



2025 Q3 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



THINGS TO KEEP IN MIND

The data that follows reflects an industry finding its balance, one where momentum is built not through sudden movement, but through steadiness. Each metric offers a window into how remarketers are adapting, refining, and aligning in a marketplace that continues to evolve with subtle precision.

As you review this quarter's figures, consider what consistency might reveal. What does it mean when the numbers neither surge nor slide, yet continue to demonstrate health and reliability? Sometimes, the most valuable insights emerge not from extremes, but from equilibrium...

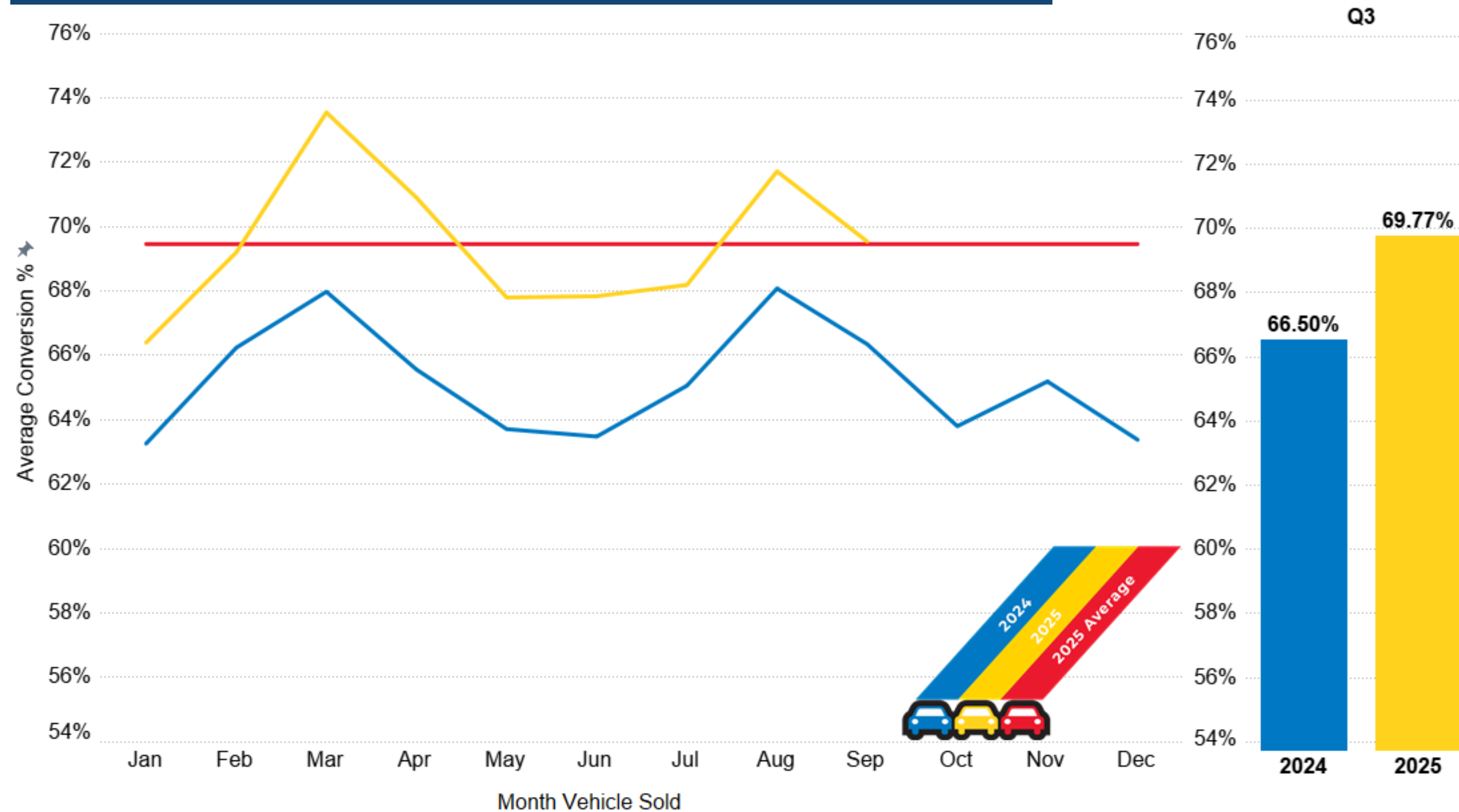
FOOD FOR THOUGHT

Where does steadiness signal strength, and where might it invite opportunity for change?

