



2025 Q2 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

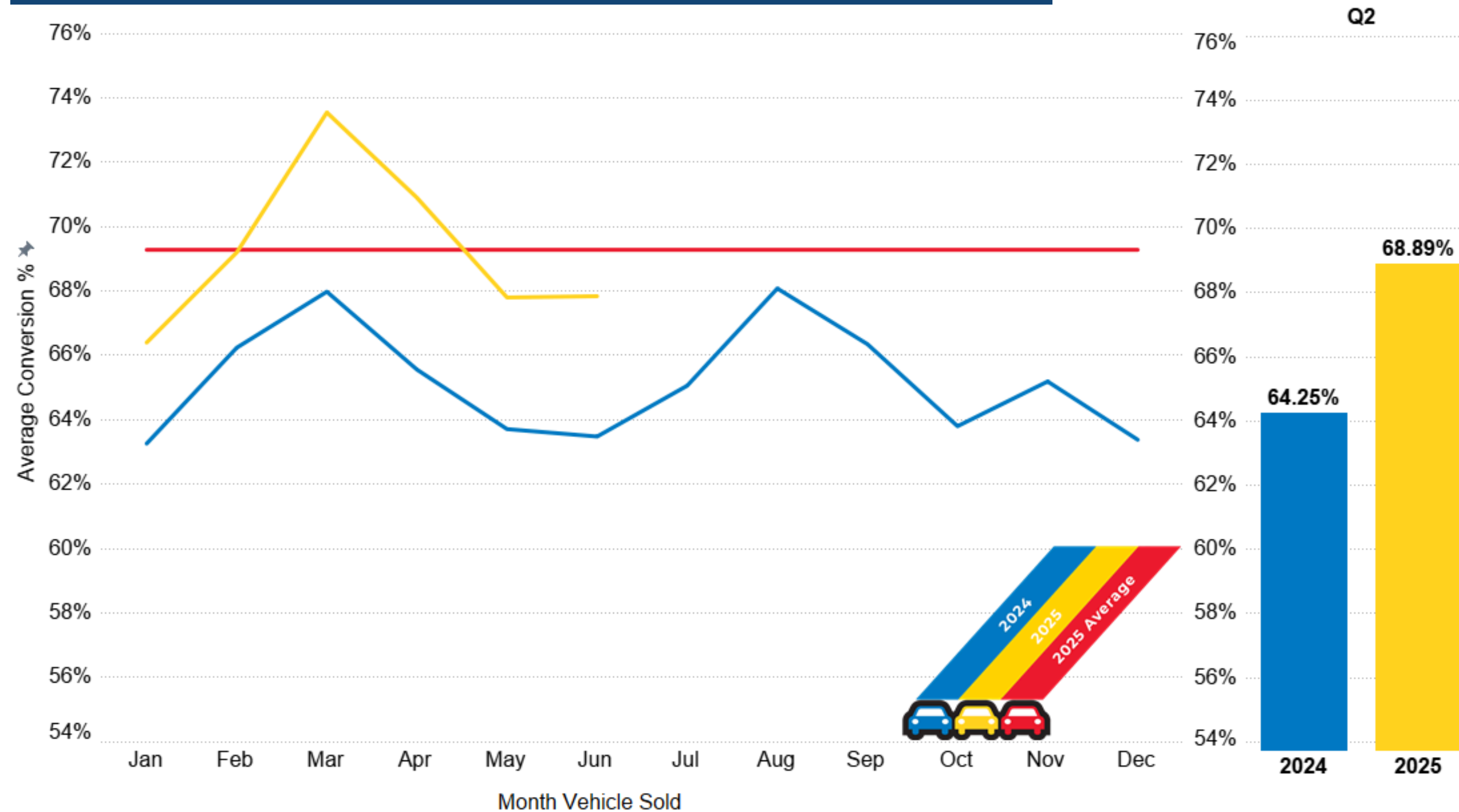
As we settle deeper into 2025, the industry's quiet steadiness continues, but don't mistake stability for standing still. The small yet notable growth in sales volume and a meaningful uptick in conversion rates hint at a market that's building momentum carefully and deliberately.

What might these subtle gains tell us about buyer behavior, seller confidence, and how auctions are adapting in an ever-evolving market? As always, the answers lie in looking beyond the obvious.

