



2024 Q3 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

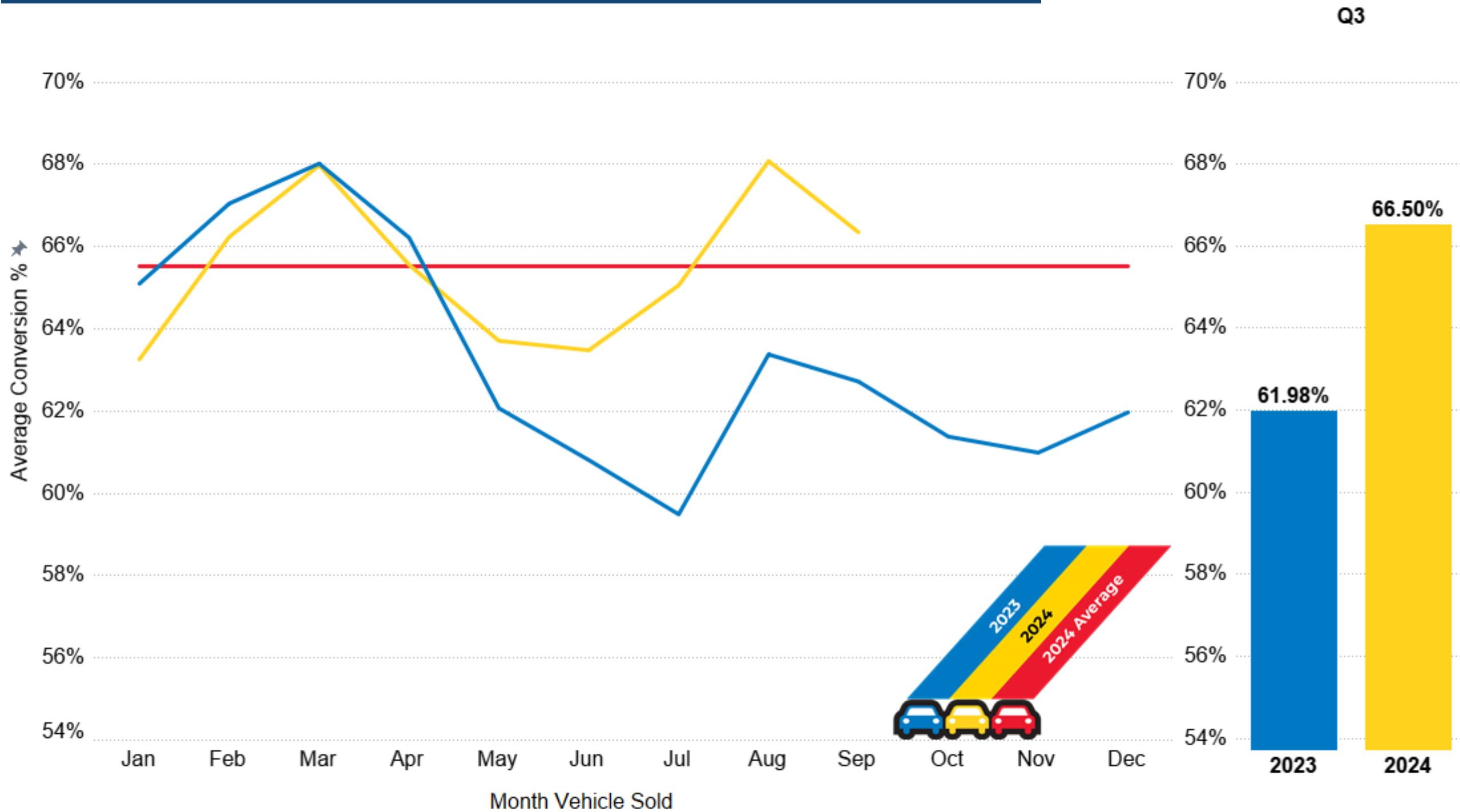
As we step into the close of another quarter, the numbers before us tell a story—but not one that’s immediately clear. In a landscape where both constants and subtle shifts coexist, we’re challenged to look deeper into what these figures represent. The market, as always, moves with its own rhythm, but this quarter reveals patterns we may not have fully anticipated. It’s not just about the data—it’s about what lies between the lines. What forces are shaping the changes we’re seeing? How are sellers, buyers, and vehicles themselves adapting to an environment that seems both familiar and foreign?

Before we dive into the details, take a moment to consider: what trends are truly driving the market, and what unexpected factors might be playing a bigger role than we think? The answers may surprise you.

