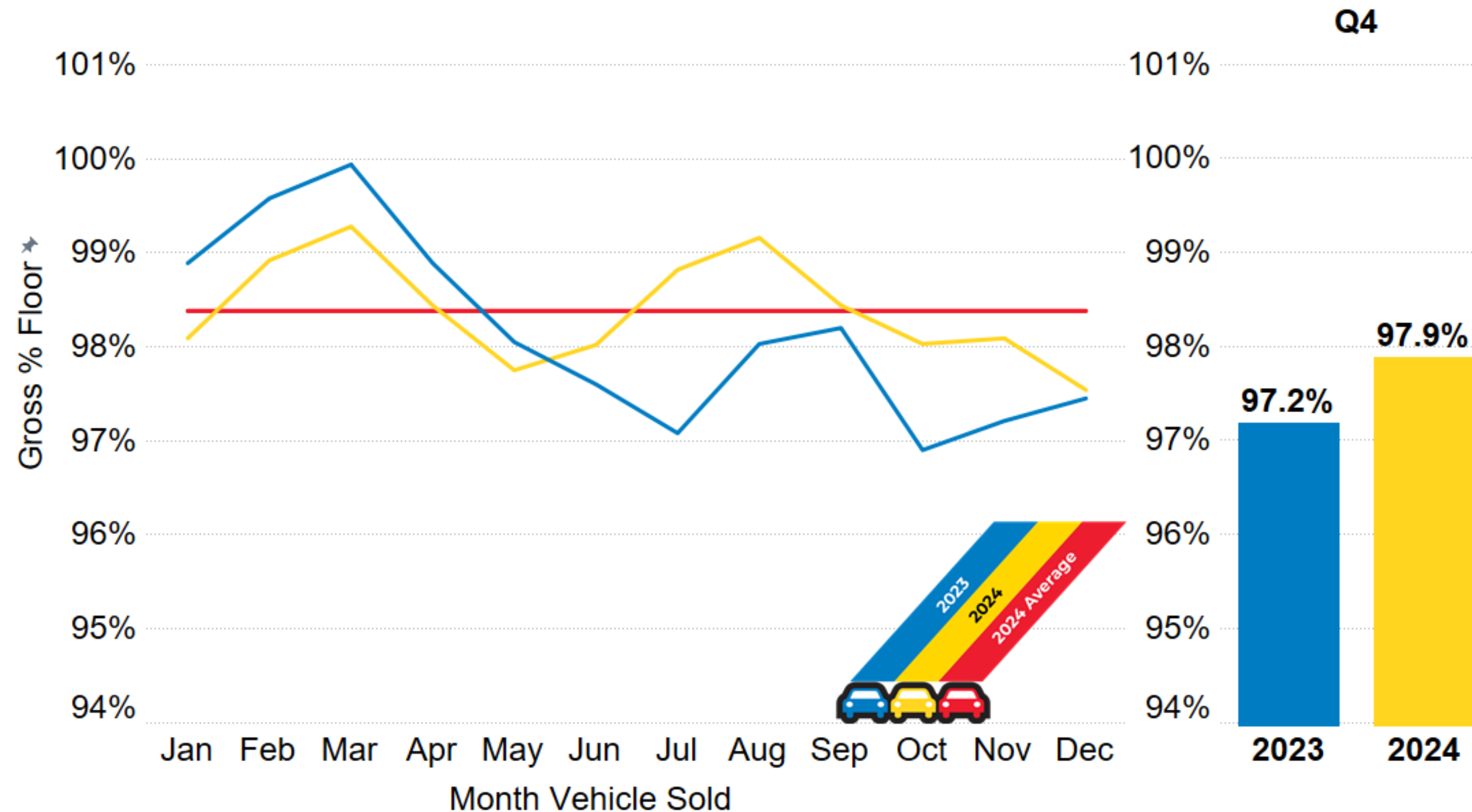
VEHICLES SALES VOLUME % CHANGE



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