THINGS TO KEEP IN MIND

CONVERSION RATE

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



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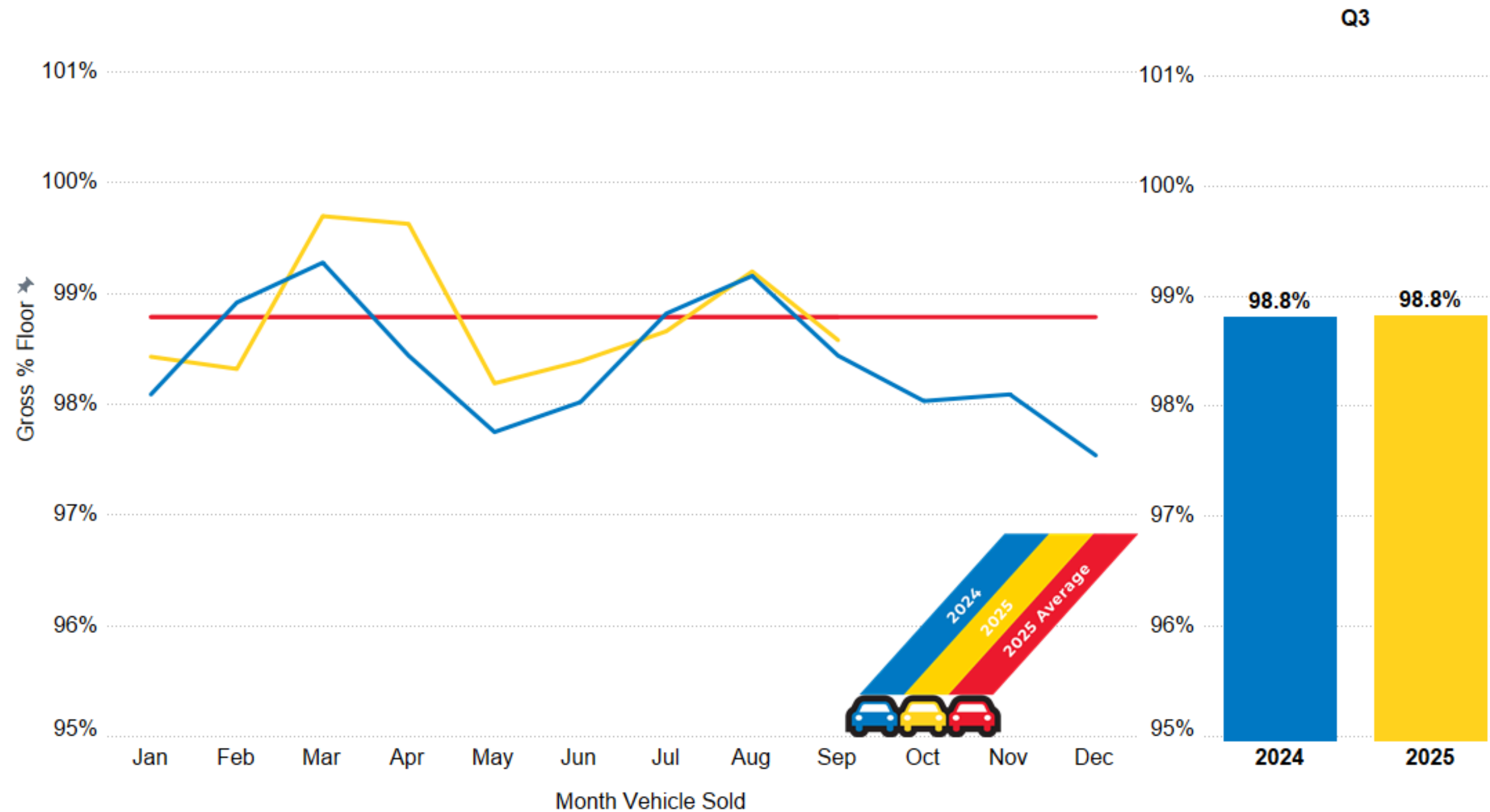
VEHICLES SALES VOLUME % CHANGE



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GROSS SALES PRICE AS A % OF FLOOR PRICE