THINGS TO KEEP IN MIND

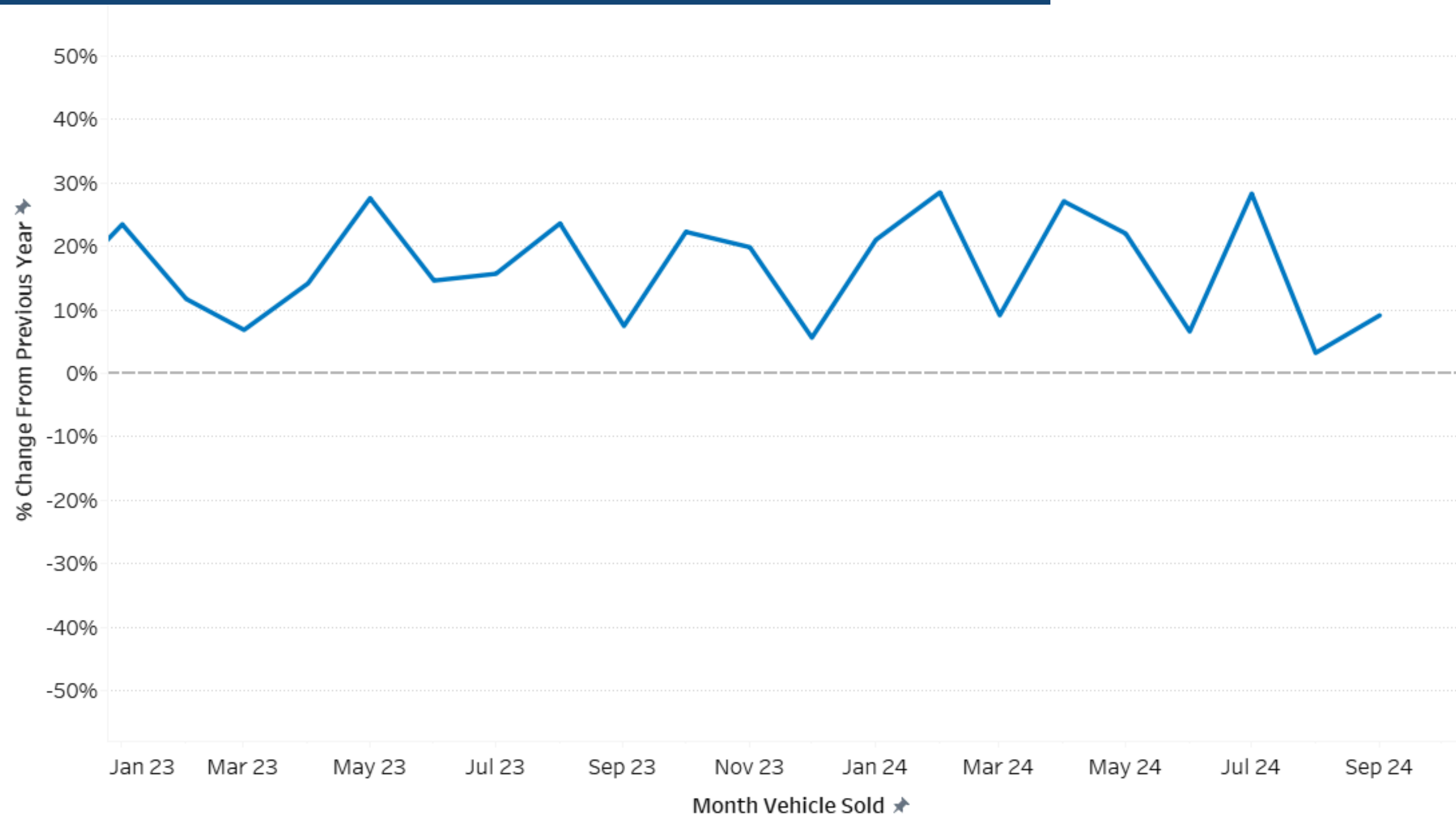
CONVERSION RATE

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



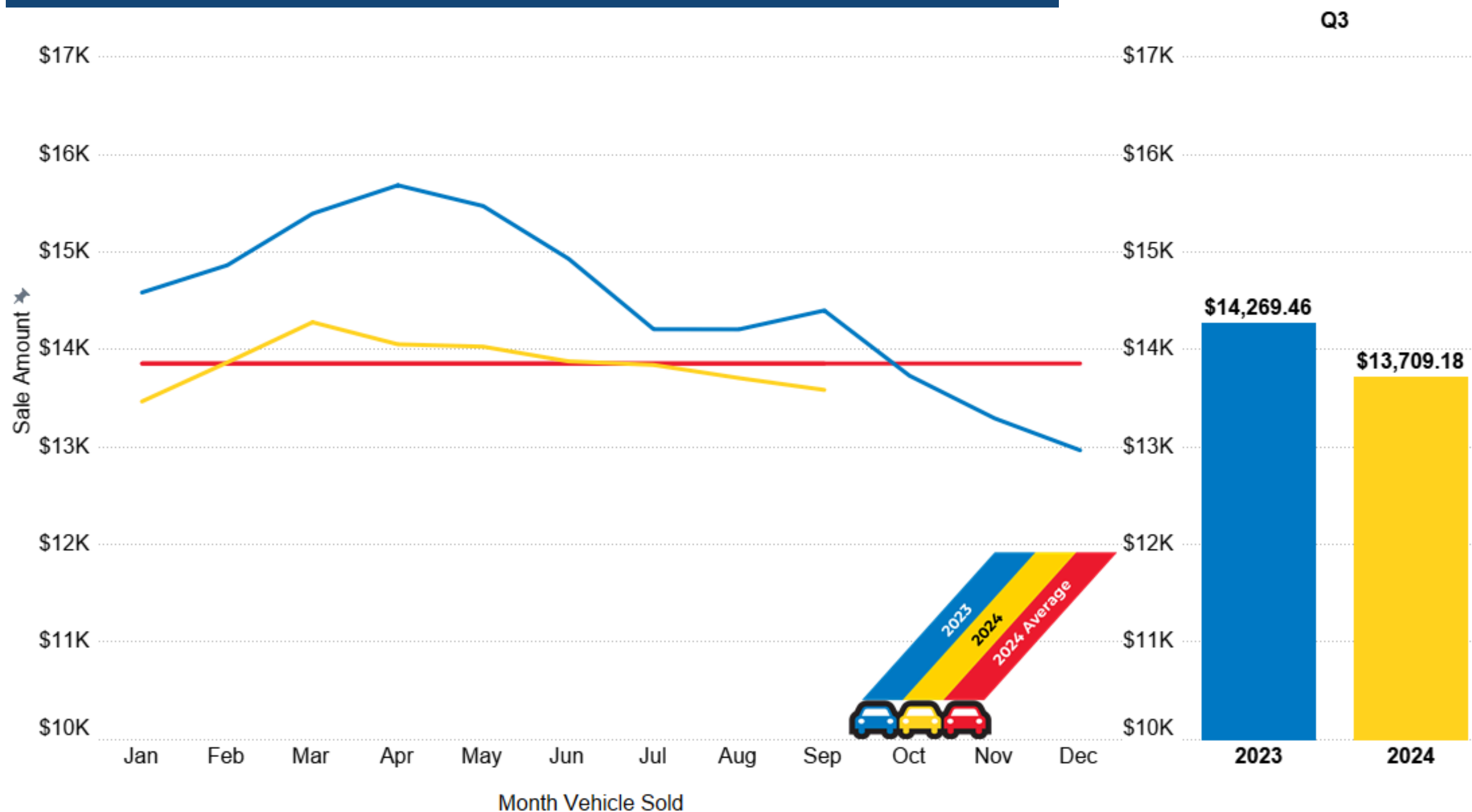
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VEHICLES SALES VOLUME % CHANGE



