



TransUnion Vehicle Pricing Index

INFOGRAPHIC - Q2 2017

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.

123,206
VIN numbers

15 top volume manufacturers

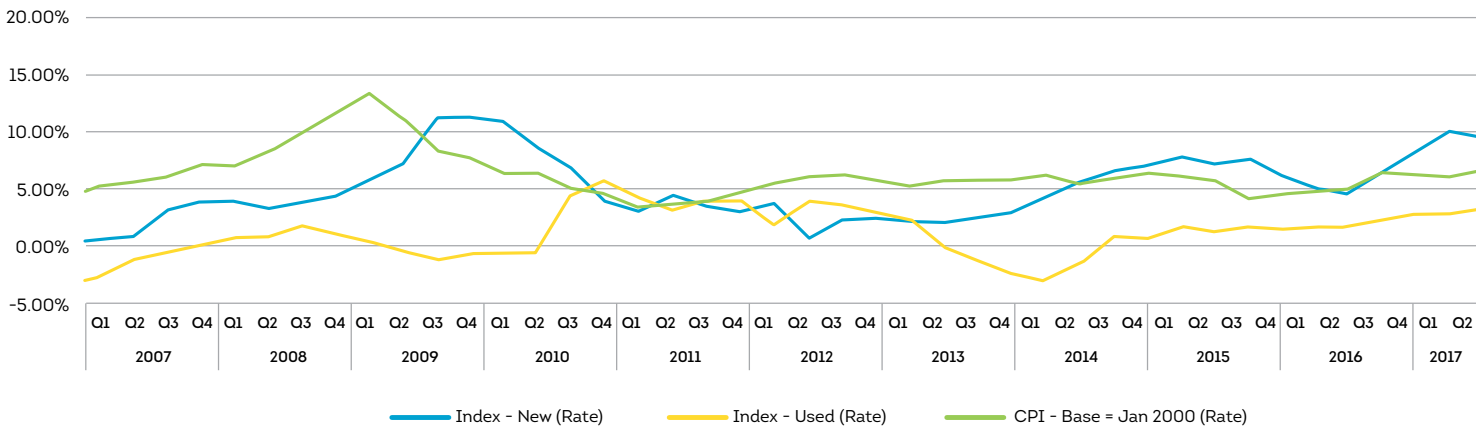
36,145 NEW
vehicles financed

87,061 USED
vehicles financed

16 YEARS
going strong

VPI Q1 2017 - RESULTS

VPI and CPI



The index indicates that consumers have endured new price increases at a rate above CPI for the last six quarters although the gap has diminished due to the demand shift to used vehicles.

8.4% ▶ **5.4%**

Vehicle Price Inflation: NEW

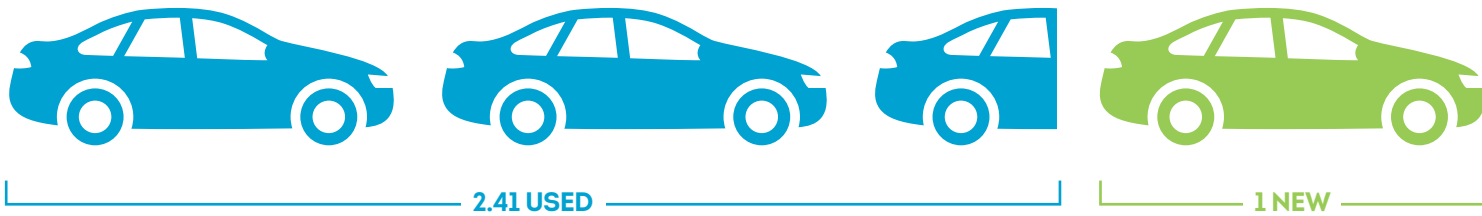
New vehicle pricing has decreased to 5.4% in Q2 2017 from 8.4% in Q2 2016.

2.7% ▶ **3.6%**

Vehicle Price Inflation: USED

Used vehicle pricing has increased to 3.6% in Q2 2017 from 2.7% in Q2 2016.

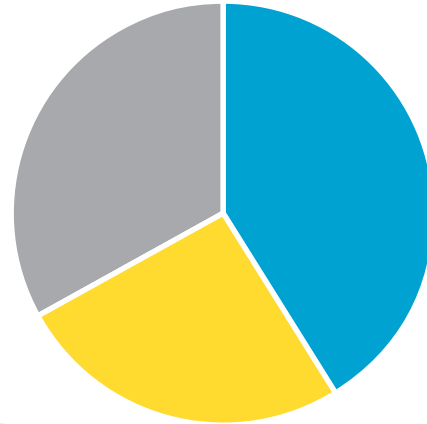
USED-TO-NEW RATIO: **2.41 : 1**



The used-to-new ratio has decreased marginally from 2.49 in Q1 to 2.41 in Q2. The make-up of used vehicle sales has shown that 44% are under two years old which indicates consumers are opting for vehicles under 2 years old instead of new.

Q2 2017 Vehicle Asset Finance Results

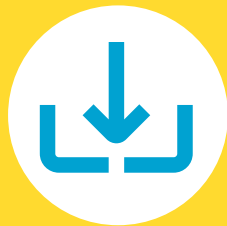
The percentage of cars (new and used) being financed below R200 000 has moved from an average of 50% for the last five quarters to 40% in Q2 which correlated to the increase in new passenger vehicle prices and 44% of used vehicles financed are under 2 years old. This is shown by the increase in used car loans which has been consistent at around R225 000.



40%
<R200,000

25%
R200,000 - R300,000

32%
>R300,000



Want to learn more?

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