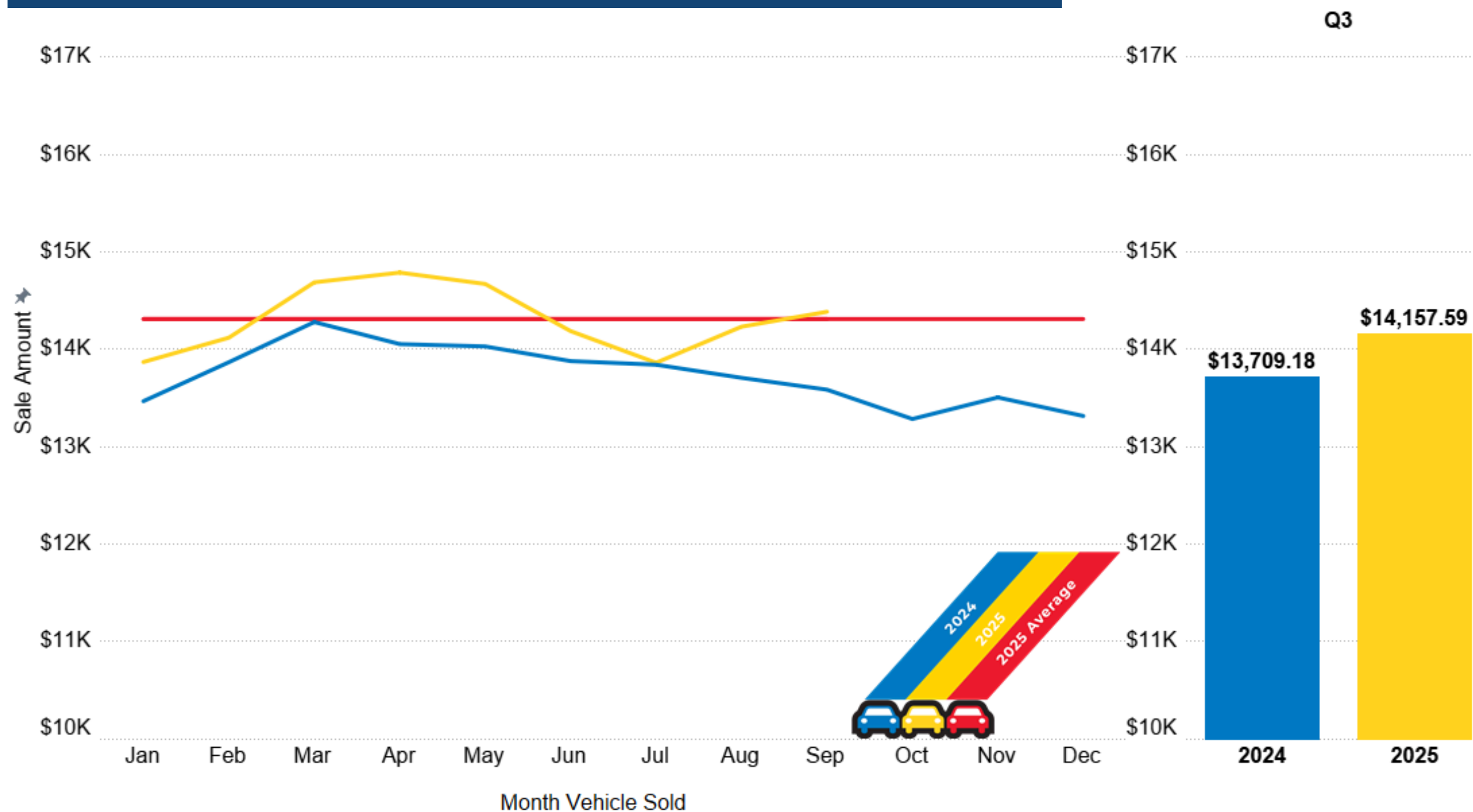
Only includes vehicles which had a Floor Price in AutoIMS



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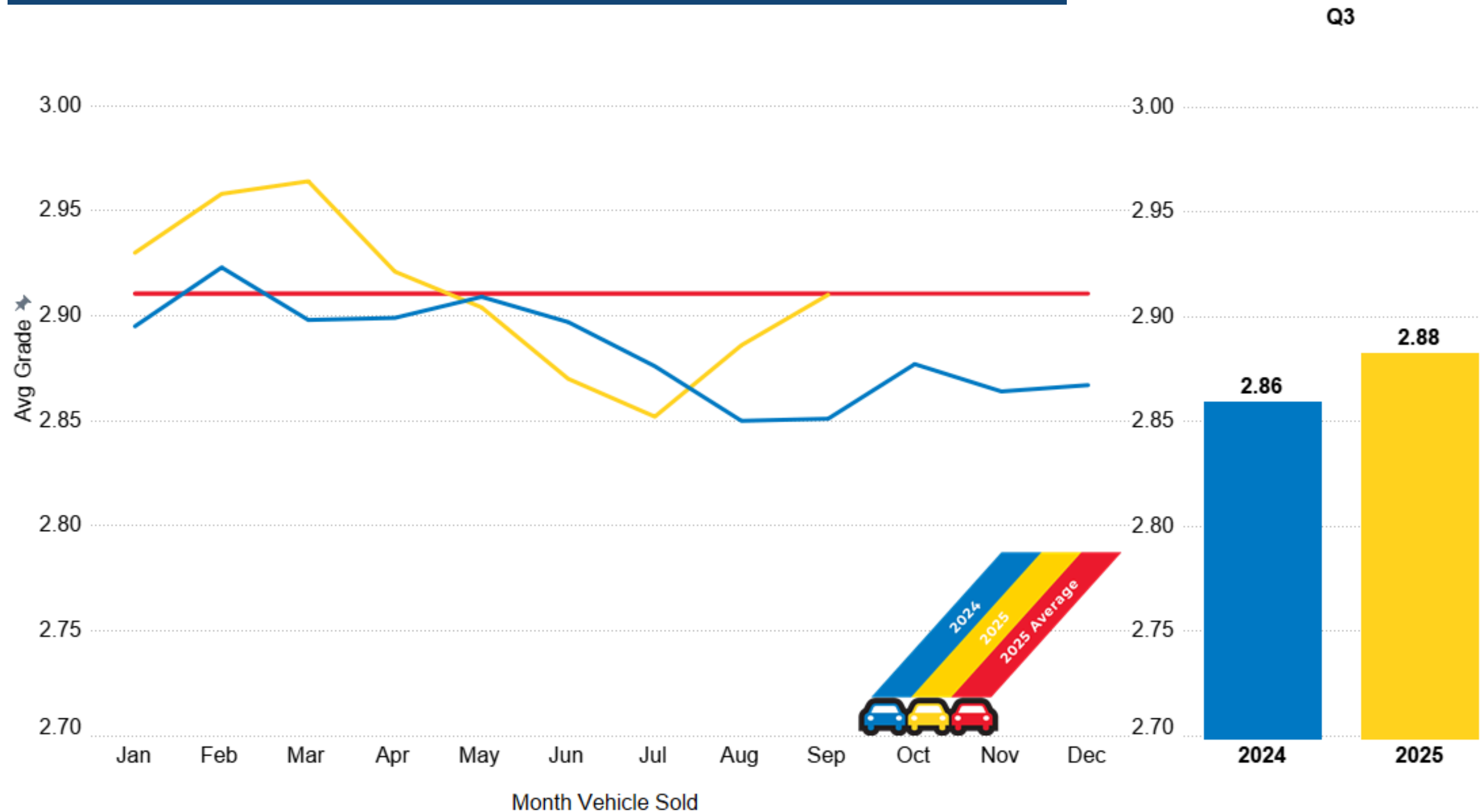
AVERAGE SALE PRICE