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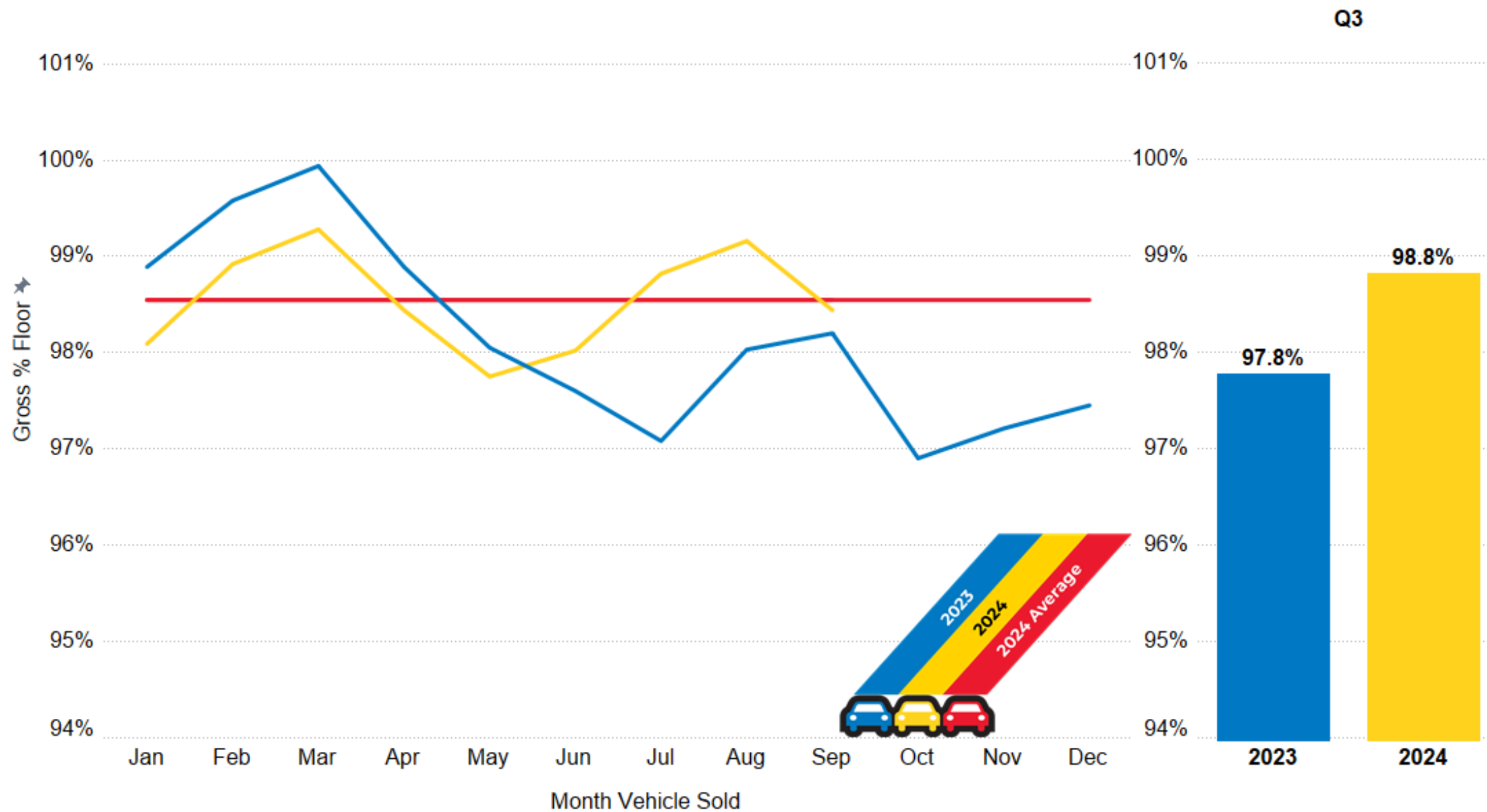
AVERAGE SALE PRICE



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GROSS SALES PRICE AS A % OF FLOOR PRICE