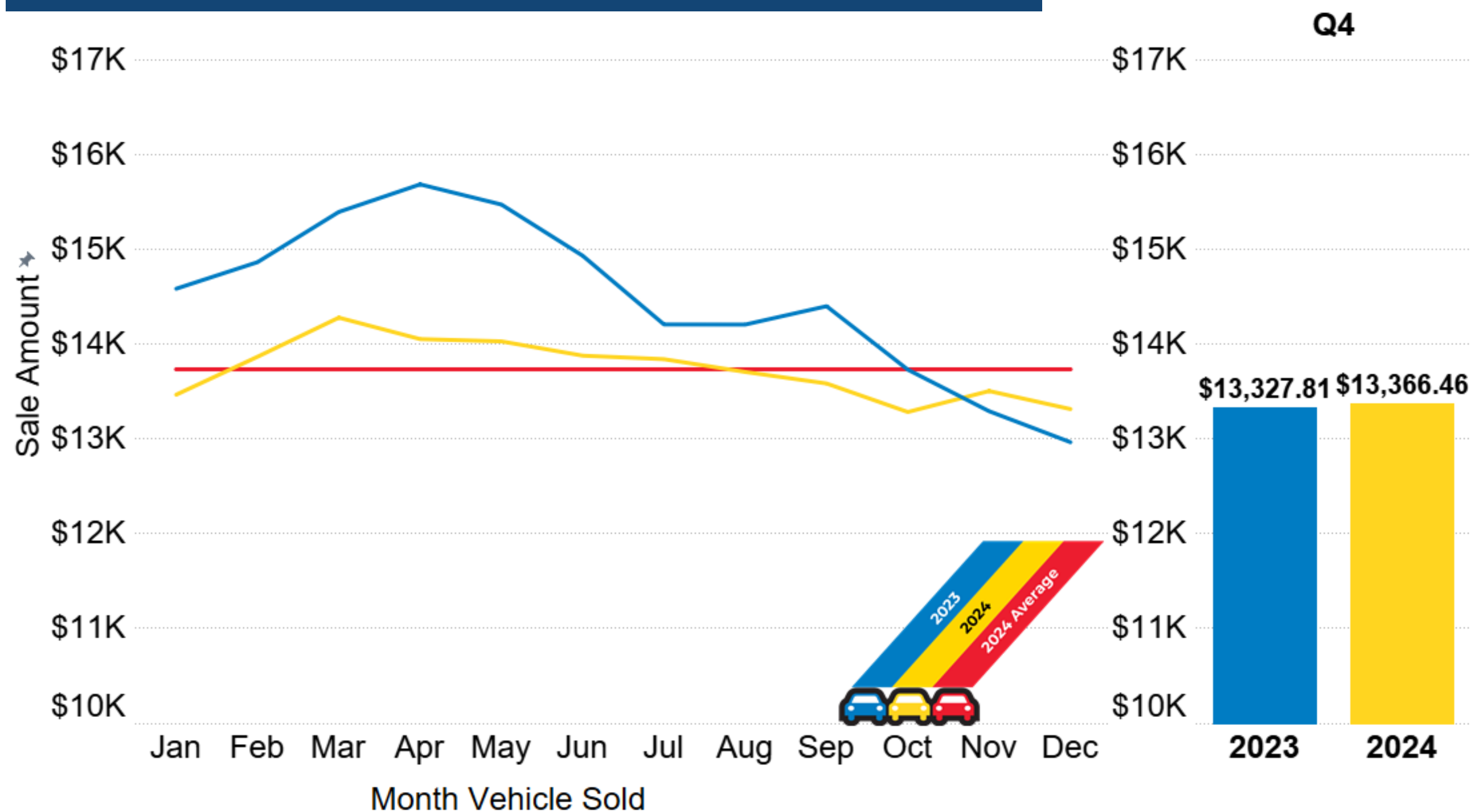
GROSS SALES PRICE AS A % OF FLOOR PRICE

