



2026 Q1 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

As 2026 began, the data suggested a market that is not standing still, but responding with measured confidence. The most noticeable signal is the rise in conversion rate, pointing to stronger alignment between sellers and buyers. At the same time, vehicle sales volume % change tells a more encouraging story than a single glance might suggest. While January dipped slightly below last year's pace, February and March moved back into positive territory, with March finishing at more than a 5% gain over the same time last year.

That combination is worth paying attention to. Higher conversion alongside renewed sales volume growth suggests that the market is not simply moving more inventory, but moving it with greater precision. In a changing economic environment, the steadiness seen across many of the other metrics reinforces the idea that the industry is adjusting with intention rather than reacting out of uncertainty.

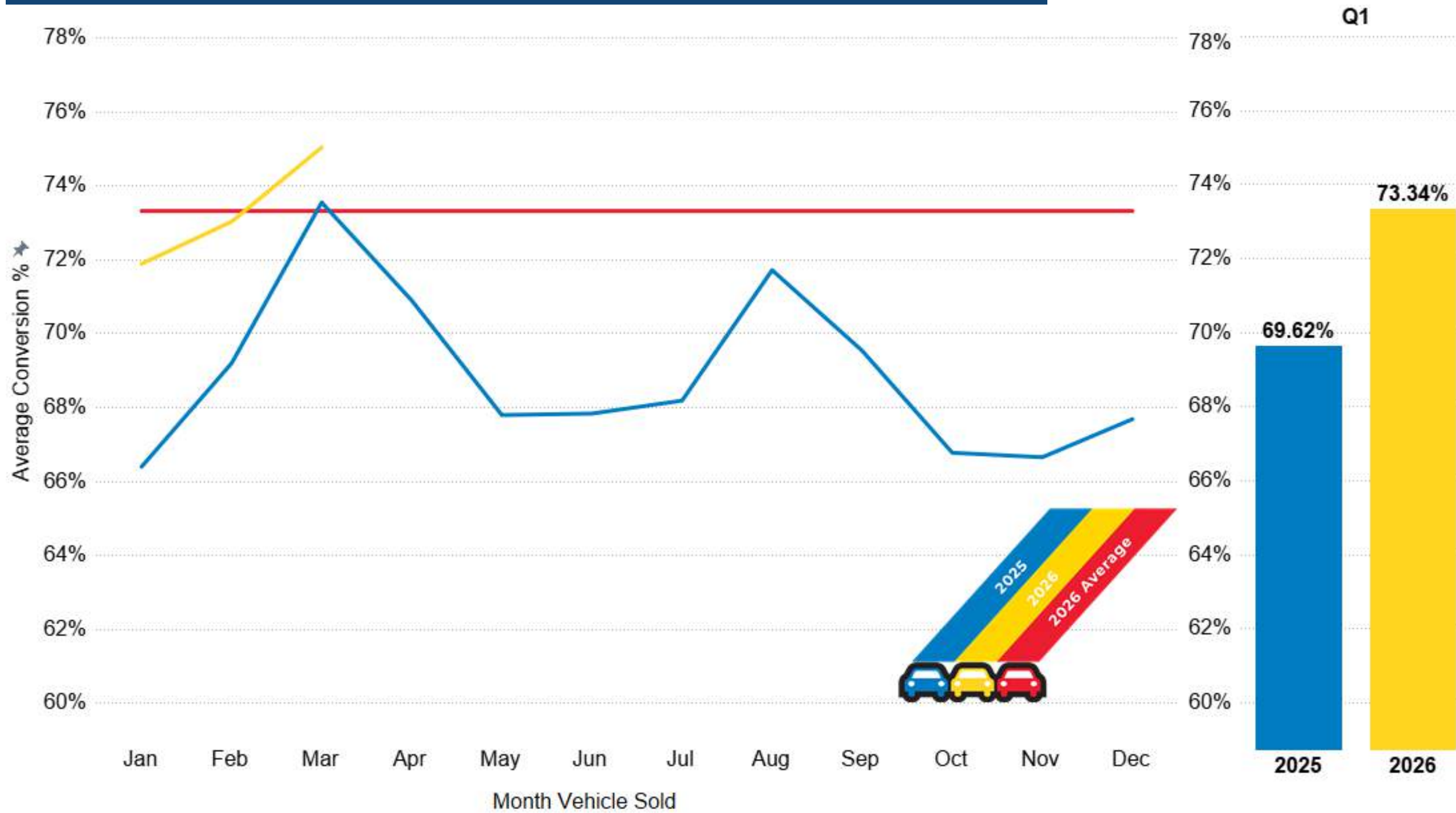
FOOD FOR THOUGHT

If both conversion and sales volume are showing strength early in the year, what does that suggest about the market's ability to adapt without overcorrecting?