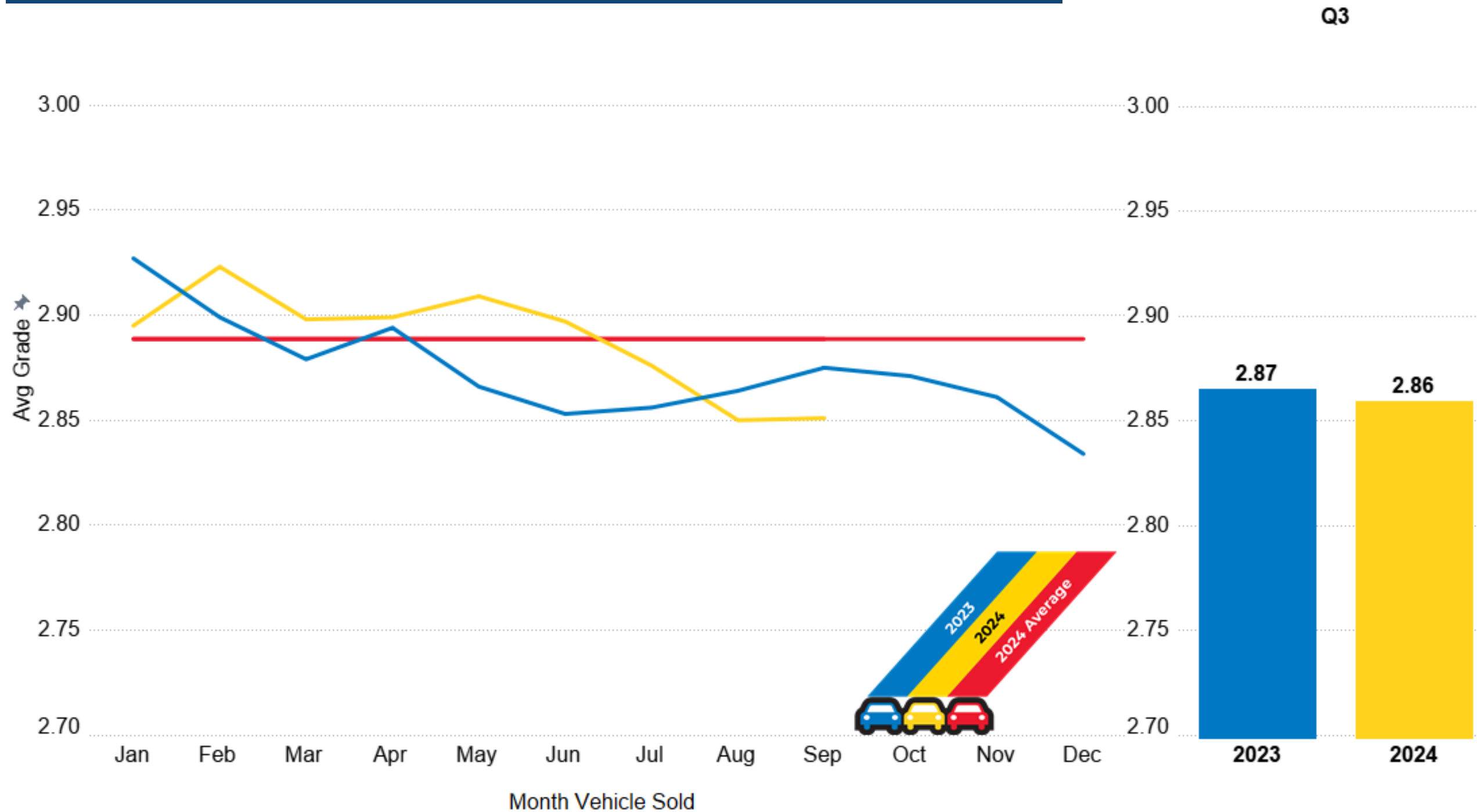
Only includes vehicles which had a Floor Price in AutoIMS



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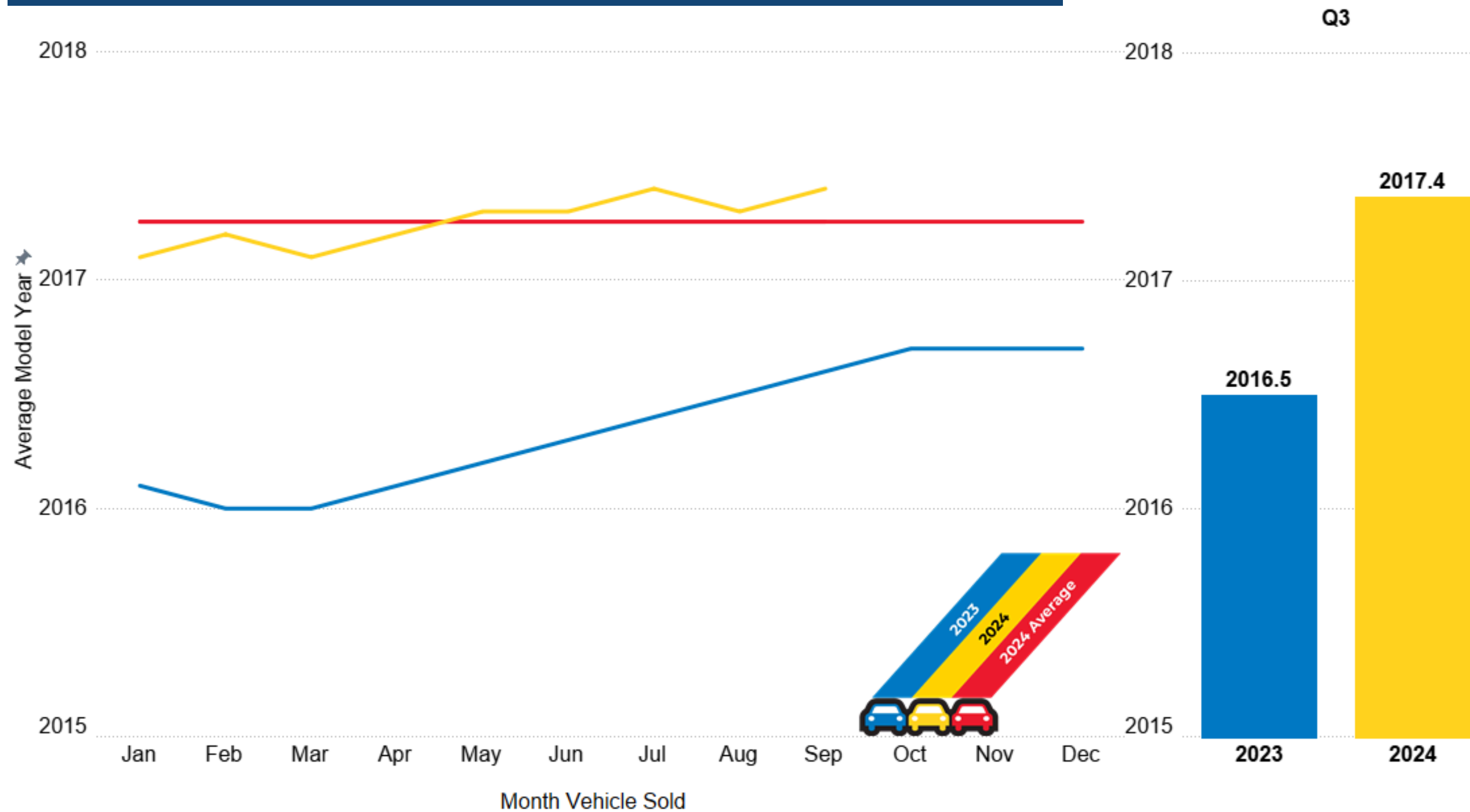
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