Only includes vehicles which had a Floor Price in AutoIMS



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AVERAGE SALE PRICE

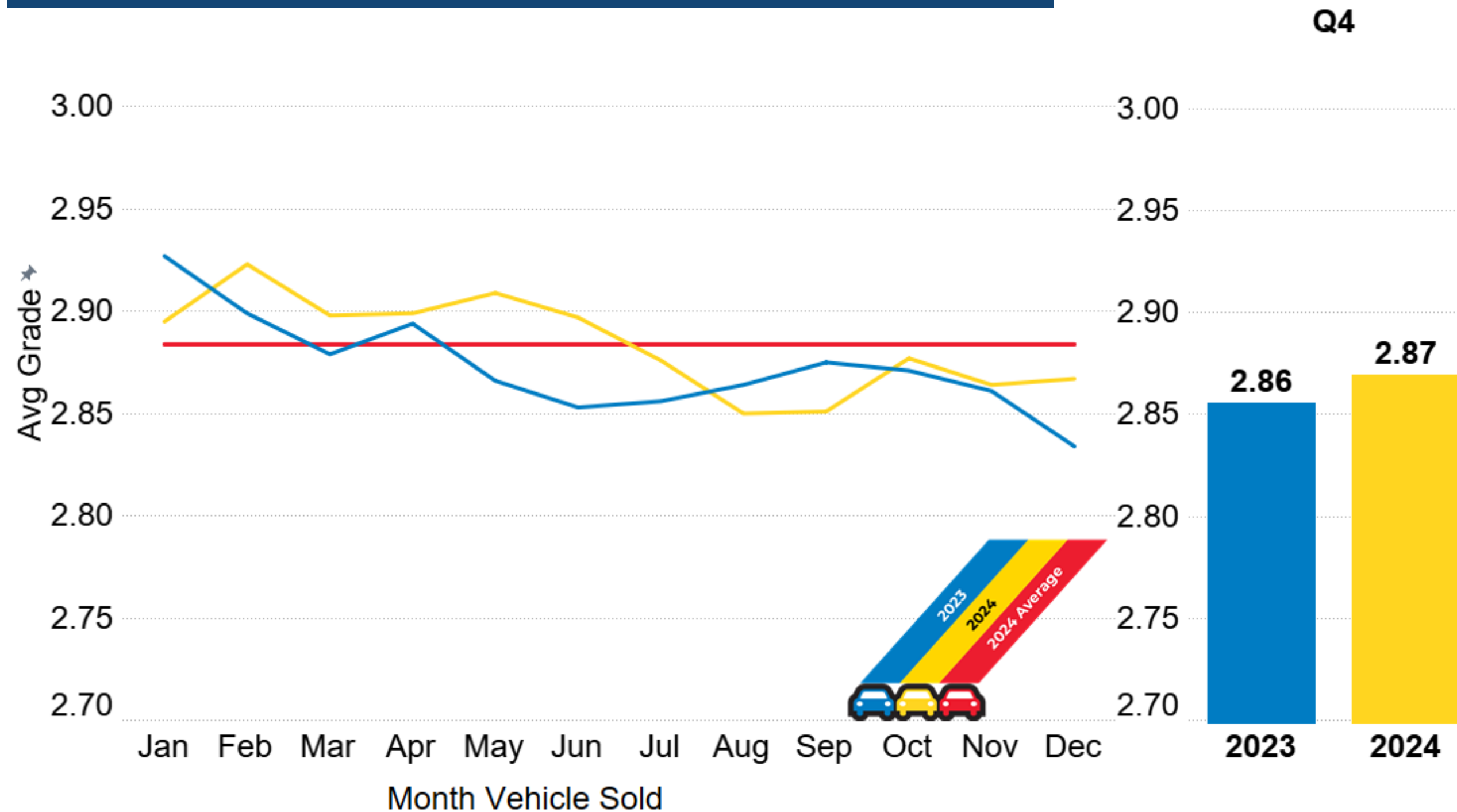


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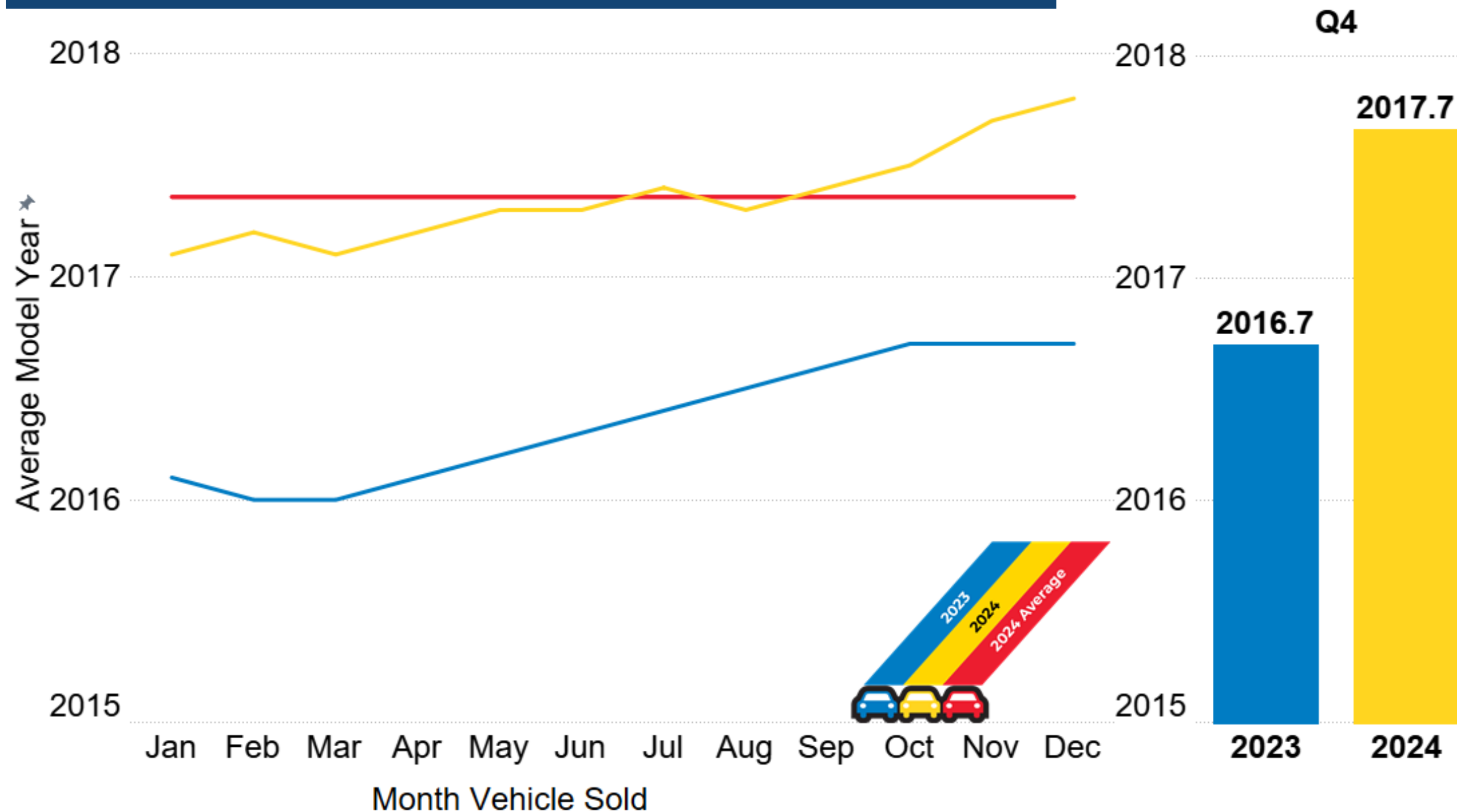
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



