
CONTENTS

	Page No.
Section 1 – Preface	5
<hr/>	
About Trend Tracker Limited	5
Data Suppliers	5
Copyright Warning	6
Section 2 – Executive Summary	7
<hr/>	
Section 3 – Market Background	11
<hr/>	
The UK Economy	11
• From liquidity crisis to ‘credit crunch’	11
• From stagflation to deflation	12
• Inflation risk and a double-dip recession	12
• Economic trends	13
• Increasing customer indebtedness	14
Car Ownership Trends	15
• Households and car ownership	15
• Driving licence holding	16
Demand for Cars in the UK	17
• New car registrations	17
• Size of the car parc	18
Factors Influencing the Market	19
• Used car residual values	21
Section 4 – The Used Car Market	25
<hr/>	
Market Size and Trends	25
• Current trends	26
• Trends in new and used car sales	26

Section 4 – The Used Car Market (continued ...)

Market Segmentation	28
• Price segmentation	28
• Age band segmentation	29
• Model segmentation	31
• Fuel type segmentation	32

Section 5 – Used Car Sales by Brand

Growth Used Brands	36
Correlation Between New and Used Demand by Brand	38
• BMW	39
• Citroën	40
• Fiat	41
• Ford	42
• Honda	43
• Mercedes-Benz	44
• Nissan	45
• Peugeot	46
• Renault	47
• Toyota	48
• Vauxhall	49
• Volkswagen	50

Section 6 – The Supply of Used Cars

Sources of Used Car Supply	51
• Ex-fleet vehicles	51
• Contract hire and leasing	52
• Fleet supply	54
• Fleet acquisition and disposal market	56
Fleet Disposal Values	57
• Nearly pre-registered cars	58
• Nearly-new disposal values	58
• Demonstrators and courtesy cars	59
• Part-exchange and disposal values	59

Section 6 – The Supply of Used Cars (continued ...)

Manufacturer Approved Used Car Programmes	60
• Scheme features	61
• Volume Brands	63
• Asian Brands	65
• Specialist Brands	67

Section 7 – The Distribution of Used Cars

Distribution Structure	71
• Declining number of sites selling used cars	71
• Used car superstores	72
Franchised Car Dealers	73
• Dealer groups	74
• Franchised dealer profitability	76
Franchised Dealer Survey	77
• Stock, vehicle pricing, reconditioning stock turn and profit	78
• Sources of used car stock	79
• Stock disposal methods	80
Independent Car Dealers	82
• The UK's largest independent used car dealers	83
• Independent dealer profitability	84
Independent Dealer Survey	85
• Dealer activities	85
• Segment specialisation	85
• Stock disposal methods Stock, vehicle pricing, reconditioning stock turn and profit	86
• Sources of used car stock	87
• Stock disposal methods	89
Market Shares	90

	Page No.
Section 8 – The Future and Conclusions	93
<hr/>	
The UK Economy	93
• Falling inflation and low interest rates	93
• Early signs of economic recovery?	93
• Unemployment threat	94
• The debt overhang	94
• Post-recession bounce	94
• Risk of a double-dip recession	9095
The Used Car Market	96
• New and used car sales	96
• Dealers' views	97
• Market forecast	99
Distribution	101
• Franchised dealer used car sales	101
• Used car superstores	102
• Independent dealer used car sales	103
• Distribution forecasts	103
Appendix 1	
<hr/>	
PowerPoint Summary	
Appendix 2	
<hr/>	
Survey Questionnaire	