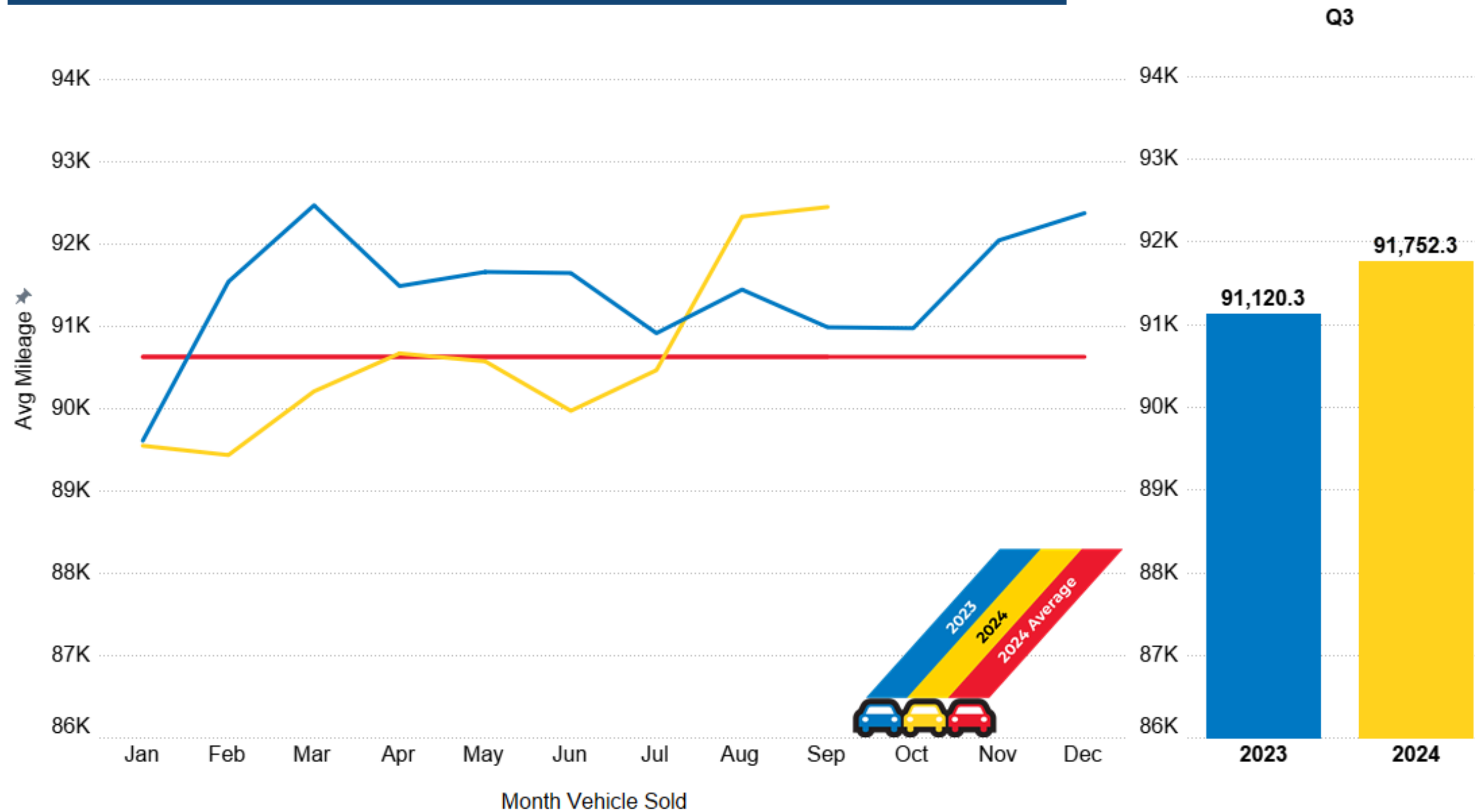
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AVERAGE MODEL YEAR