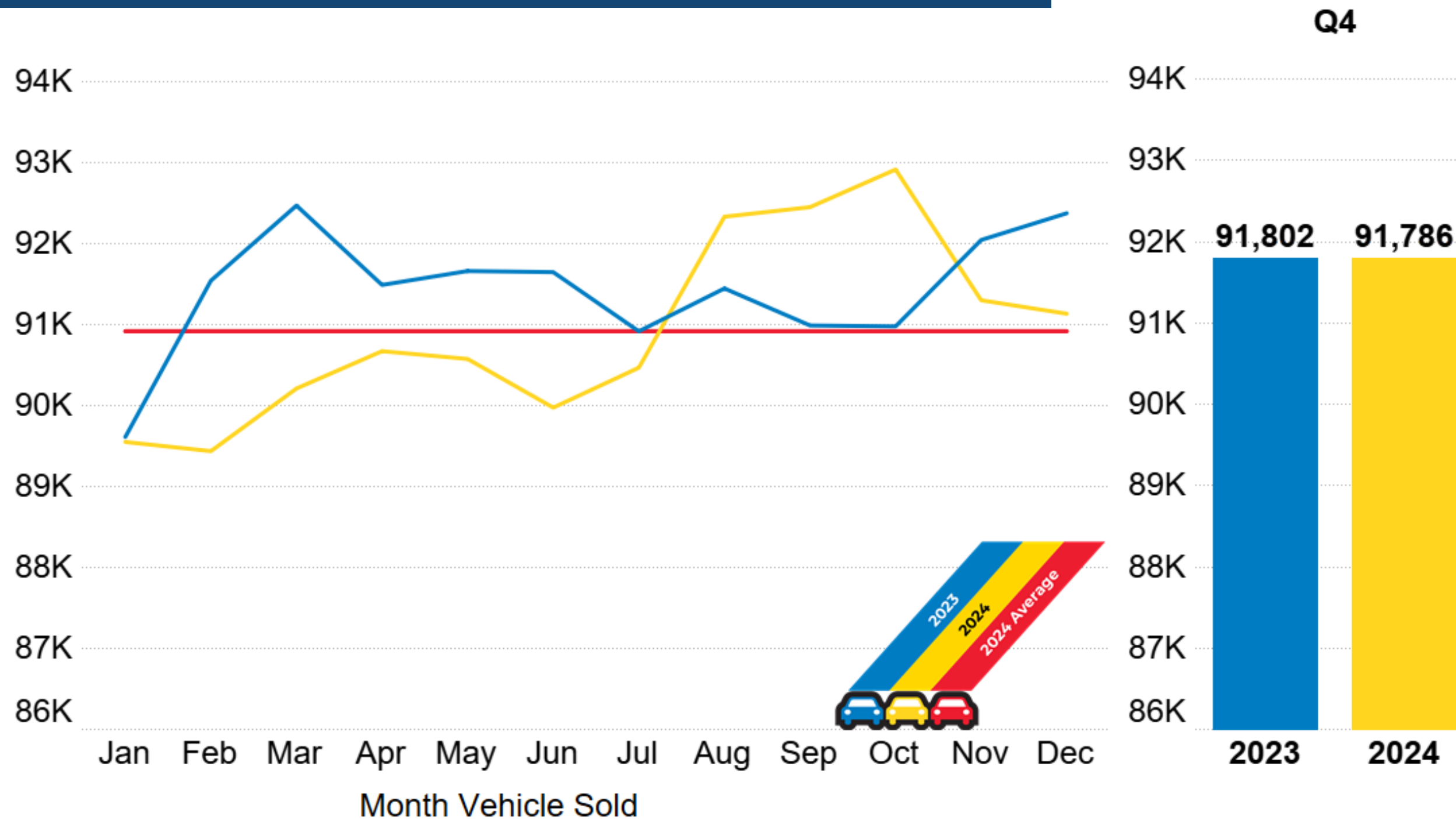
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AVERAGE MODEL YEAR



