



2024 Q2 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



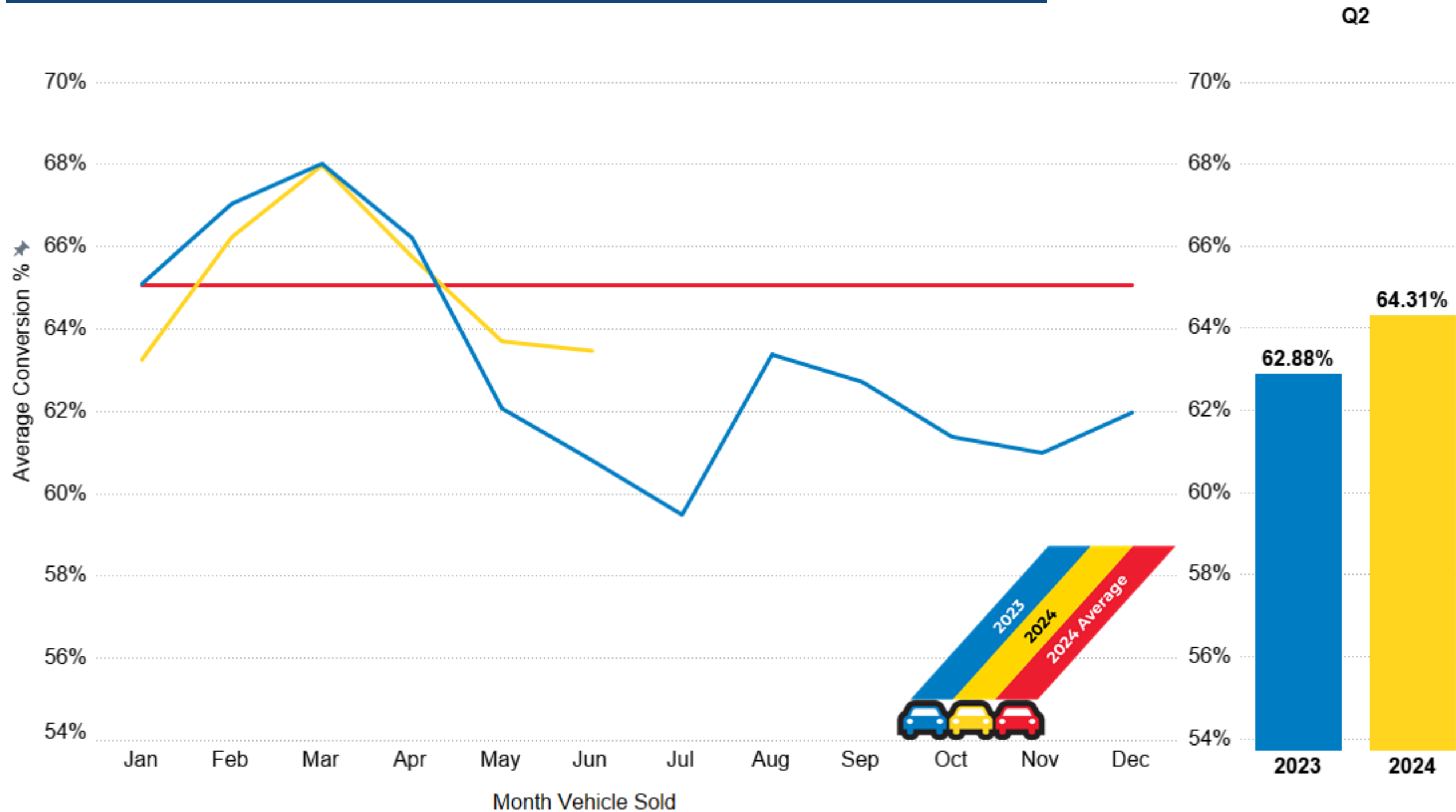
FOOD FOR THOUGHT

As we delve into the data for the second quarter of 2024, it's important to consider the broader trends and underlying currents shaping the used car market. Each metric offers a glimpse into the complex interplay of supply, demand, and market behavior. This quarter, much like the first, reflects both the challenges and opportunities within our industry. From rising volumes to fluctuating prices, every data point tells a part of the story. As you review the figures, think about the factors that could be driving these trends and what they mean for the future. Are we witnessing a return to stability, or are there deeper shifts at play? The answers lie in the details, waiting to be uncovered.