THINGS TO KEEP IN MIND

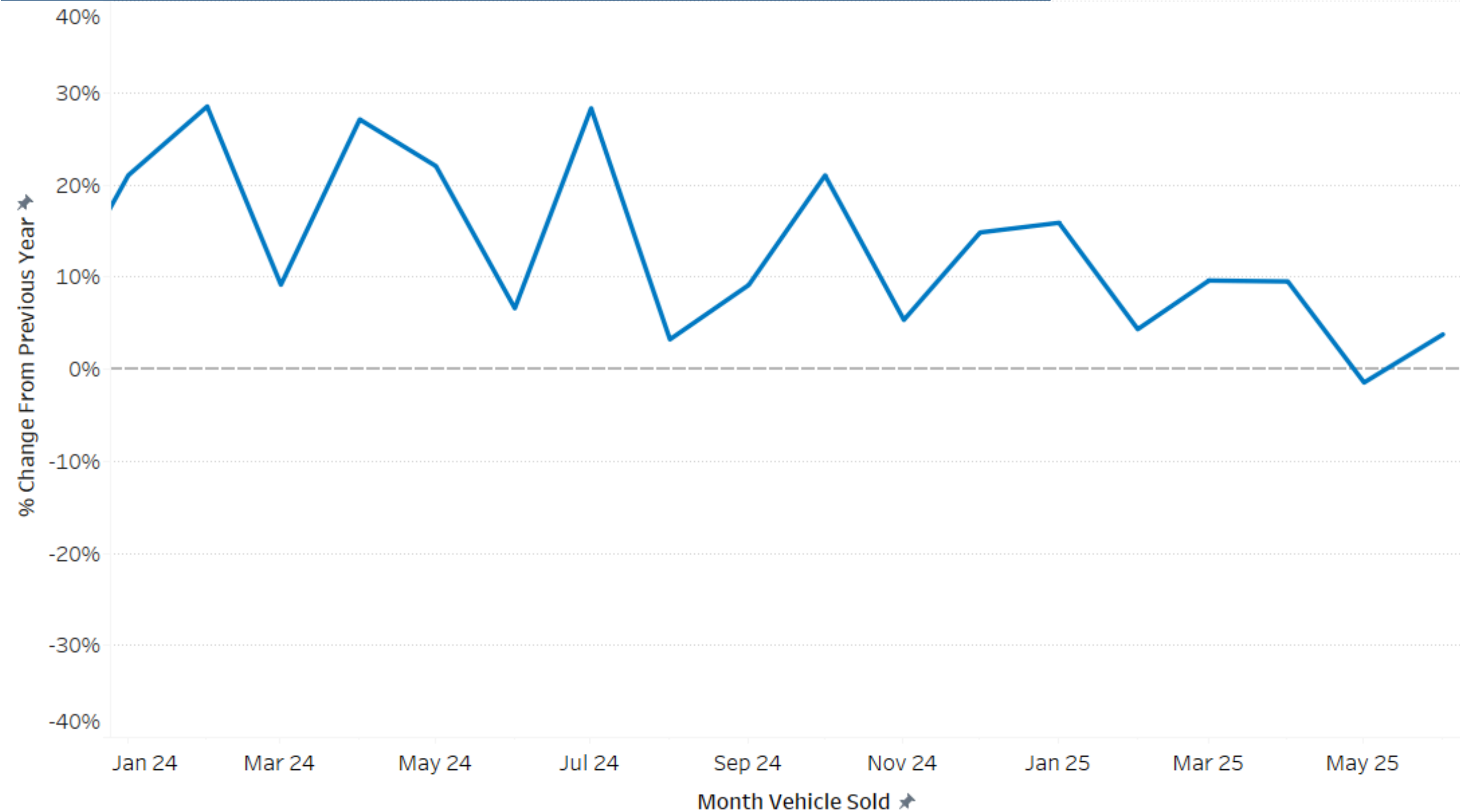
CONVERSION RATE

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



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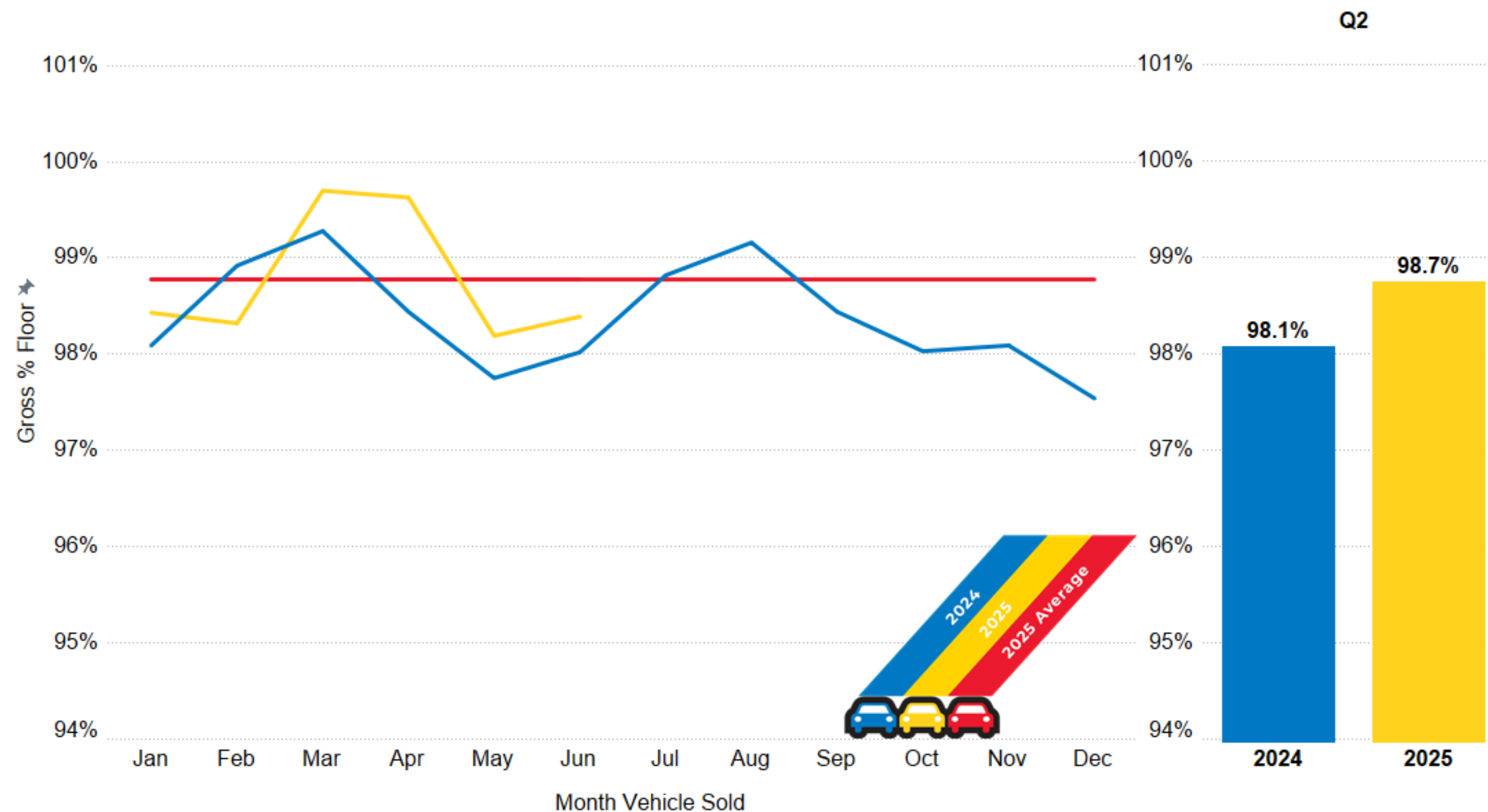
VEHICLES SALES VOLUME % CHANGE