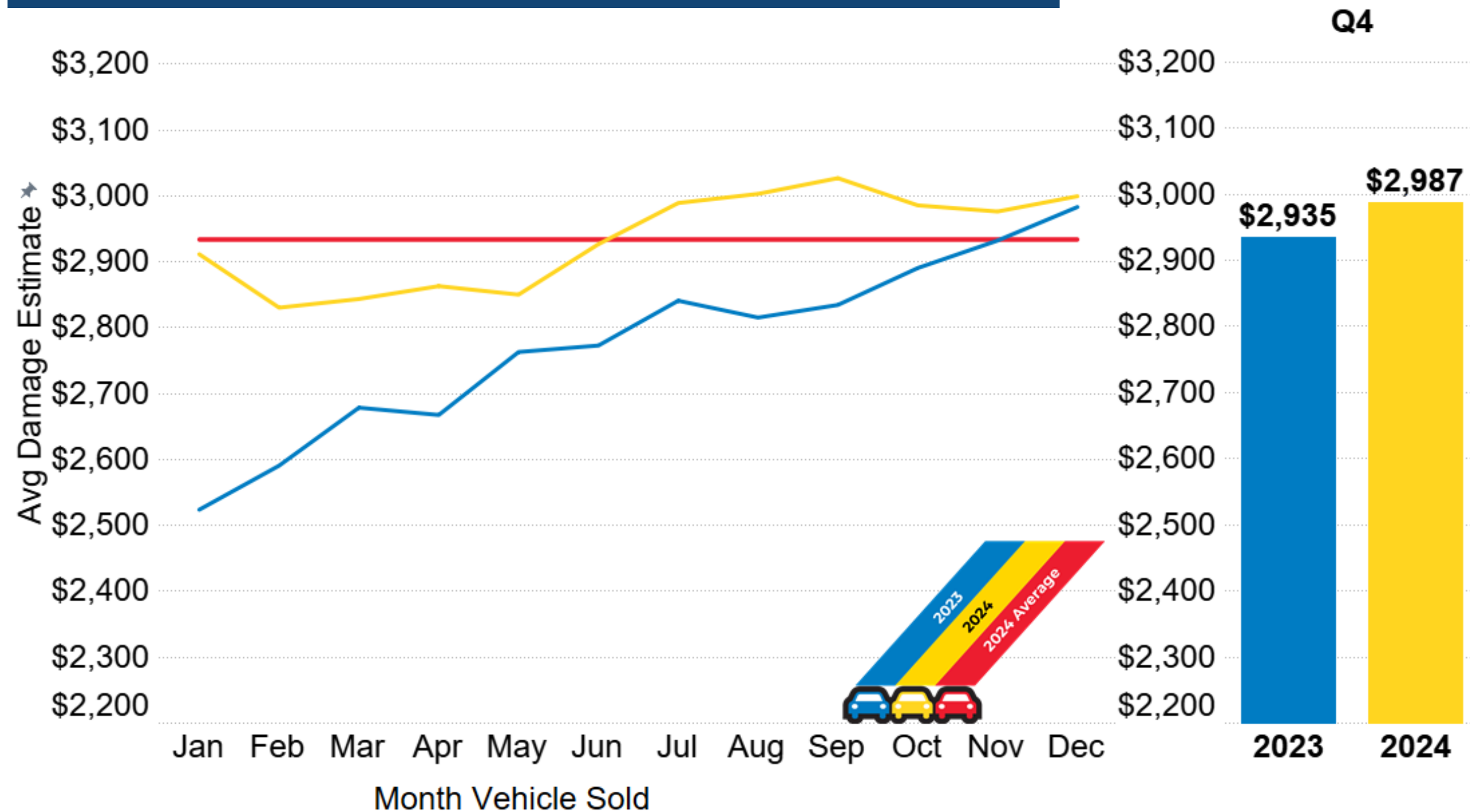
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AVERAGE MILEAGE