THINGS TO KEEP IN MIND

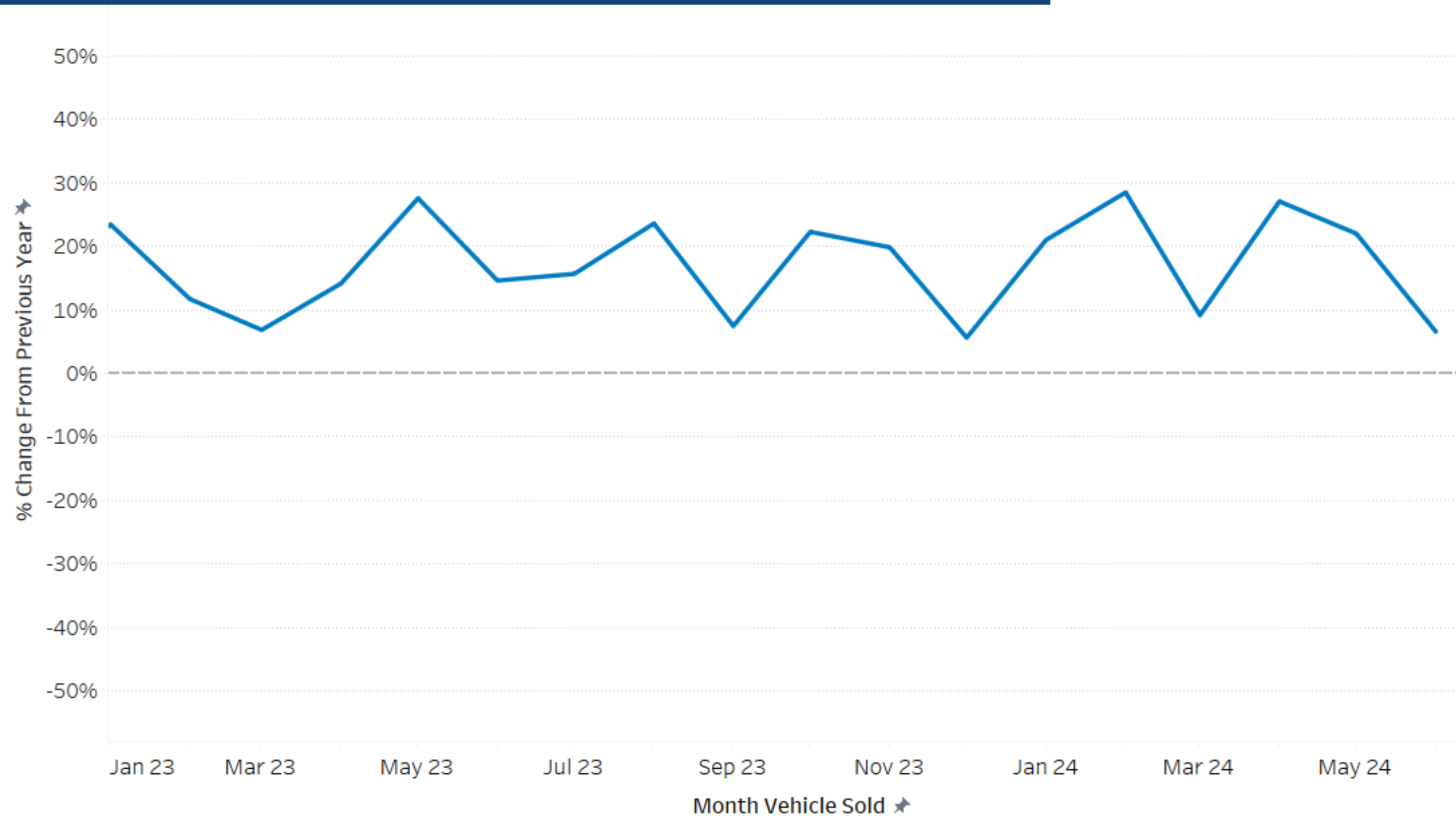
CONVERSION RATE

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