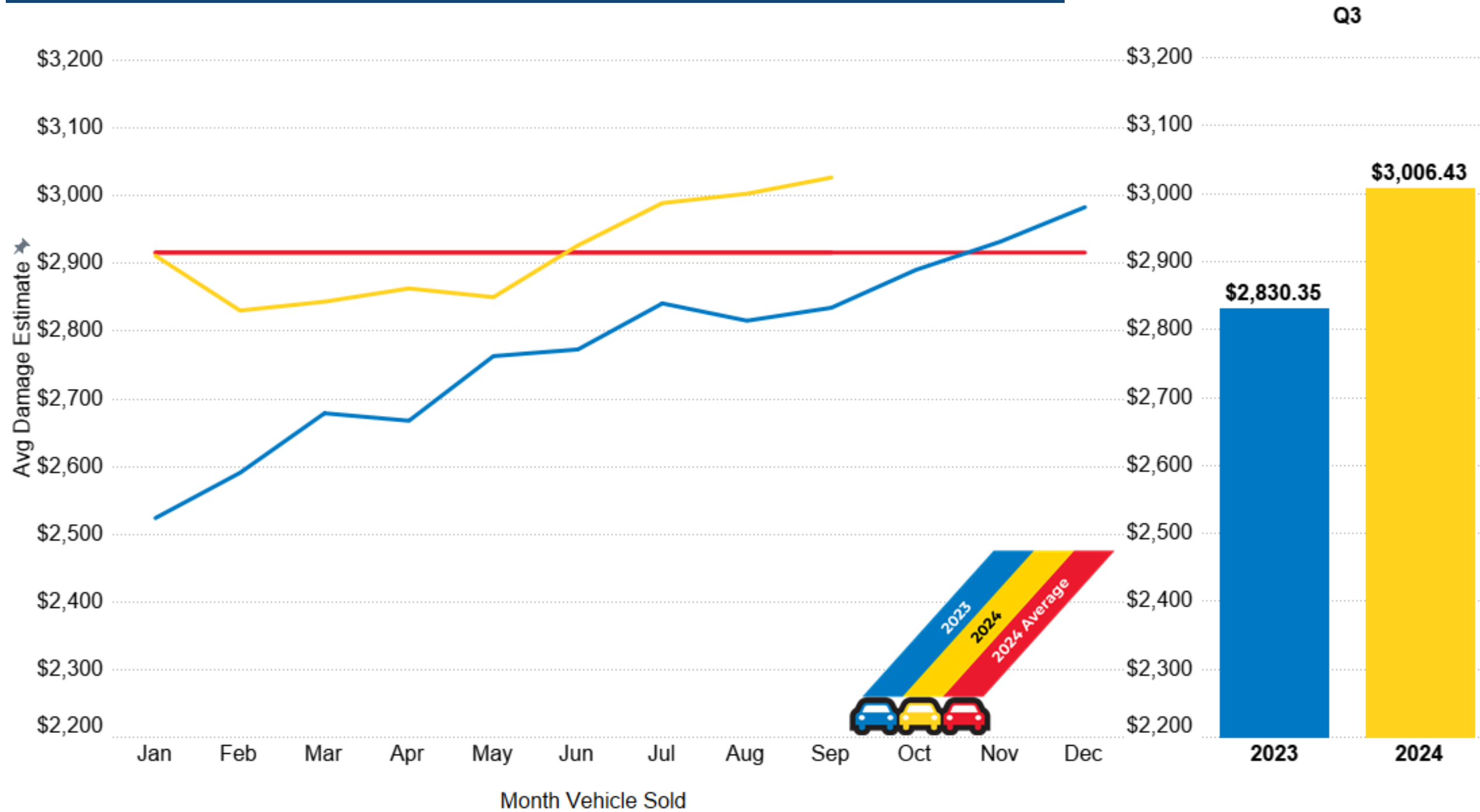
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AVERAGE MILEAGE