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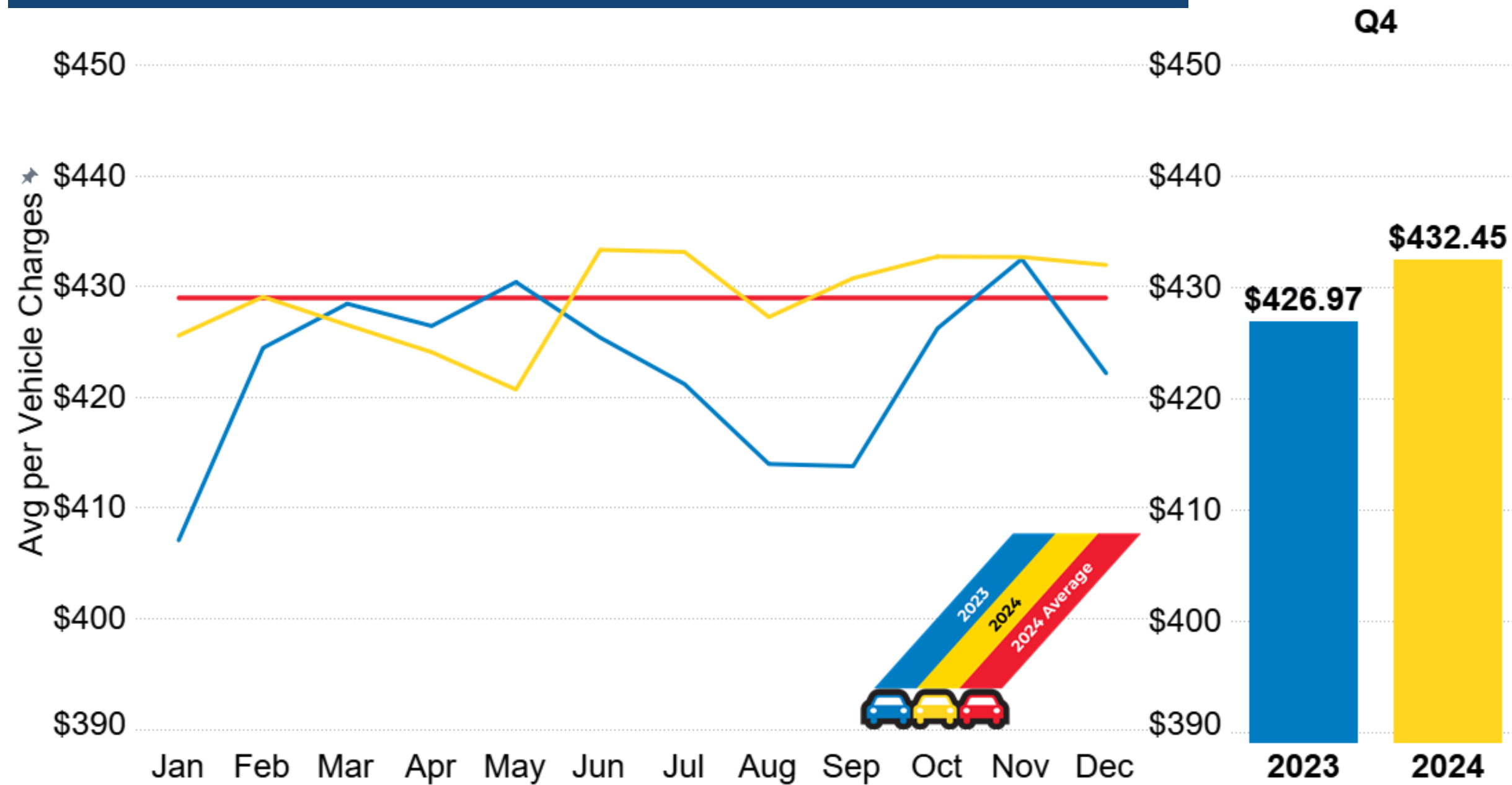
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement