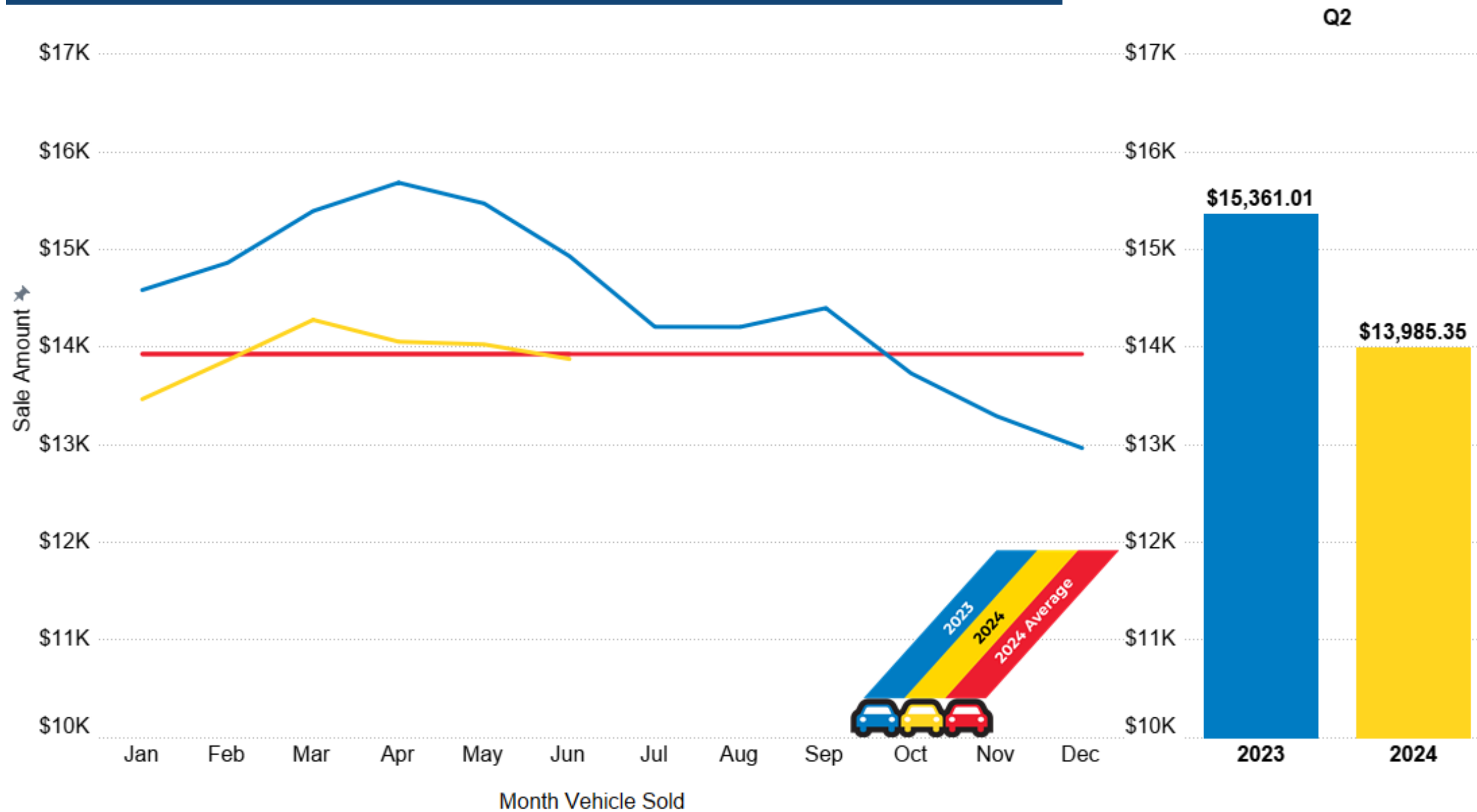
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VEHICLES SALES VOLUME % CHANGE