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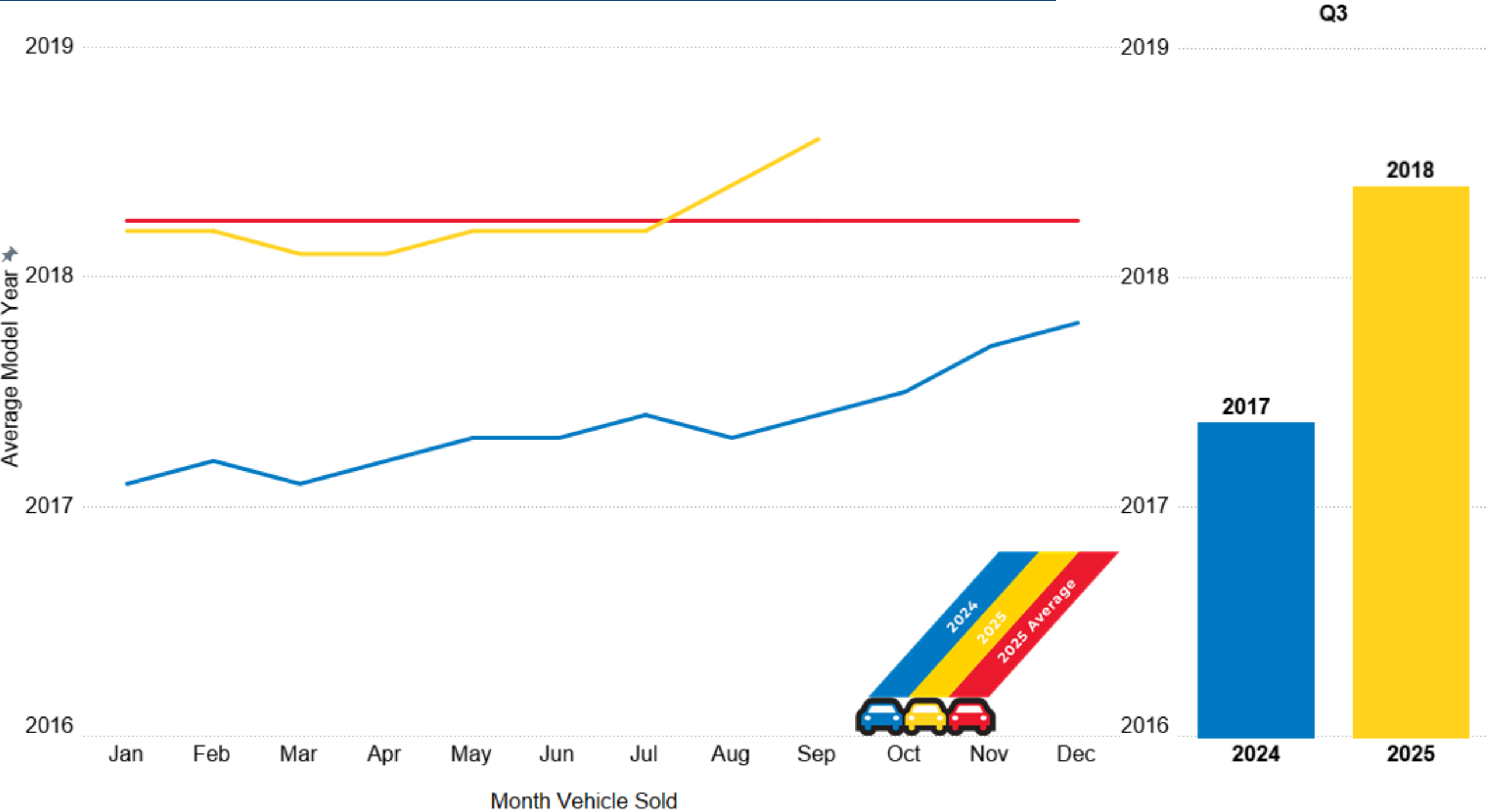
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