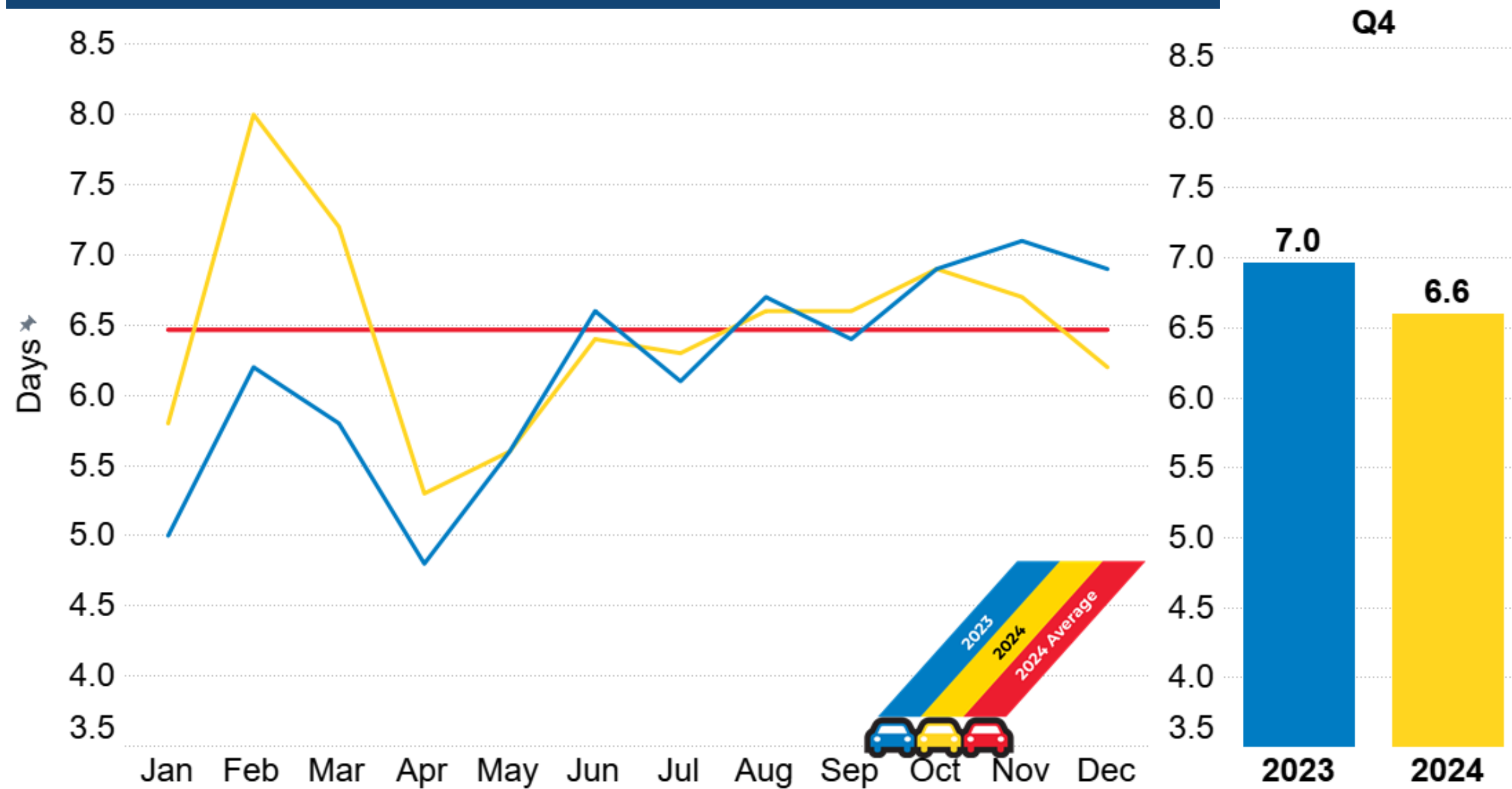


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AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in