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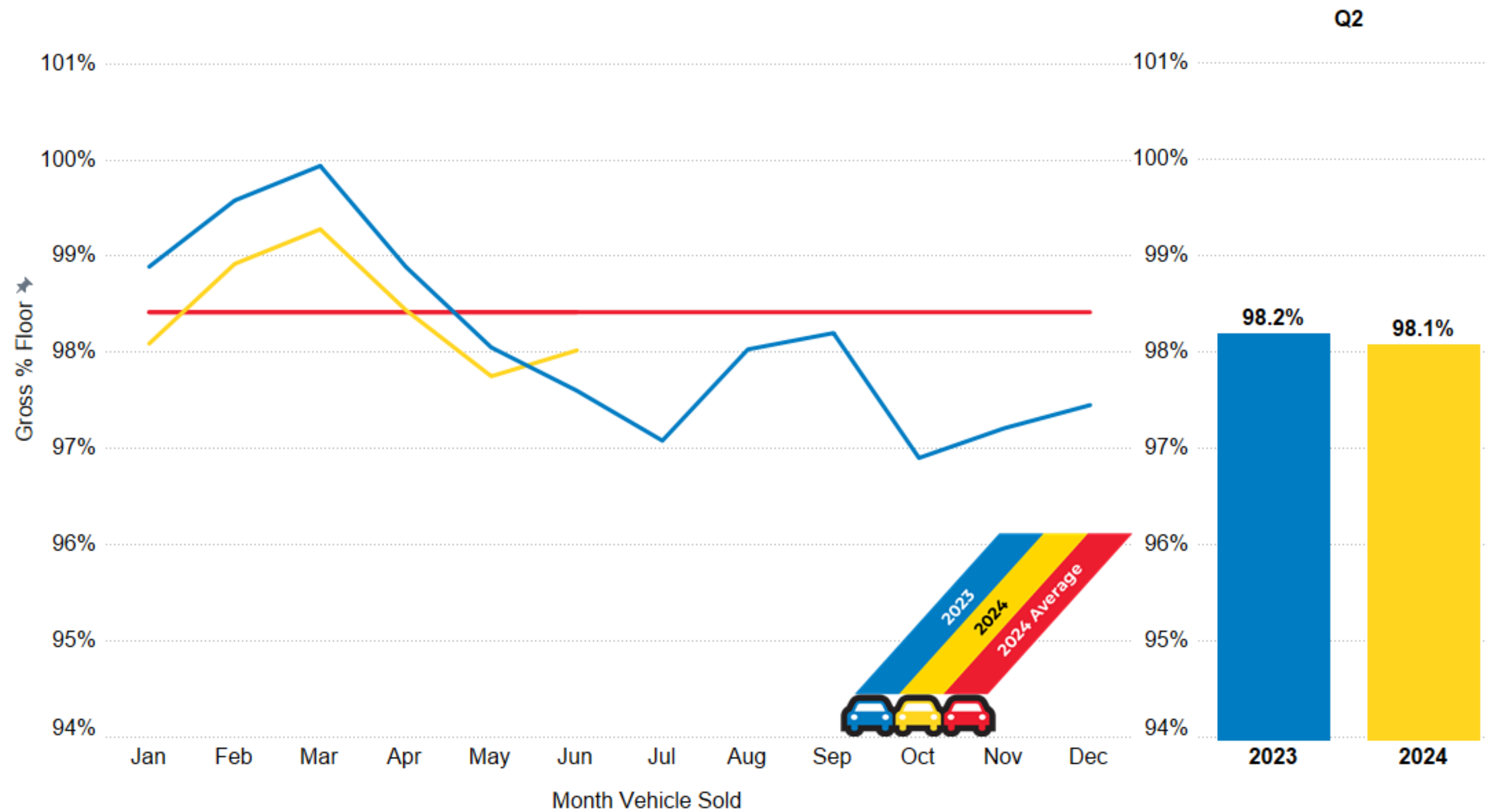
AVERAGE SALE PRICE



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GROSS SALES PRICE AS A % OF FLOOR PRICE