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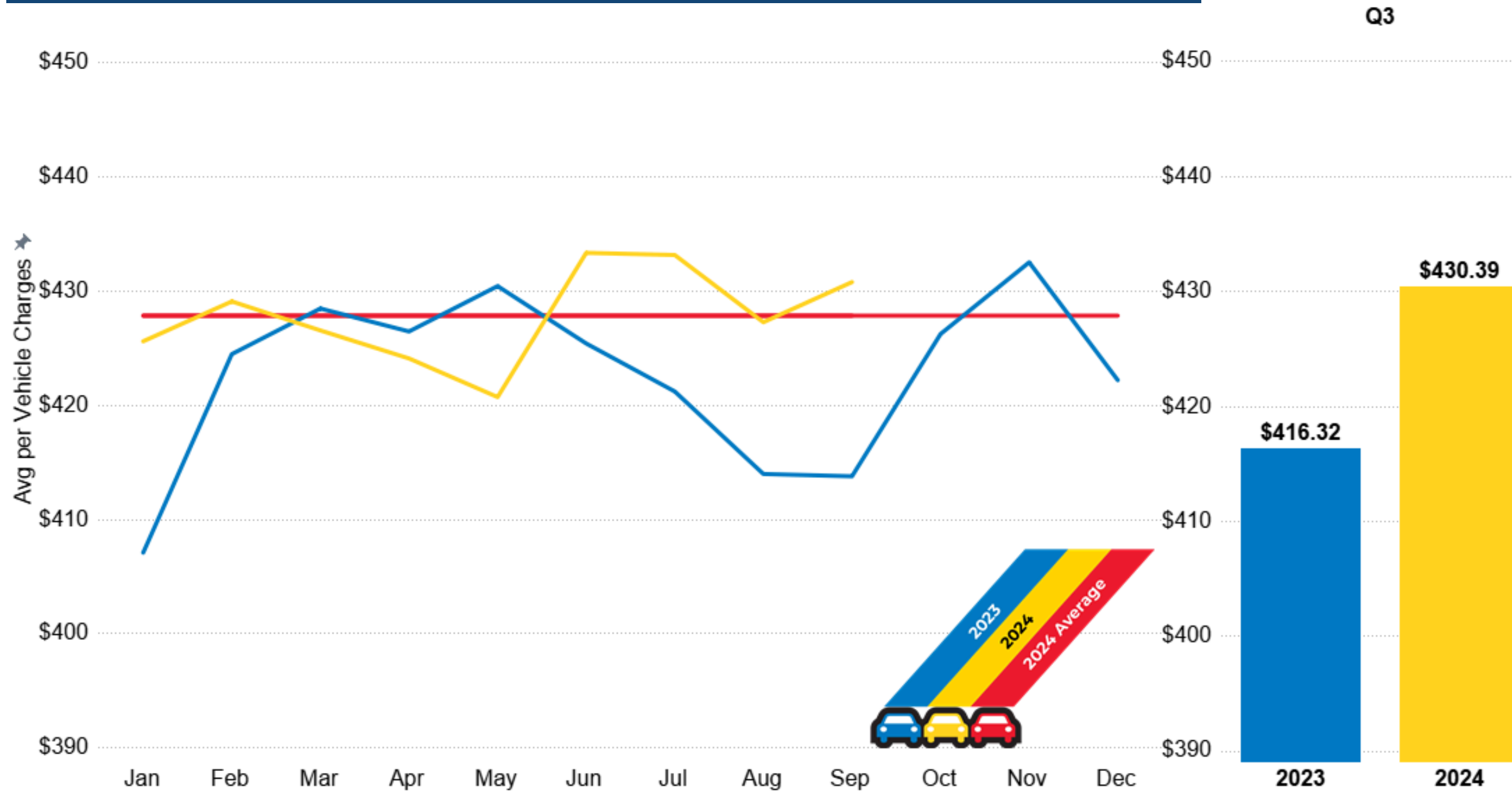
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement

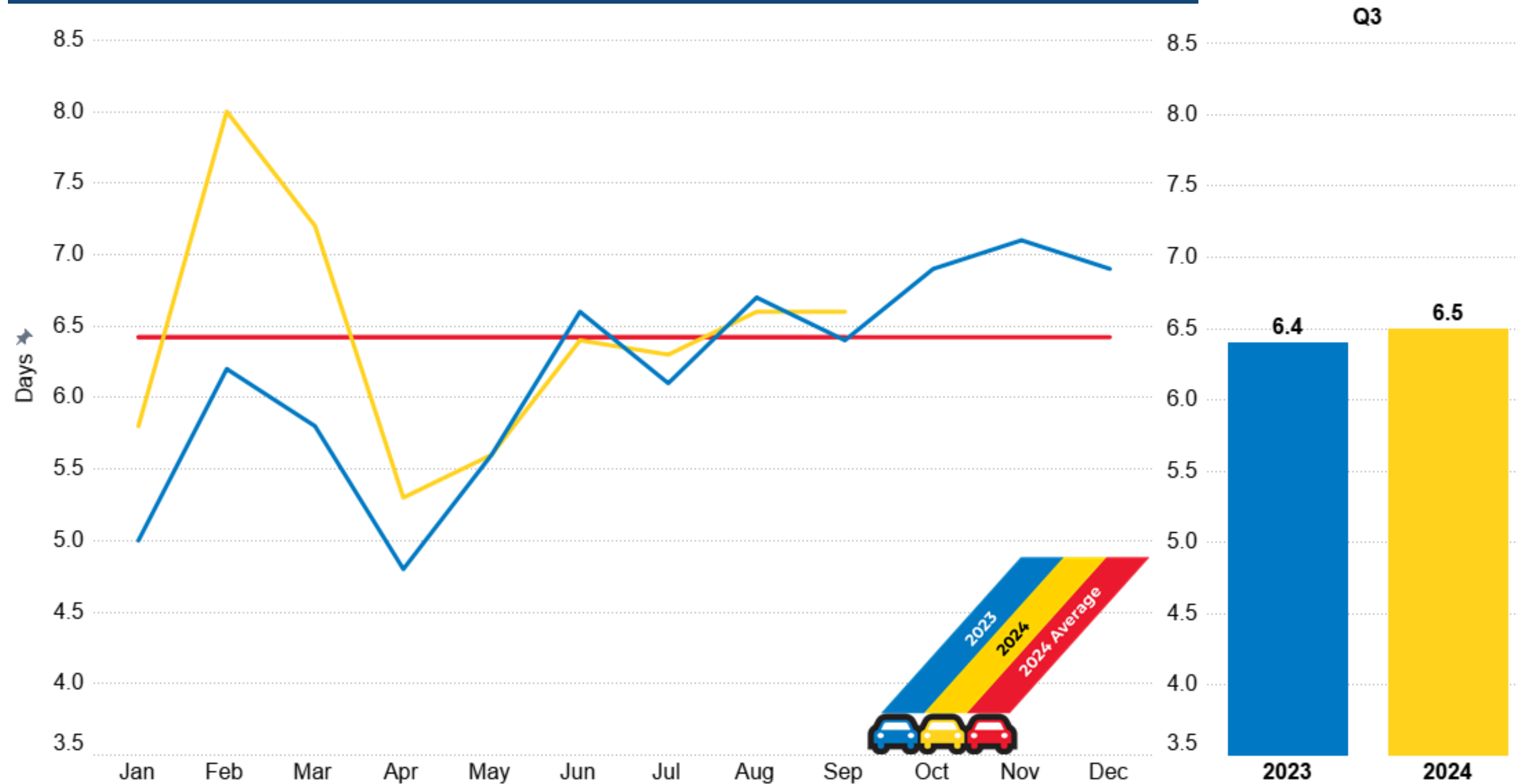


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AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in

