



9th December 2009

**Average wholesale values stabilise in November, reports Manheim**

Manheim Auctions' latest Market Analysis for Cars reports that in November average wholesale values stabilised, falling by just 0.06% (£4) to £7,169 compared with the previous month. Average values in the Fleet sector fell by 3.2% (£207) to £6,206, Dealer part exchange values fell by 5.0% (£119) to £2,236 while Manufacturer stock rose by 4.2% (£536) to £13,235.

Within the Fleet sector, examples of notable decreases in average values include Small Hatchbacks, Medium Family, Large Family and Compact Executive models which fell by 0.6% (£29 to £4,446), by 1.9% (£111 to £5,593), by 6.8% (£362 to £4,959) and by 3.0% (£250 to £7,986) respectively. In addition Mini MPVs fell by 6.0% (£346 to £5,434). Increases in values in the Fleet sector include Superminis which rose by 7.9% (£270 to £3,694).

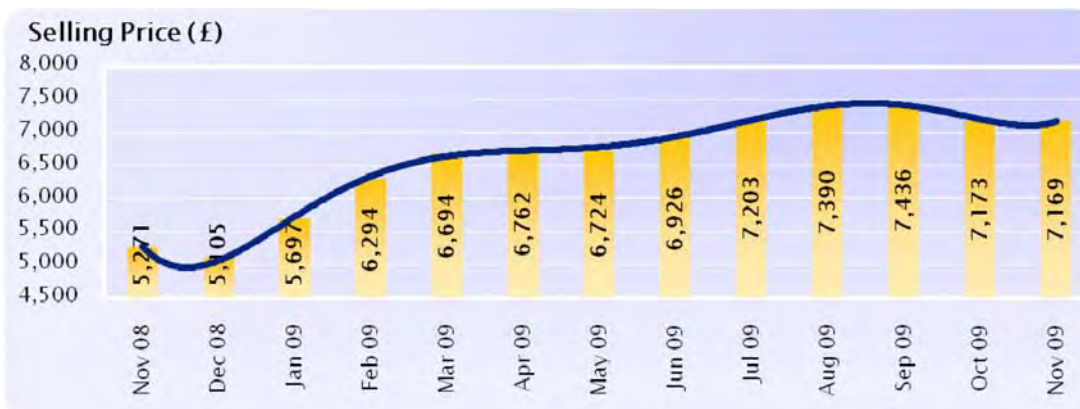
Notable decreases in Dealer part-exchange values include Superminis which fell by 6.0% (£92 to £1,439), Small Hatchbacks which fell by 8.1% (£164 to £1,864) and Medium Family vehicles which fell by 3.7% (£80 to £2,094). In addition Executive vehicles fell by 4.6% (£160 to £3,321) and Mini MPVs fell by 8.7% (£218 to £2,274).

In the Manufacturer sector Medium Family vehicles rose in value by 4.5% (£470 to £10,870), Large Family vehicles were up by 6.3% (£734 to £12,325) and 4x4s were up by 3.6% (£568 to £ 16,392). Meanwhile Superminis fell by 2.4% (£133 to £5,320), Small Hatchbacks fell by 1.4% (£114 to £8,088) and Compact Executive vehicles fell by 0.8% (£122 to £15,564).

Mike Pilkington, Managing Director, Manheim Auctions & Remarketing said: "Average wholesale values stabilised in November but are still 36.0% (£1,898) higher than 12 months ago. The Fleet and Dealer sectors suffered value falls of less than the seasonal norm and the Manufacturer sector performed significantly better than predicted. These results confirm the continued underlying strength in the market despite falling retail demand at this time of year; indeed wholesale purchasing activity was vigorous in the month from some dealers as they anticipate rising values and stock shortages in the New Year."

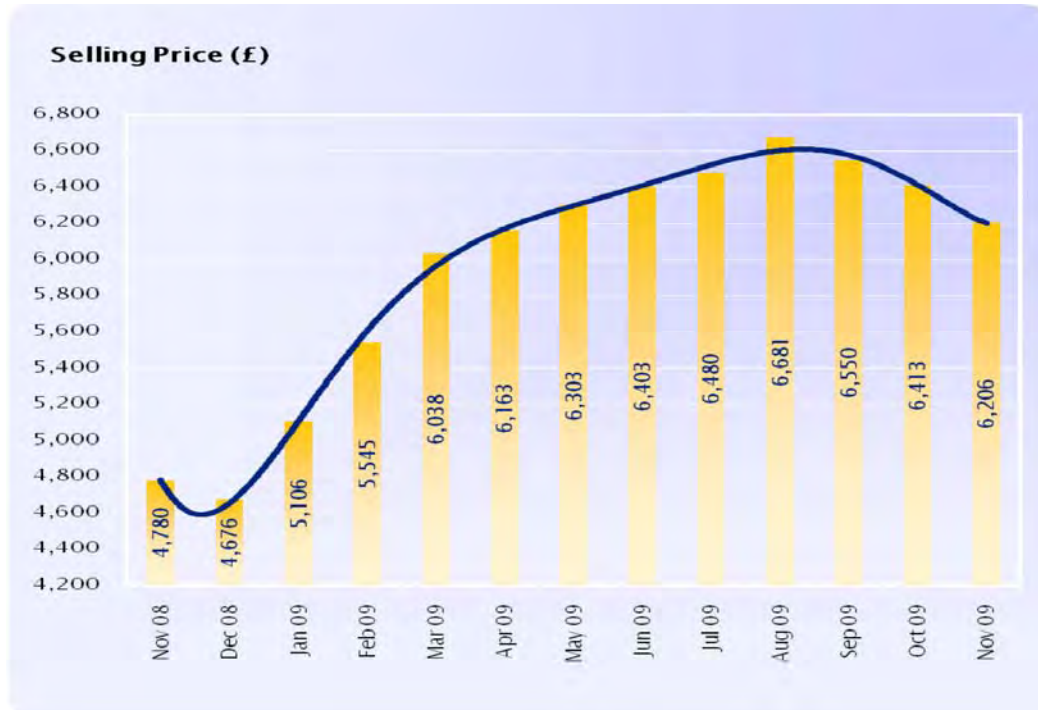
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**Total Market**