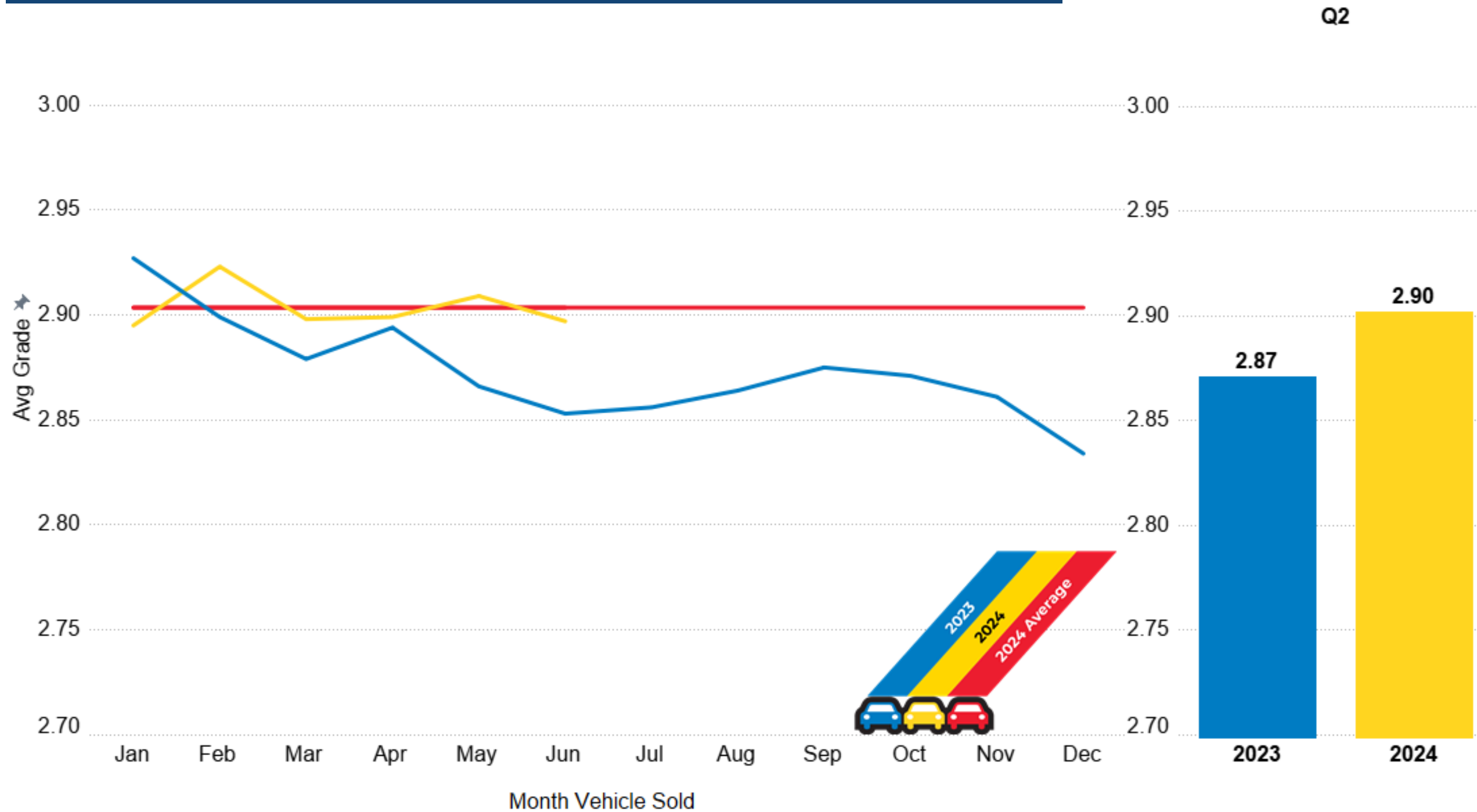
Only includes vehicles which had a Floor Price in AutoIMS



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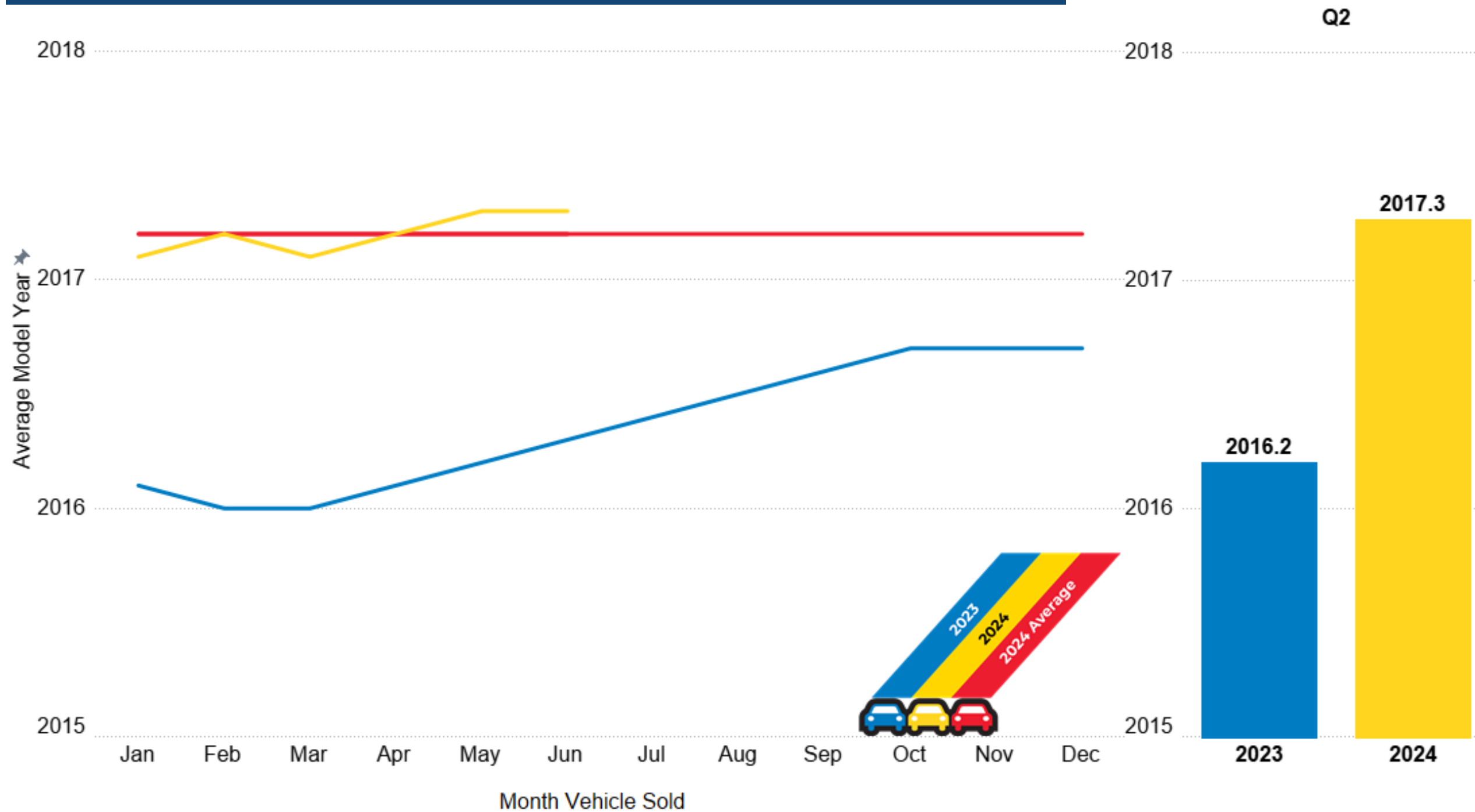
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