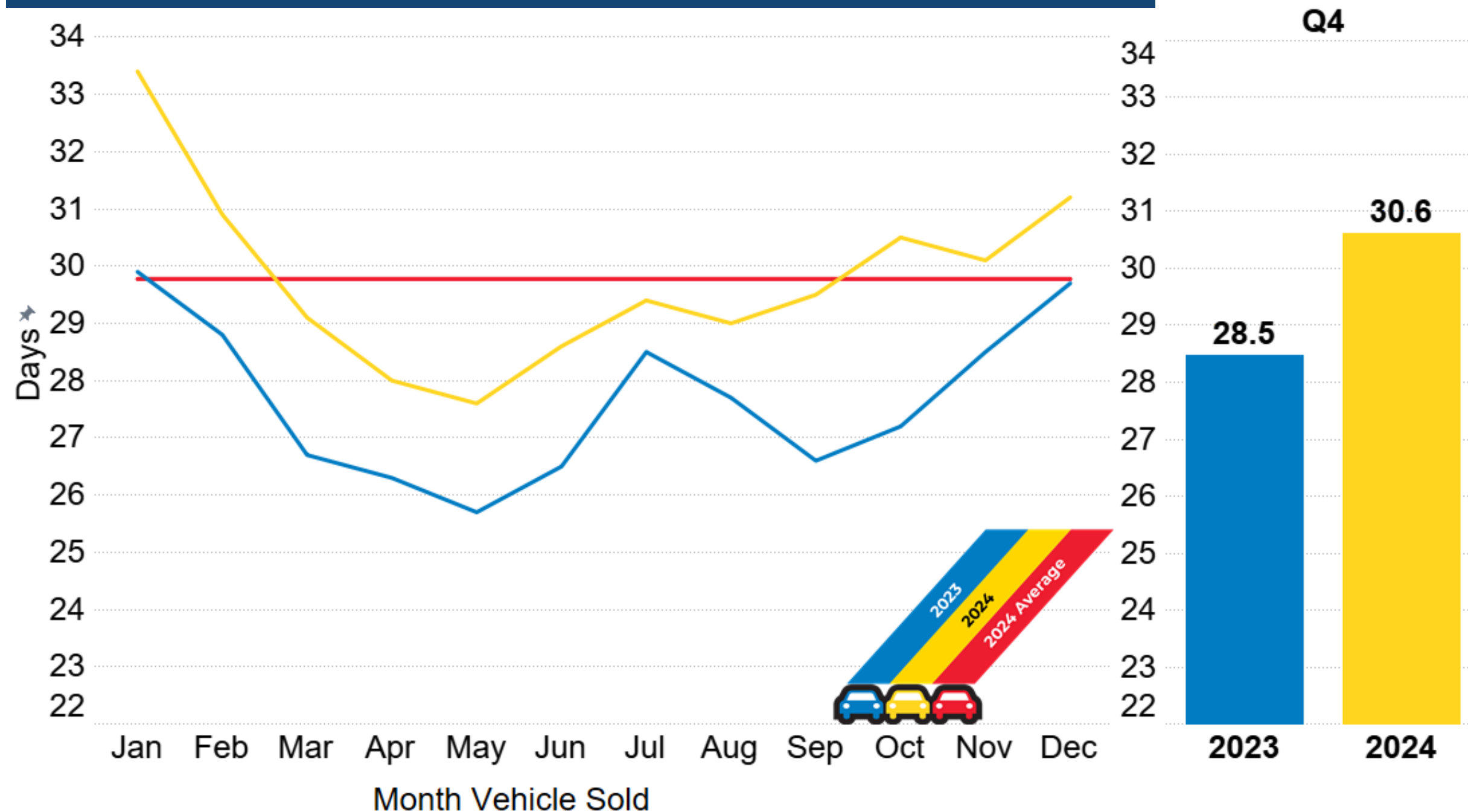
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



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AVERAGE DAYS - SECURED TO SOLD

Total timeline from auction arrival to sale



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INDUSTRY Q4 VIEW

2024: A YEAR OF STABILITY AND SUBTLE PROGRESS

As 2024 came to a close, the AutoIMS team reviewed the year's metrics, uncovering a narrative of familiarity and subtle nuance. On the surface, 2023 and 2024 mirrored each other, with key indicators showing near-identical performance. However, the data also revealed subtle shifts that could inform future strategies.

Conversion rates showed a slight improvement, with vehicles moving off the lot more efficiently—a positive trend highlighting incremental gains in remarketing strategies. Continuing the trend of the last several years, volumes steadily increased in 2024.

Average sale prices remained remarkably consistent throughout 2024, offering a stable benchmark for transactions. Similarly, average mileage and average damage estimates held steady.

Operationally, the time from assignment to securing a vehicle improved slightly, showcasing process optimizations. However, the time from secured to sold increased marginally, attributed to higher volumes and softer demand, highlighting the challenges of balancing inventory with market readiness.

In summary, 2024's story was one of quiet progress and resilience. With conversion rates improving, sales volumes growing, and operational efficiencies advancing, AutoIMS clients are well-prepared to adapt to evolving market conditions. These insights lay a solid foundation for success as the industry moves into 2025.





PULL YOUR DATA

FREE TOOLS ARE AVAILABLE TO
GET YOUR OWN INSIGHTS:

Sales Scorecard

LiveAnalytics

Live Reports

and more



CONTACT US

AutoIMS Solutions & Support Teams are standing by to help you solve pressing issues, brainstorm new ideas, and guide you through these tools:

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