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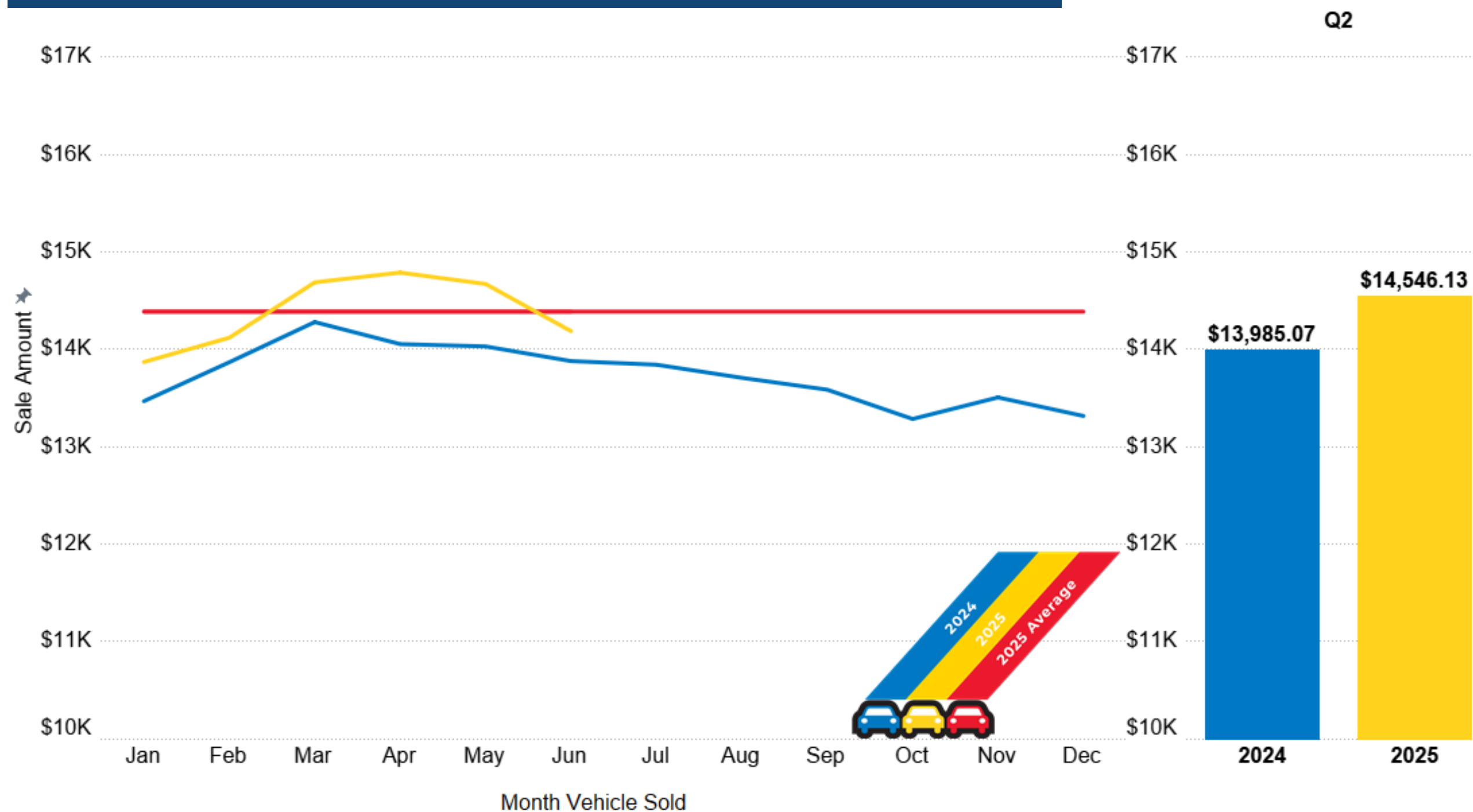
GROSS SALES PRICE AS A % OF FLOOR PRICE