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AVERAGE MODEL YEAR

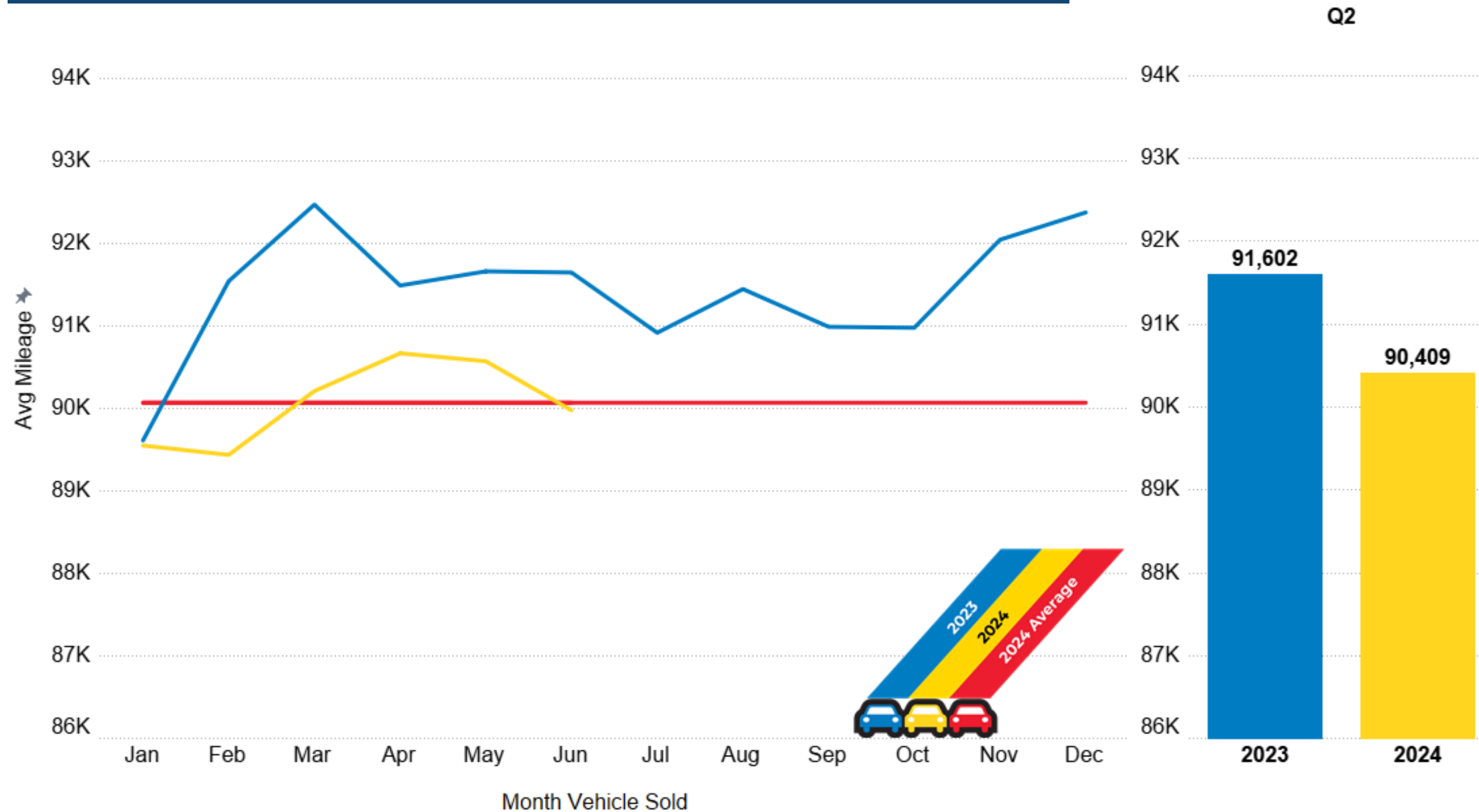


Q2



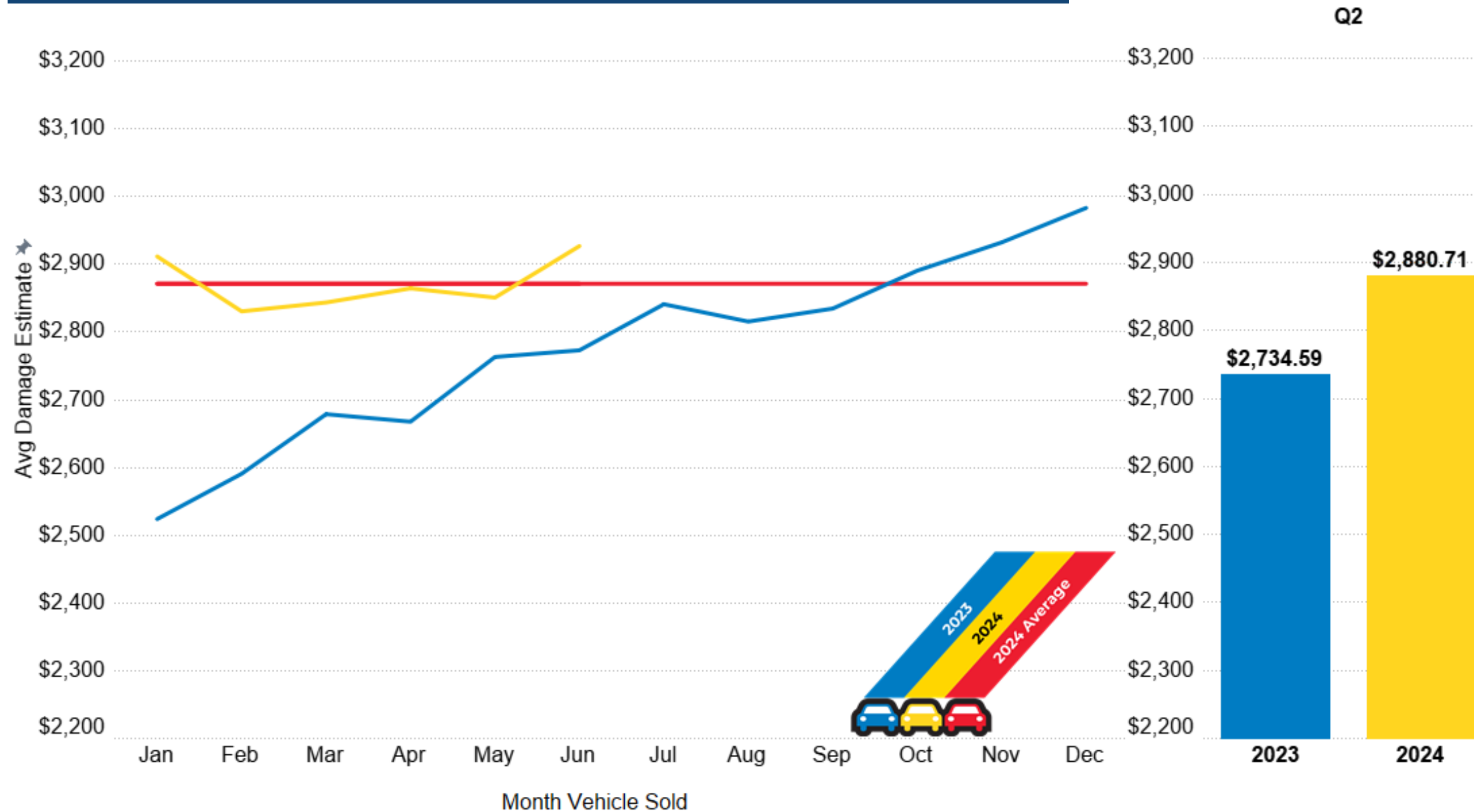
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AVERAGE MILEAGE



