



TransUnion Vehicle Pricing Index

INFOGRAPHIC - Q2 2018

About the VPI

TransUnion publishes the VPI on a quarterly basis. The vehicle risk intelligence company calculates the VPI from data it receives on monthly sales returns from thousands of dealers throughout the country, as well as vehicle financing registrations from all of the major banks and vehicle finance houses.

134,891
VIN numbers

15 top volume manufacturers

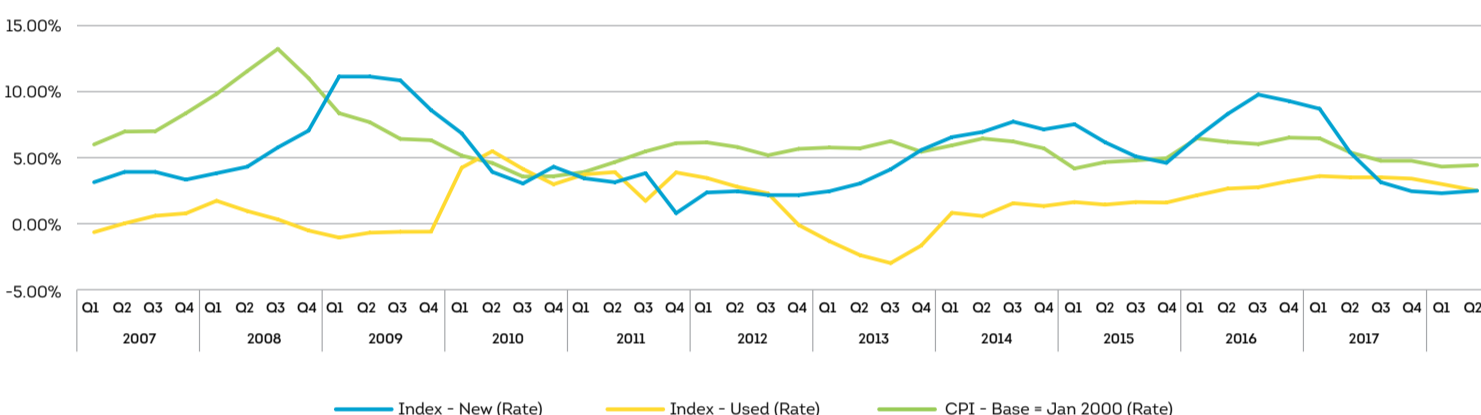
43,601 NEW
vehicles financed

91,290 USED
vehicles financed

16 YEARS
going strong

VPI Q2 2018 - RESULTS

VPI and CPI



New Price Index

New vehicle prices have slowed down below inflation for the fourth consecutive quarter. The decrease in interest rates and lower inflation has helped manufacturers to slow down on new price increases although we are seeing marginal increases.

Used Price Index

Used vehicle prices are below 3% for second consecutive quarter. This is indicative of the shift from used to new as the supply of quality used vehicles are diminishing.

5.4% ▶ **2.6%**

Vehicle Price Inflation: NEW

New vehicle pricing has decreased from 5.4% in Q2 2017 to 2.6% in Q2 2018.

3.6% ▶ **2.5%**

Vehicle Price Inflation: USED

Used vehicle pricing has decreased from 3.6% in Q2 2017 to 2.5% in Q2 2018.

USED-TO-NEW RATIO: **2.05 : 1**



The used-to-new ratio is based on finance deals registered in the last quarter. The ratio indicates the finance houses are financing 2.05 used vehicles for every 1 new vehicle. This follows the trend of the VPI where the new car prices has slowed down over the last 3 quarters.

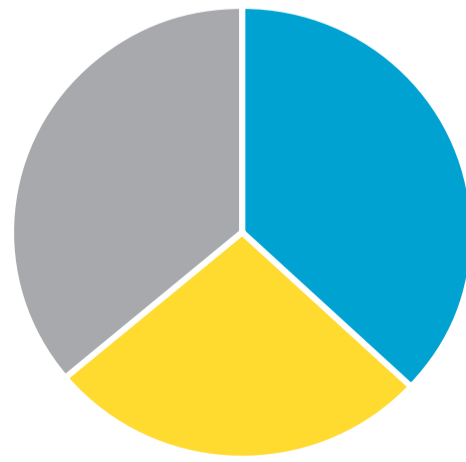
Q2 2018 Vehicle Asset Finance Results

We have seen a shift in the vehicles financed under R200k. The percentages have changed from an average of 40% in 2017 to 37% in 2018 Q2.

37%
<R200,000

27%
R200,000 - R300,000

36%
>R300,000



Want to learn more?

Download the full report at <http://transunioninsights.co.za/VPI/>