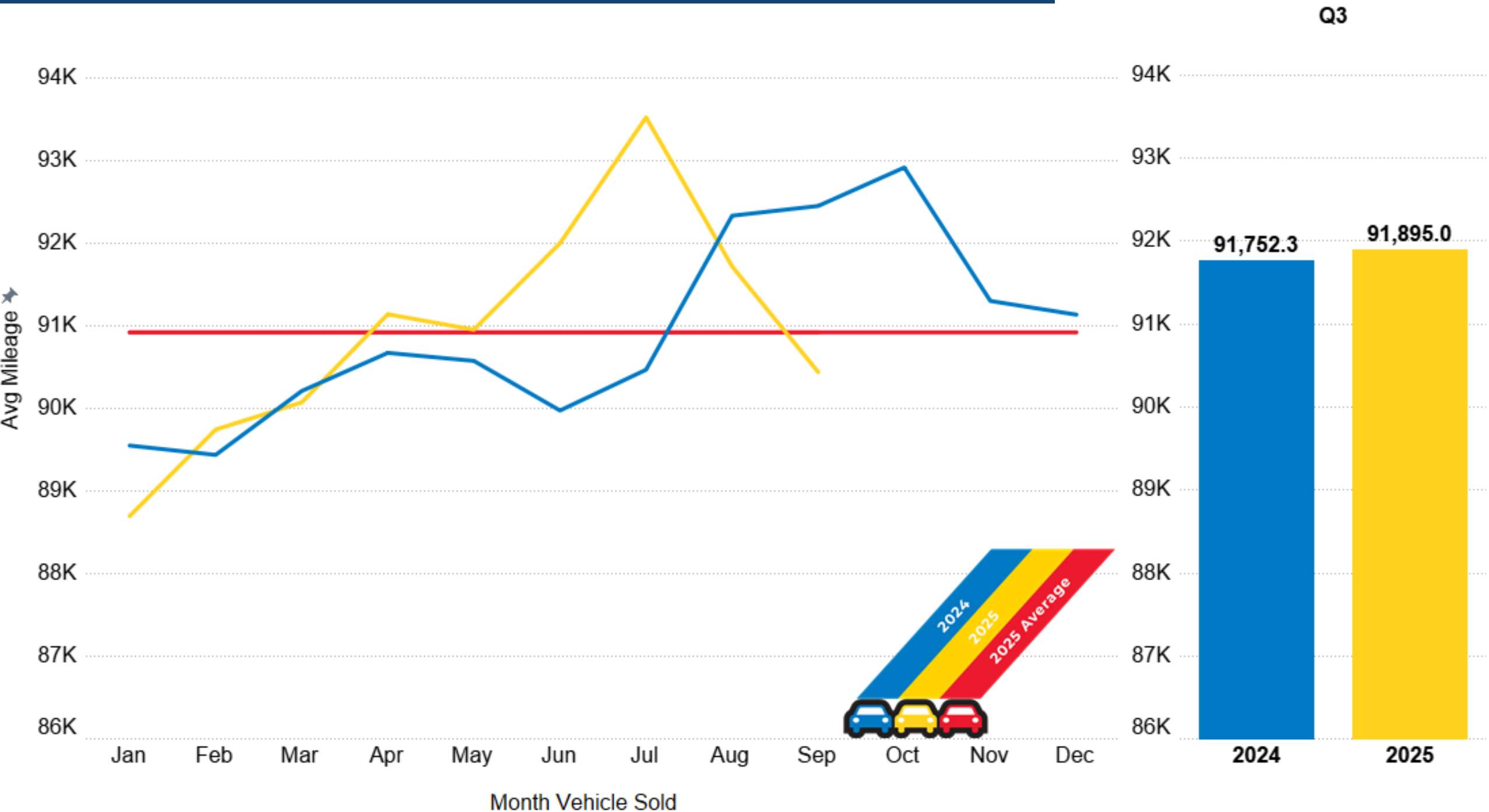
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AVERAGE MODEL YEAR