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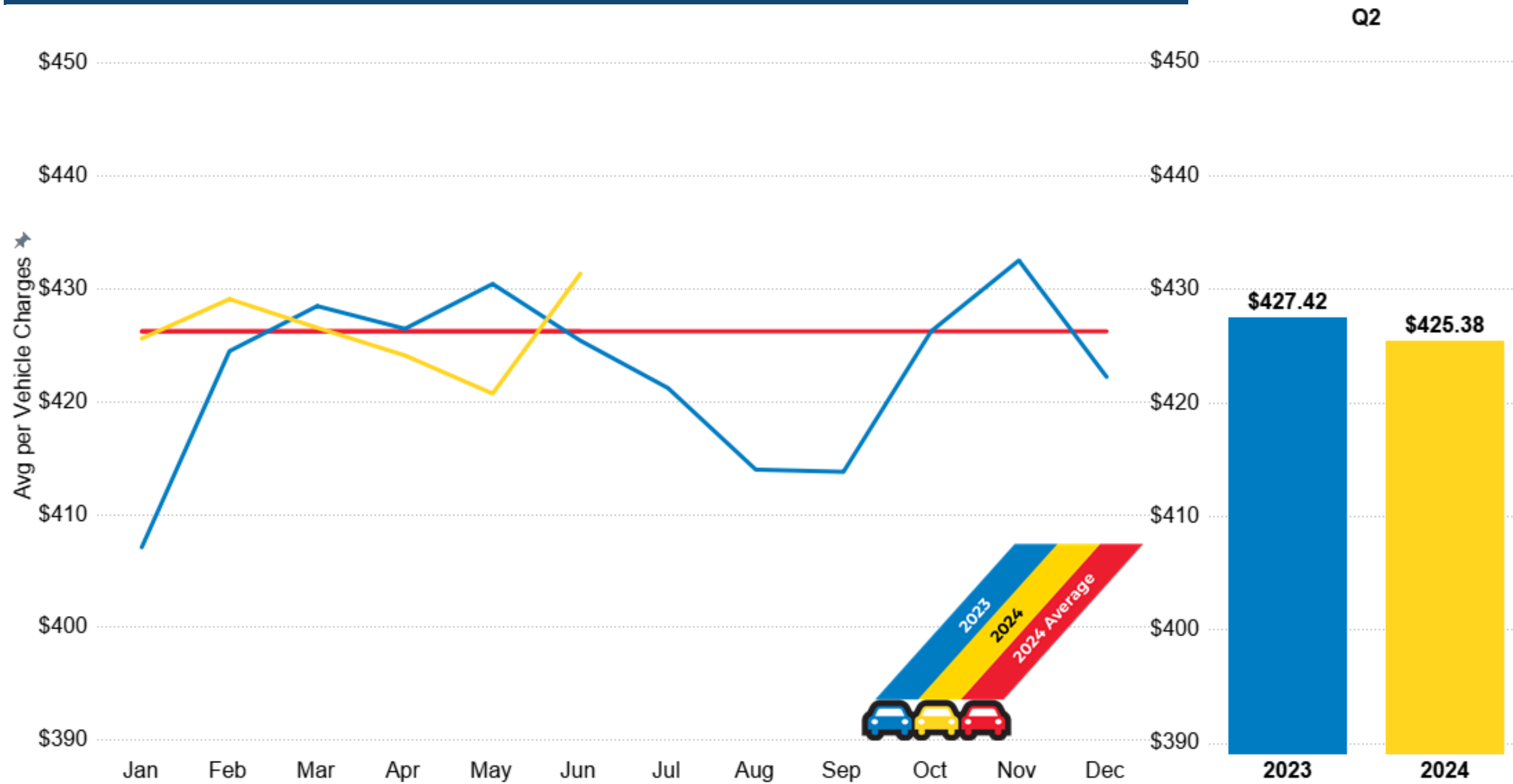
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement

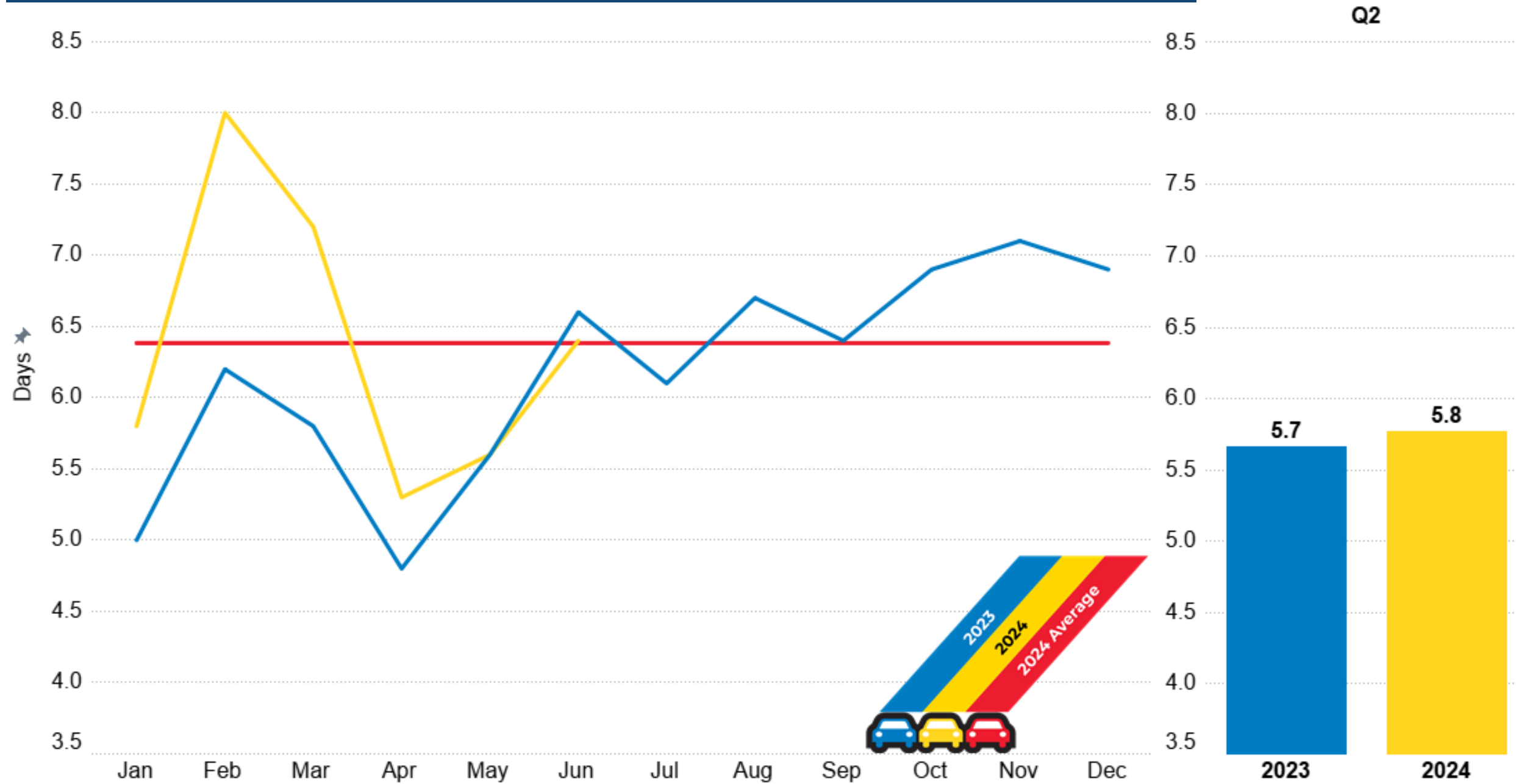


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AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in