Only includes vehicles which had a Floor Price in AutoIMS



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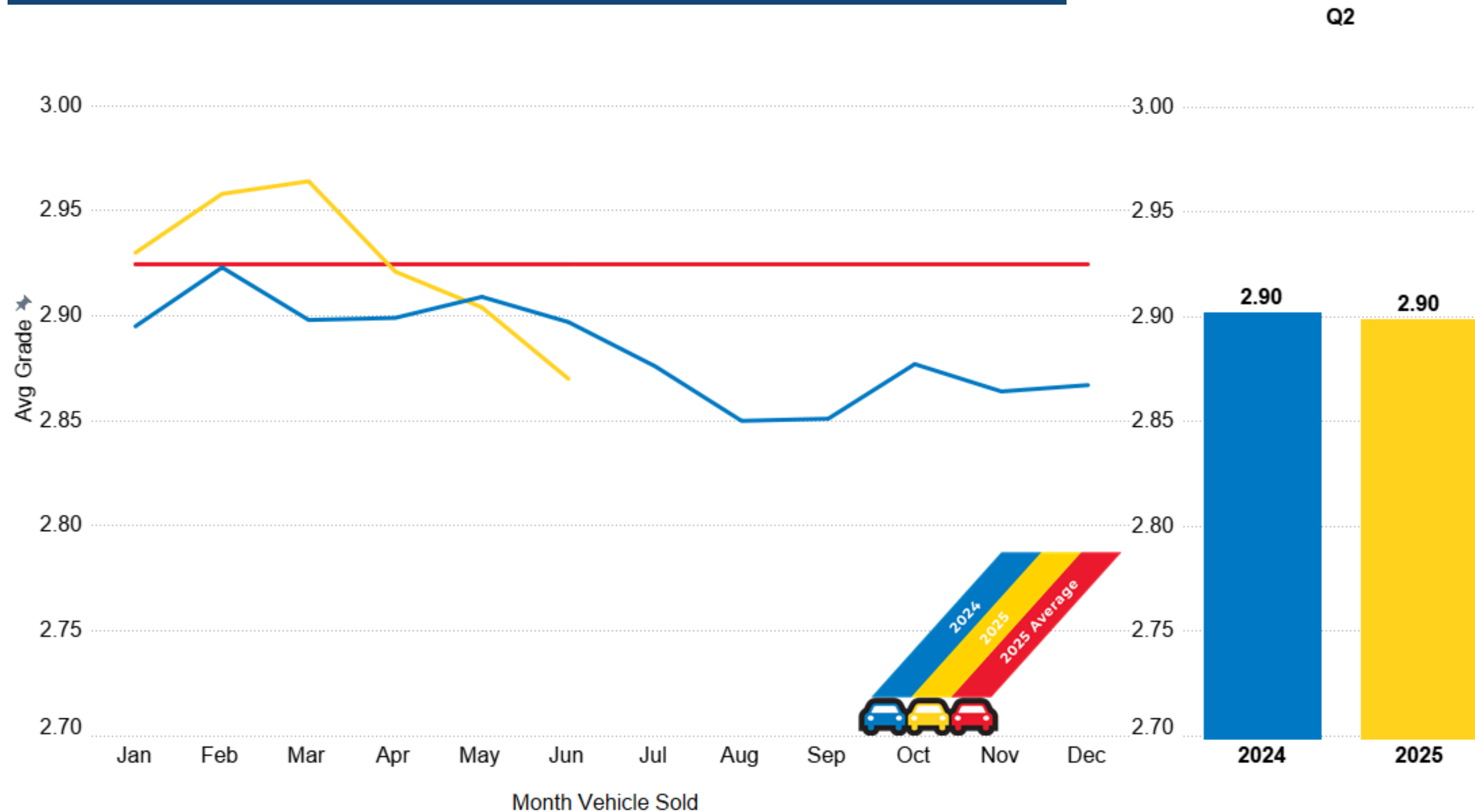
AVERAGE SALE PRICE



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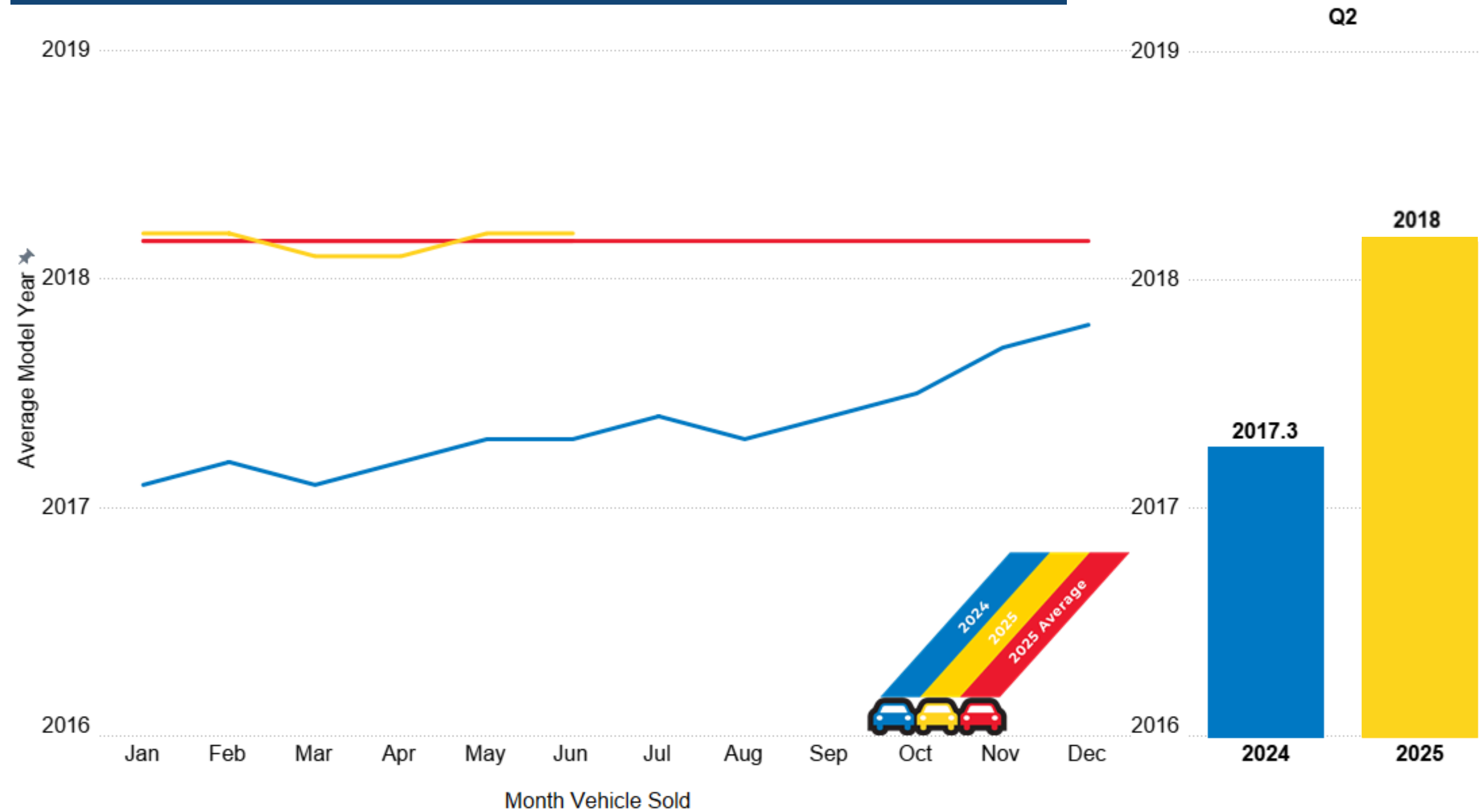
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