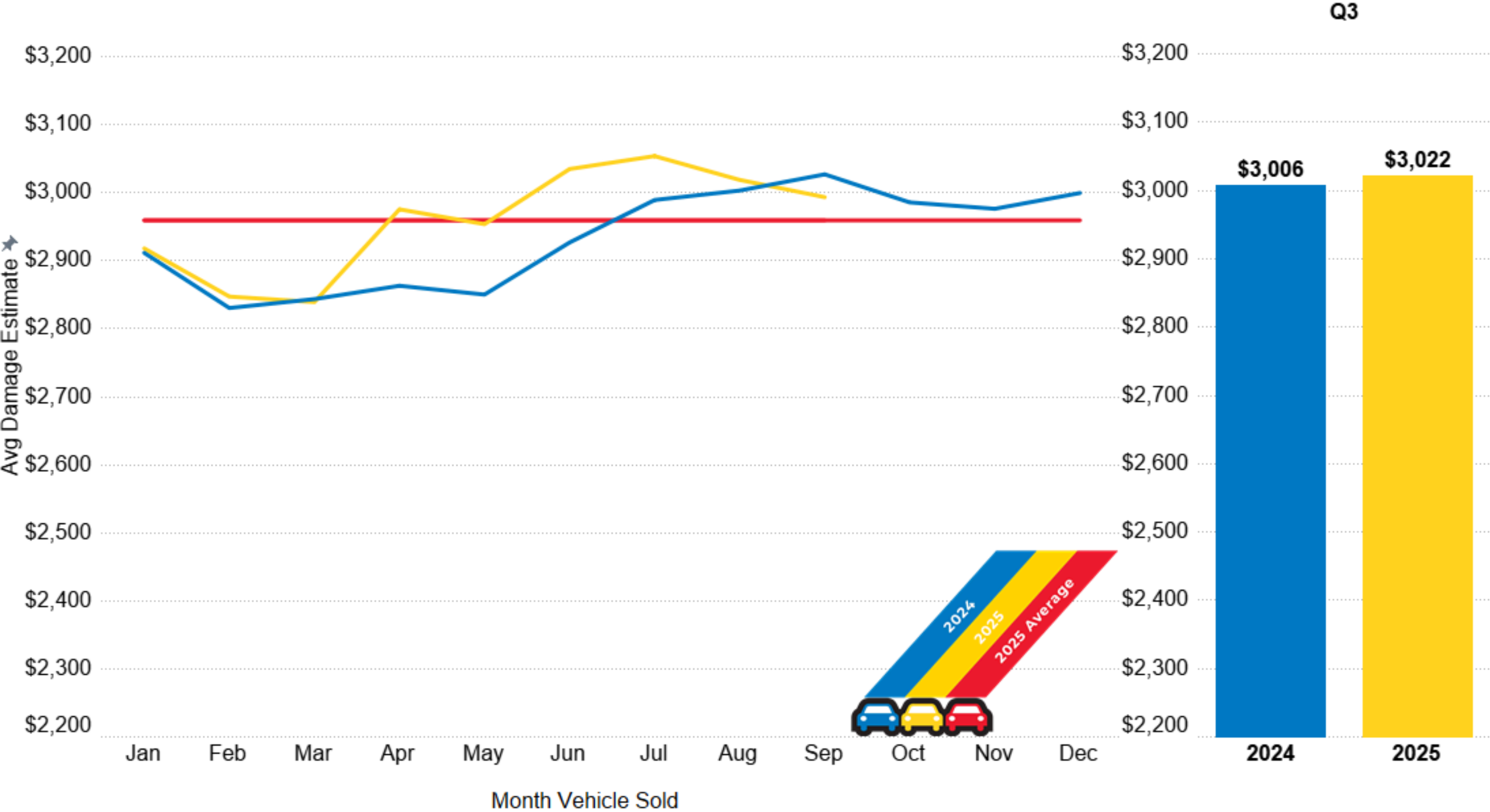
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AVERAGE MILEAGE



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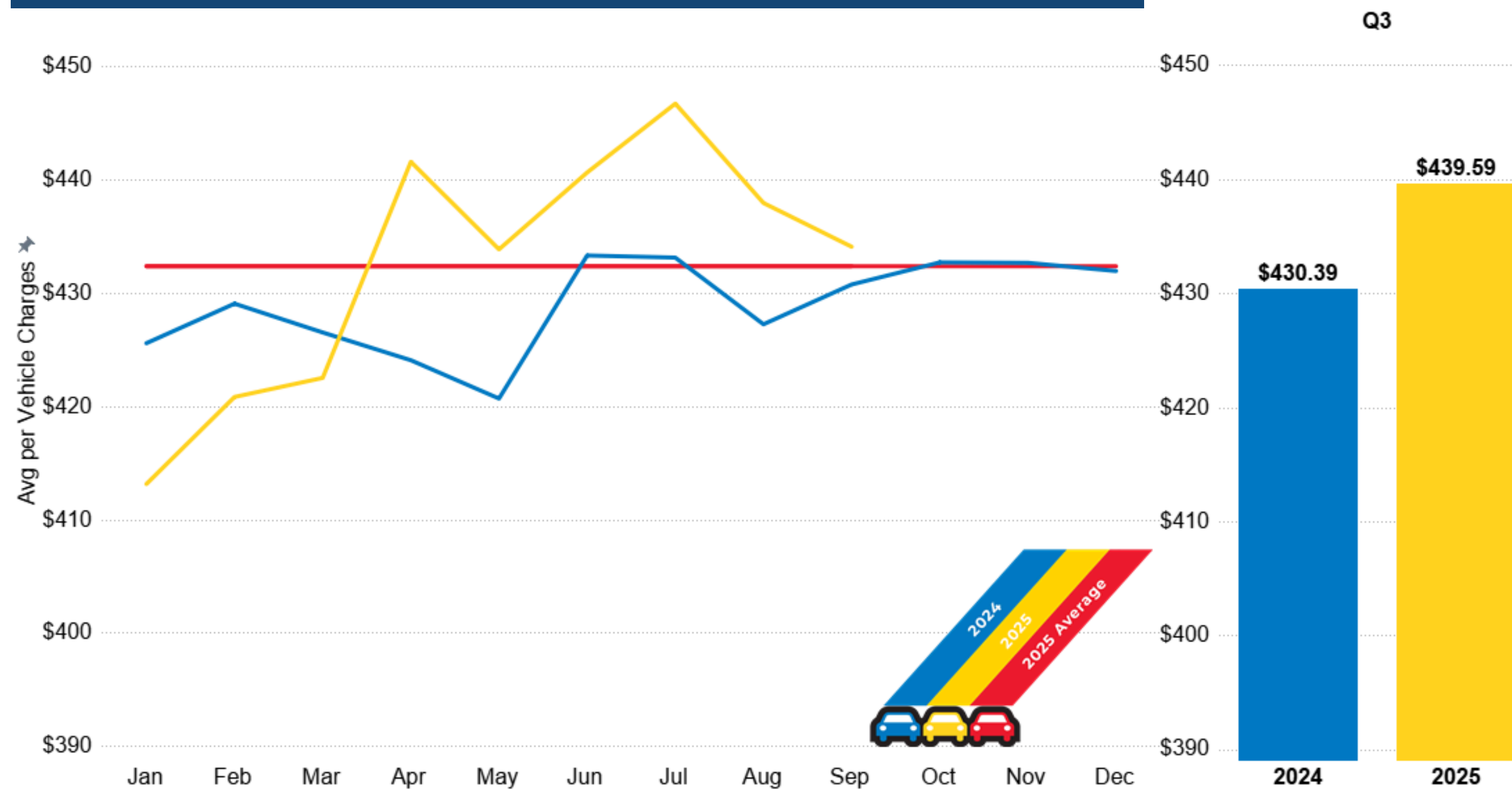
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement