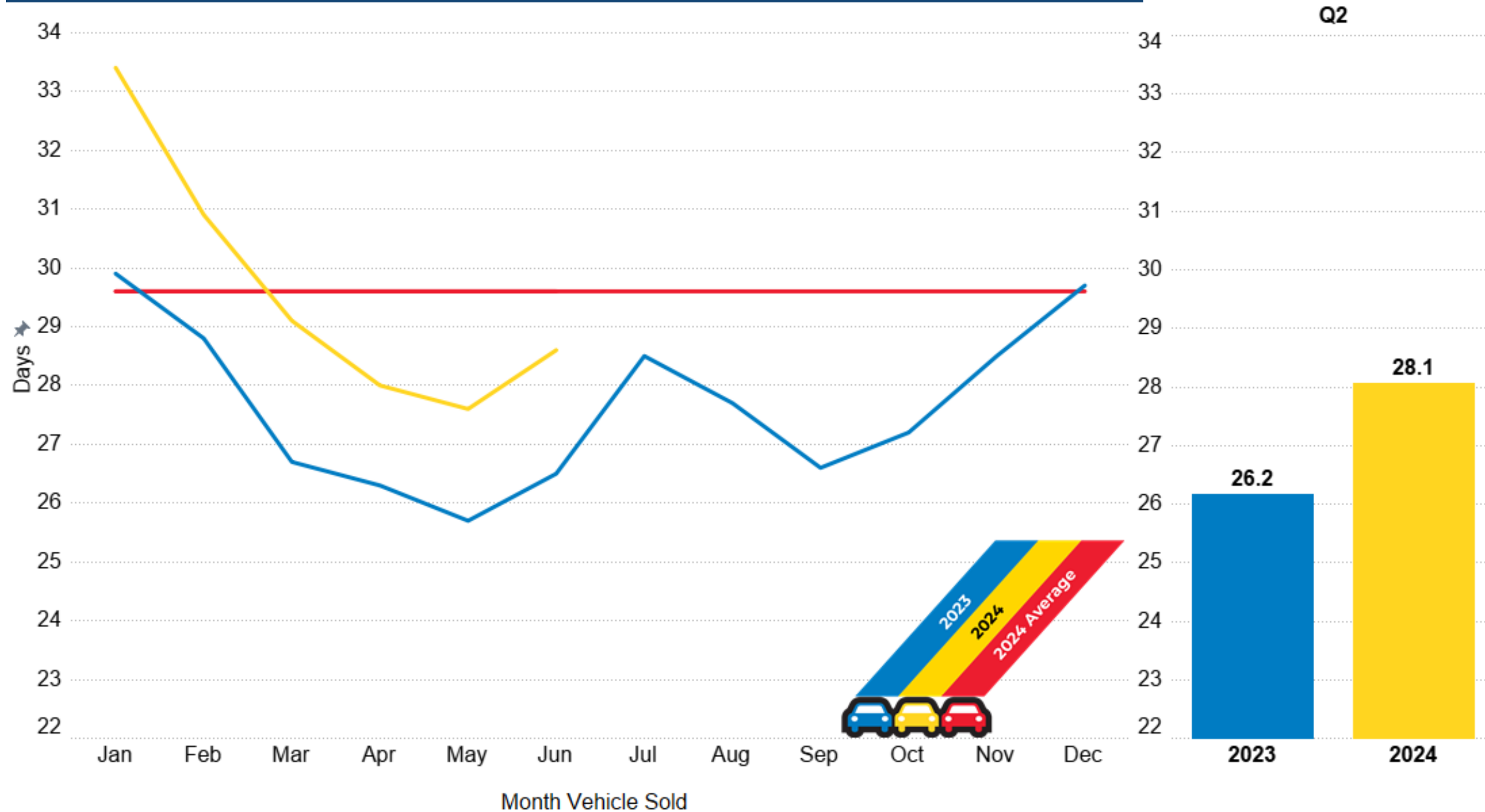
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



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AVERAGE DAYS - SECURED TO SOLD

Total timeline from auction arrival to sale



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INDUSTRY Q2 VIEW

Q2 2024 INDUSTRY VIEW ANALYSIS

The stats for Q2 of 2024 tell essentially the same story as they did for Q1. Hopefully, this means the market is moving in a more stable and predictable direction. The good news is that volumes continue to rise; in fact, we've seen steady volume growth each month for the last 2 years. Prices continue to be lower in 2024, by about \$1K, than the same months in 2023. Damage estimates, which grew steadily over the course of 2023, seem to be stabilizing. In 2024 it's taking a bit longer to sell vehicles. While there is some seasonality to the number of days from secured to sold, throughout 2024 so far we've seen a consistent 1 to 3 day increase in this important metric. It may just take more time to sell each vehicle when there are more vehicles to sell.

The AutoIMS Learning Institute continues to offer free courses for members to enhance sales strategies and reduce selling time, supporting ongoing adaptation in this evolving market. Enrollments are available through alisupport@autoims.com, providing valuable opportunities for continuous improvement.





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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