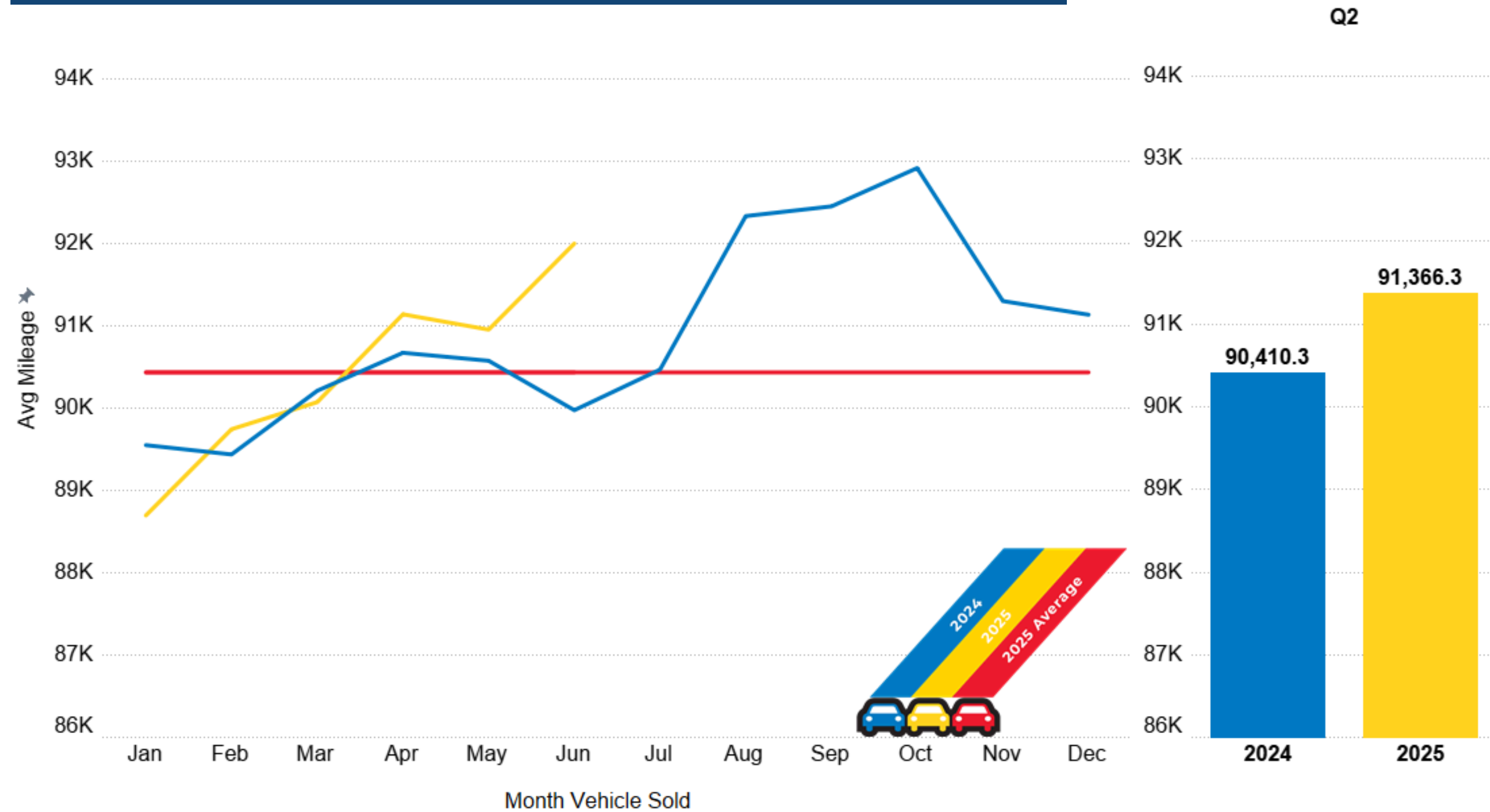
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AVERAGE MODEL YEAR