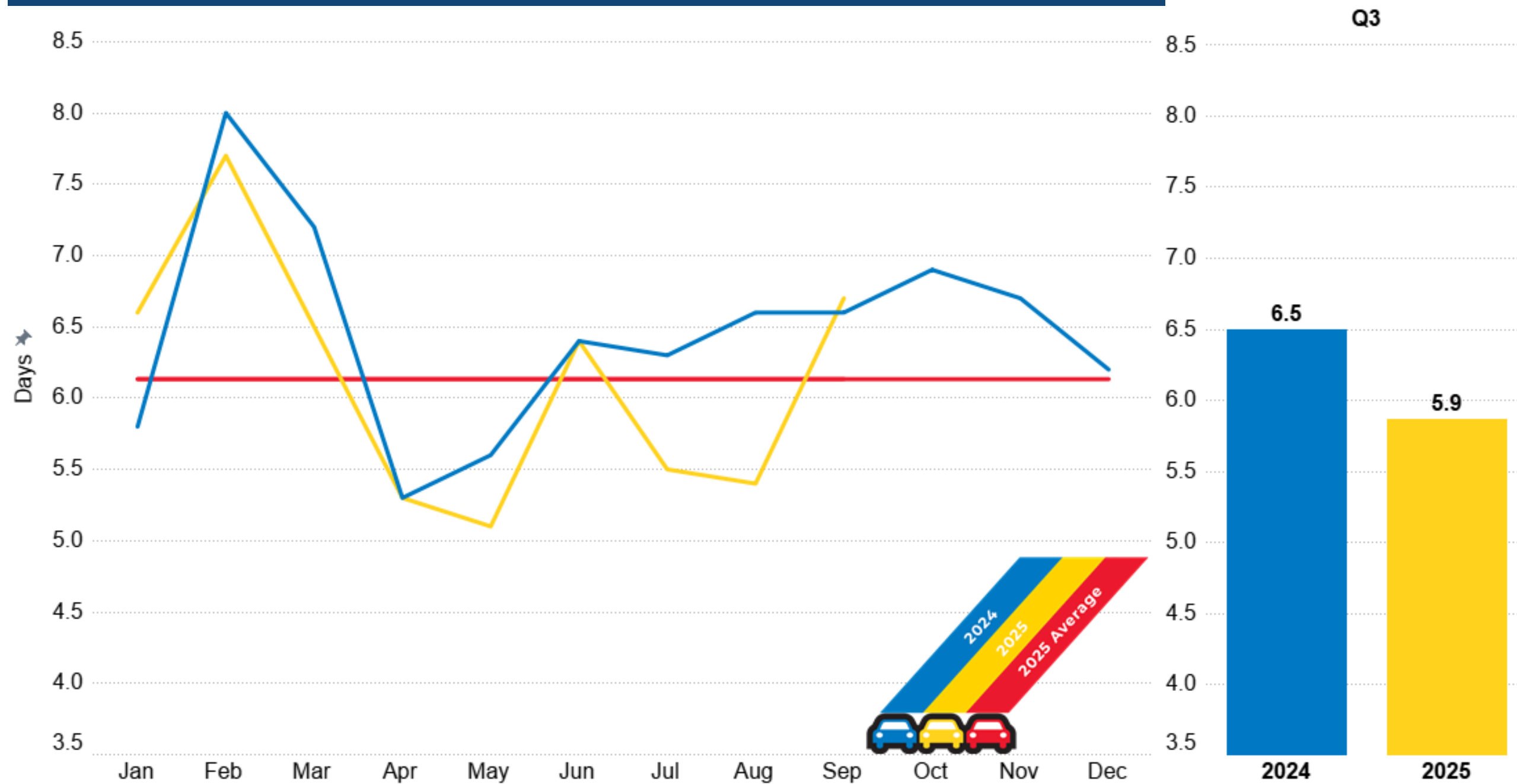


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AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in