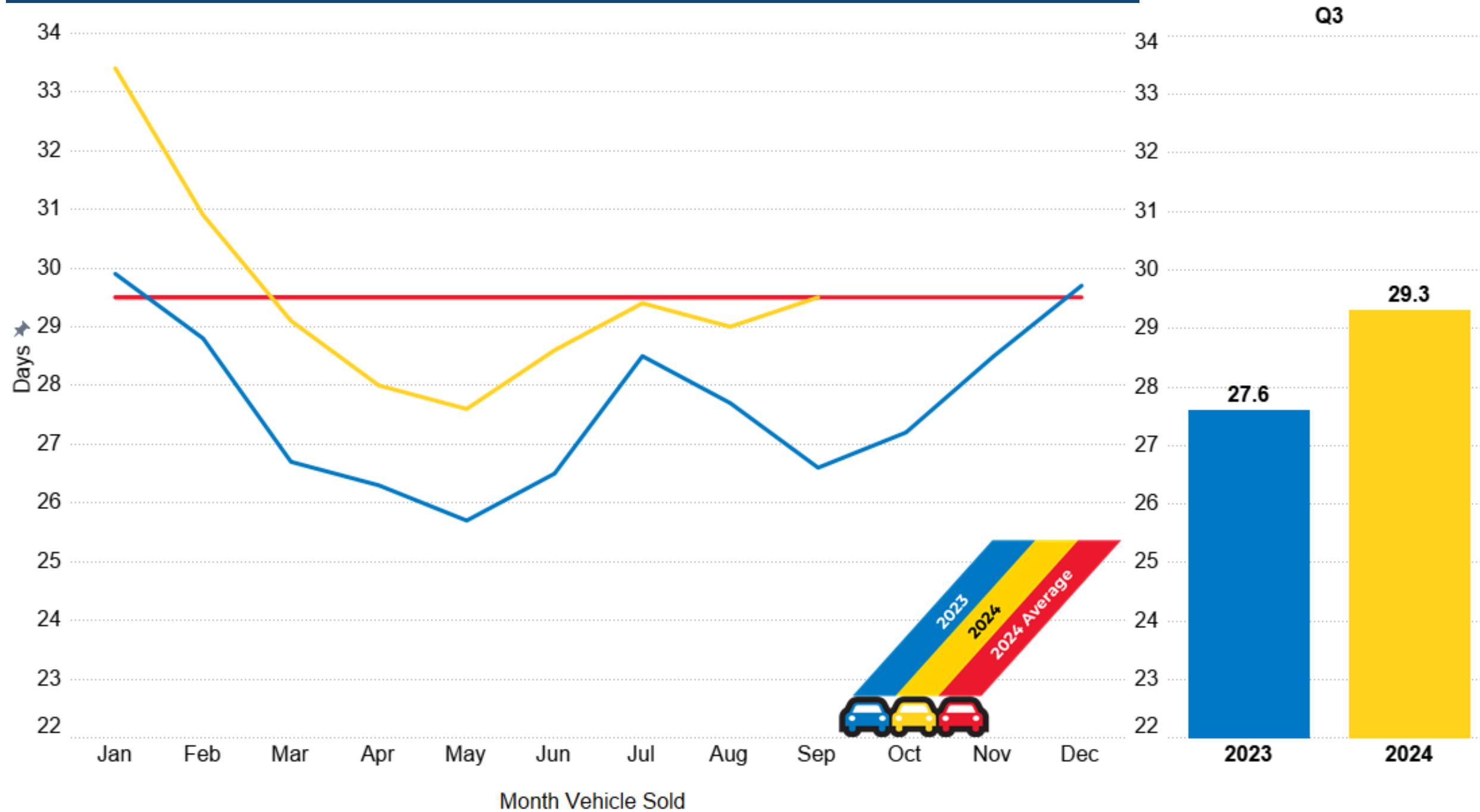
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



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AVERAGE DAYS - SECURED TO SOLD

Total timeline from auction arrival to sale



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INDUSTRY Q3 VIEW

Q3 2024 AUTO REMARKETING INDUSTRY TRENDS: RISING VOLUMES AND EVOLVING MARKET DYNAMICS

The stats for Q3 of 2024 reveal a market that's continuing to adjust, with both familiar and evolving trends. Volumes remain strong, with a slight uptick in the conversion rate — a promising sign that efficiency in the marketplace may be improving. The volume of cars sold continues its upward trajectory while the average sale price remains lower than last year, aligning with previous quarters' trends.

We're seeing a slight increase in the average mileage of vehicles. This may be part of the reason that damage estimates have continued to rise, staying above 2023 levels.

Auction fees are holding steady, with only a slight increase compared to last year, maintaining consistency for sellers. One notable trend is the extra time it's taking for vehicles to sell after getting to auction, with a delay of a day or two compared to last year. This could correlate with both higher volumes and the need for more repairs due to increased damage estimates and mileage, which may extend preparation times before vehicles are ready for sale.

The AutoIMS Learning Institute remains committed to helping members adapt to these market dynamics, offering free courses to support sales strategy improvements and reduce selling time. Enrollments are available via alisupport@autoims.com, providing valuable opportunities for continuous learning and enhancement.





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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