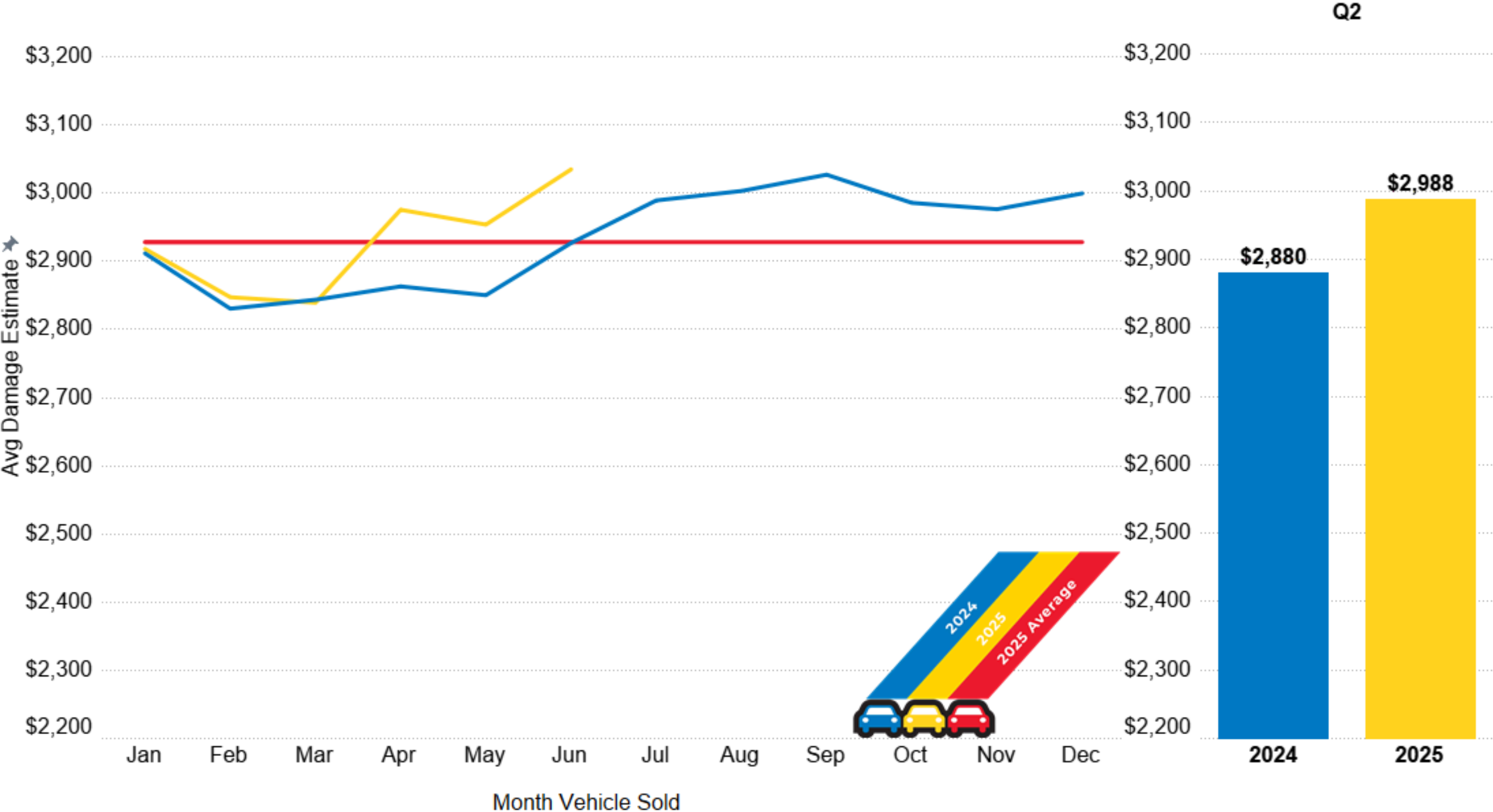
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AVERAGE MILEAGE