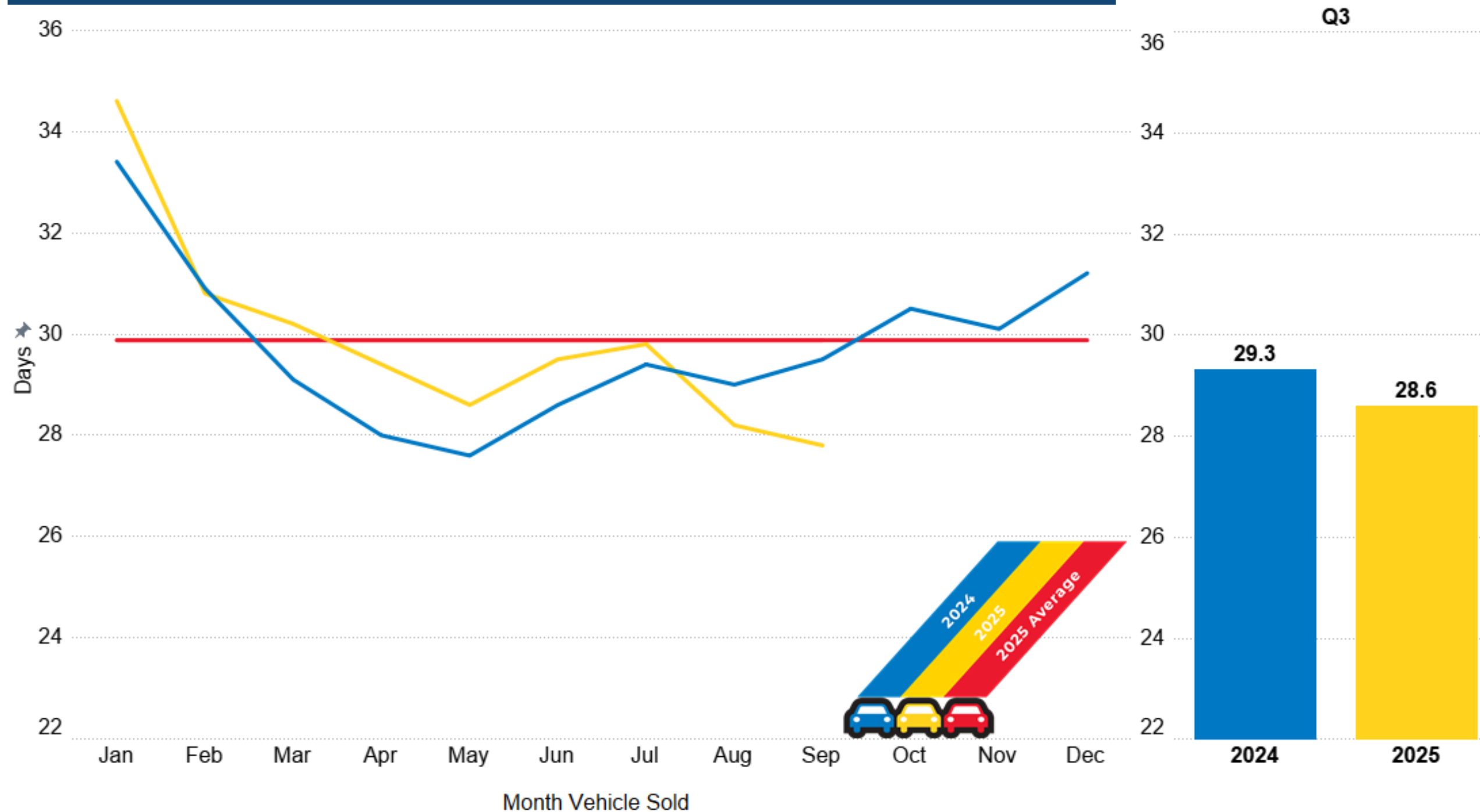
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



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AVERAGE DAYS SECURED TO SOLD

Total timeline from auction arrival to sale



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INDUSTRY Q3 VIEW

2025 Q3: STABILITY THAT SPEAKS TO STRENGTH

The third quarter of 2025 continues the year's theme of deliberate steadiness. Conversion rates remain consistent, underscoring how well sellers and buyers are meeting each other in the market. Sales volume holds firm, marking another period of dependable performance across the wholesale landscape.

Vehicle quality metrics — including grade, mileage, and damage — remain largely unchanged, highlighting ongoing consistency in the types of vehicles reaching the lanes. Average auction fees rose approximately 2% over the previous year, though that figure is beginning to ease compared to last quarter. That moderation may be linked to a positive 3% year-over-year increase in average sale price, suggesting a healthy equilibrium between cost and return.

The result is a quarter that reinforces confidence rather than challenges it. The remarketing market continues to demonstrate discipline, balance, and maturity — qualities that serve as a strong foundation for a solid close to 2025.



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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