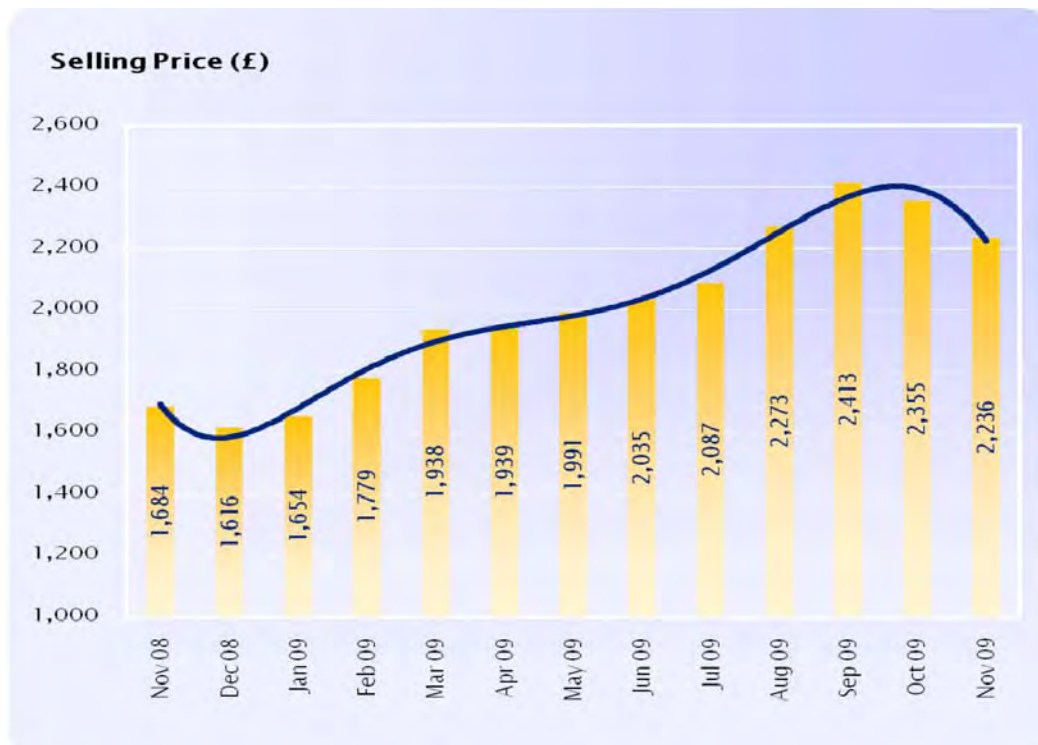




**Fleet**



**Dealer**





## **About Manheim**

Manheim is the world's largest automotive services company and, through its unparalleled range of products and services, drives every stage of the used vehicle lifecycle. Officially voted Britain's Best Remarketing company for the last 4 years, Manheim handles nearly 10 million used vehicles worldwide, facilitating transactions representing nearly \$59 billion in value.

Manheim is a subsidiary of Atlanta-based Cox Enterprises Inc., one of the world's leading media companies and providers of automotive services. Throughout the world Manheim has over 130 remarketing operations in five Continents, including 38 European locations. In the UK, there are 3 business divisions:

**Manheim Auctions & Remarketing:** providing a national physical auction network, comprising 19 centres of which 7 have dedicated commercial vehicle activities; a dedicated trade-only direct sales channel; 3 online bidding /sales channels. It includes the brands of Manheim Auctions and vrs.

**Manheim DeFleet Services:** providing vehicle inspection; asset management and recovery service; SMART repair, reconditioning and pre-sale preparation; transport; logistics; full defleet management and outsourced end-of-contract administration. It includes the brands of Manheim SMART Repair, Manheim Inspection Services and Manheim Asset Management.

**Manheim Retail Services:** providing retail marketing support including point-of-sale materials; used car stock locators; professional vehicle photography; online retail sales portals, sales lead management software and aftersales CRM software. It includes the brands of Portfolio, Carmony.co.uk, e-GoodManners and Real Time Communications,

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