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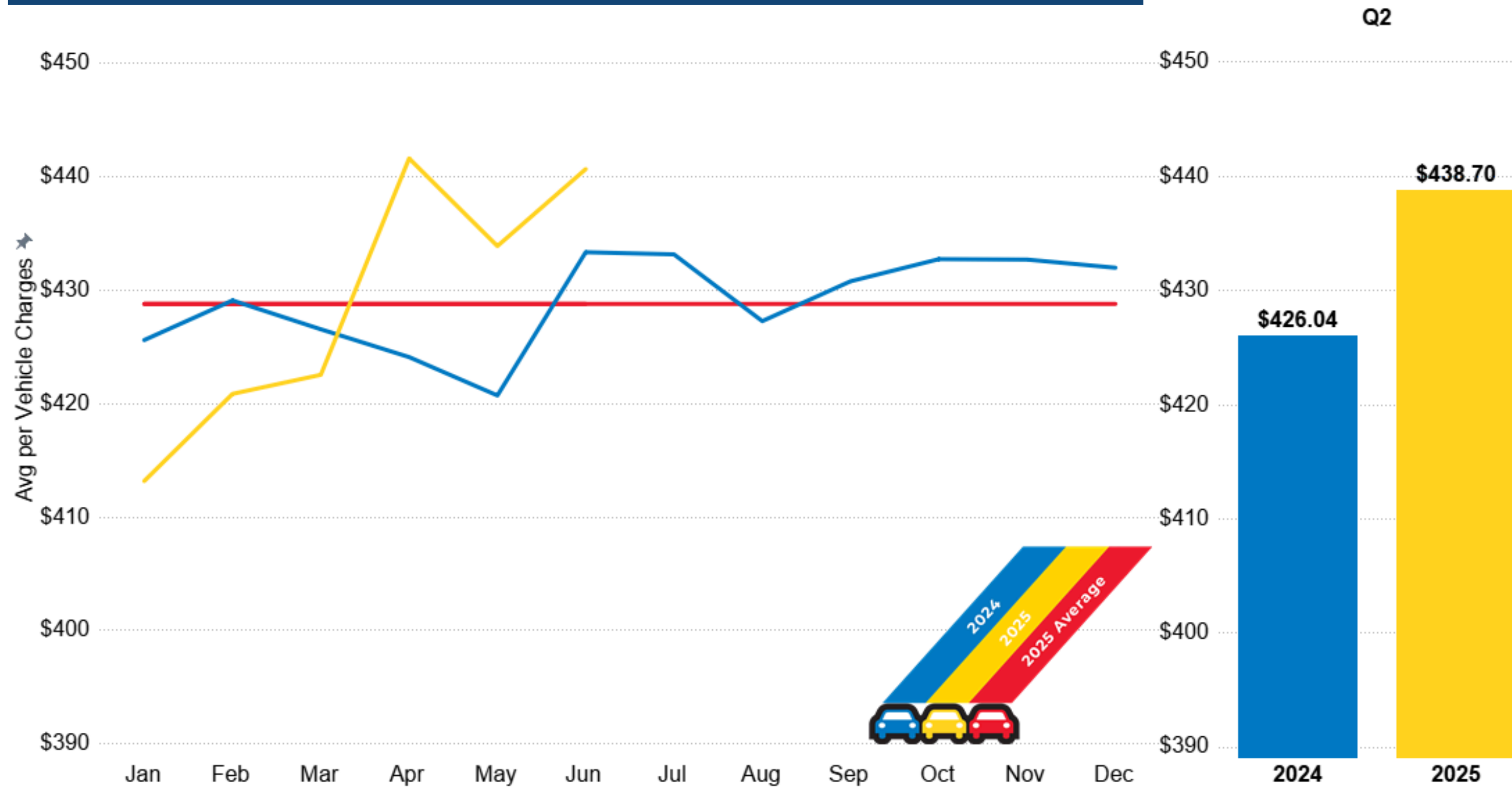
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement

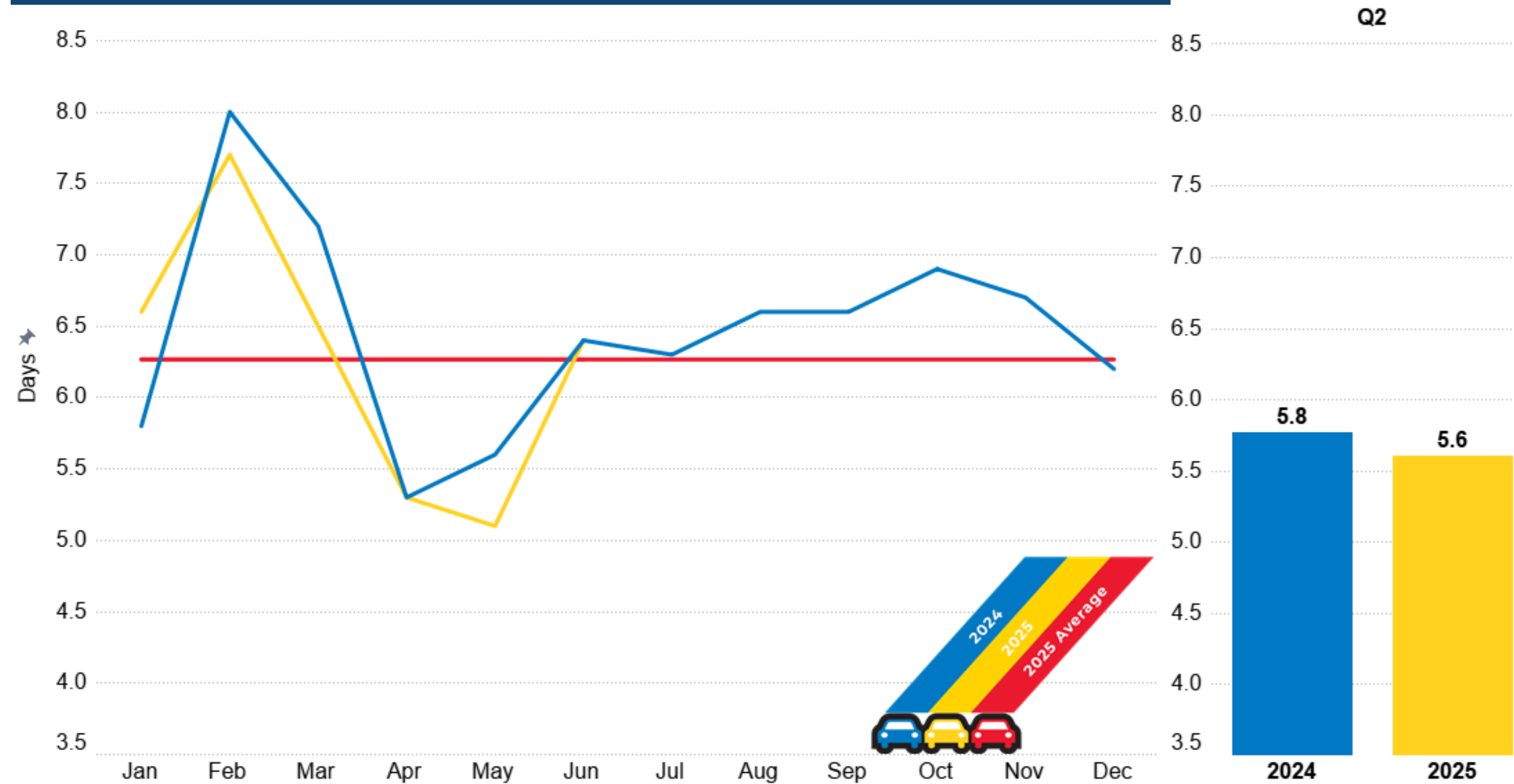


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AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in

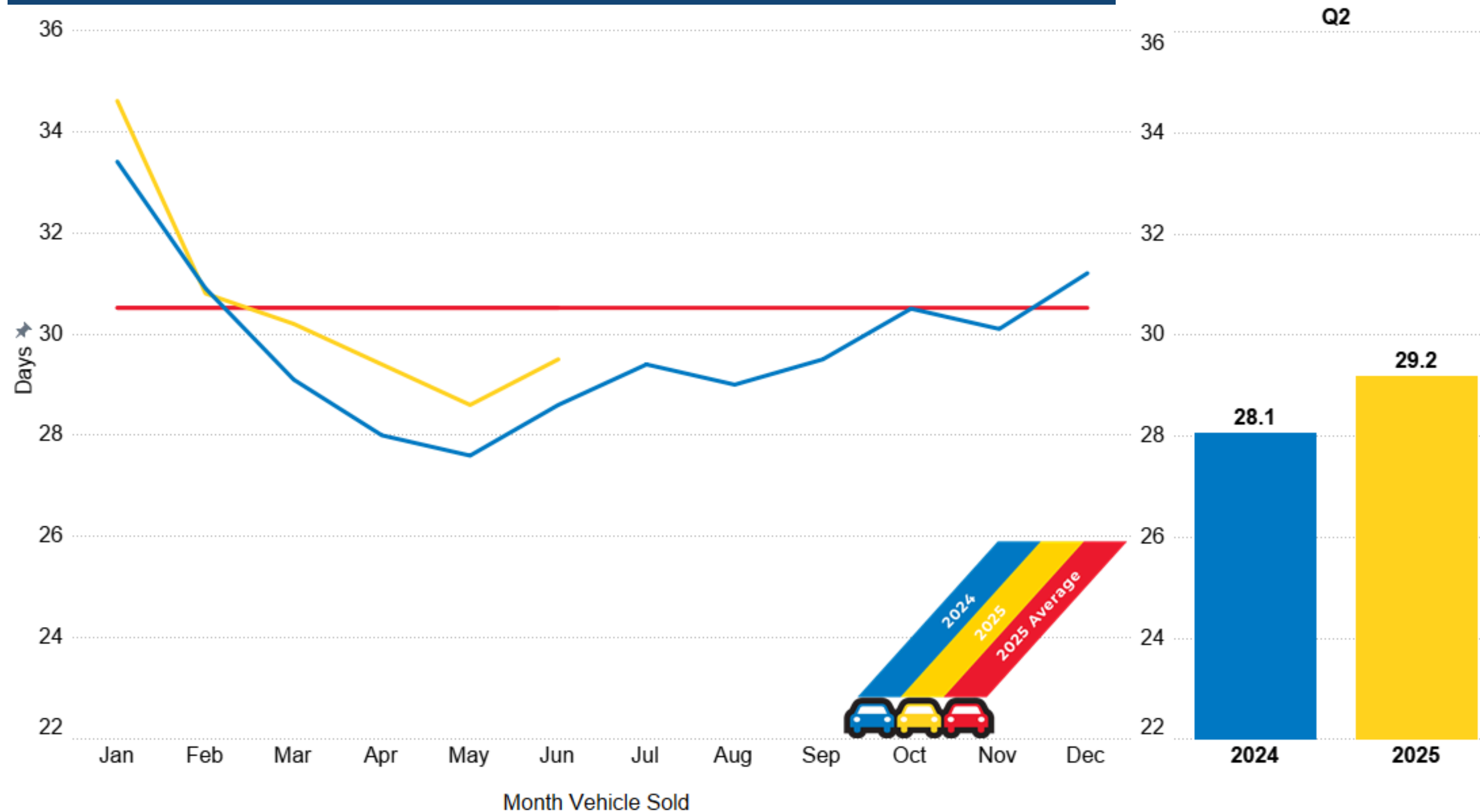
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



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AVERAGE DAYS - SECURED TO SOLD

Total timeline from auction arrival to sale



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INDUSTRY Q2 VIEW

2025 Q2: QUIET, STEADY, MEANINGFUL PROGRESS

The second quarter of 2025 reinforces the themes we've been tracking all year: quiet, steady, meaningful progress. Though the numbers largely echo those seen in previous months, the subtle variations within them deserve recognition and reflection.

Most notably, conversion rates have risen 4% compared to the previous year, an encouraging signal that auctions and sellers are refining their strategies, achieving clearer alignment with buyer expectations. This incremental improvement suggests greater efficiency and precision in how vehicles move from listing to sale.

Sales volume continues its upward trajectory, though the rate of growth has slowed slightly. While average mileage has crept slightly higher, the difference is minor, reinforcing the broader narrative of stability in key metrics such as vehicle grade, pricing, and overall condition.

Ultimately, Q2 data shows that the remarketing industry remains focused on fine-tuning rather than drastic change. For AutoIMS clients and industry stakeholders alike, this careful, continuous improvement lays a solid foundation for confident decision-making and sustained success in the months ahead.



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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