THINGS TO KEEP IN MIND

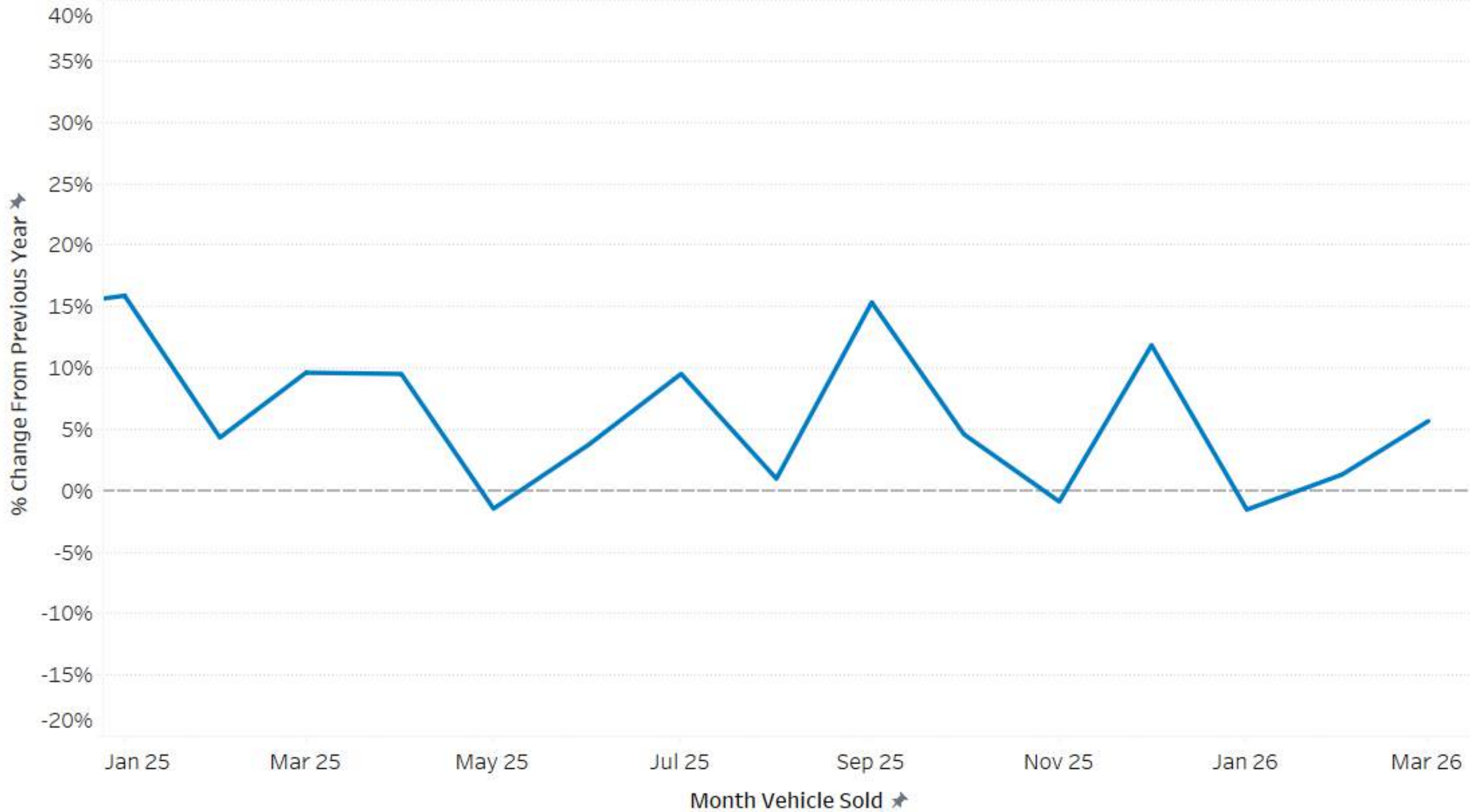
CONVERSION RATE

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



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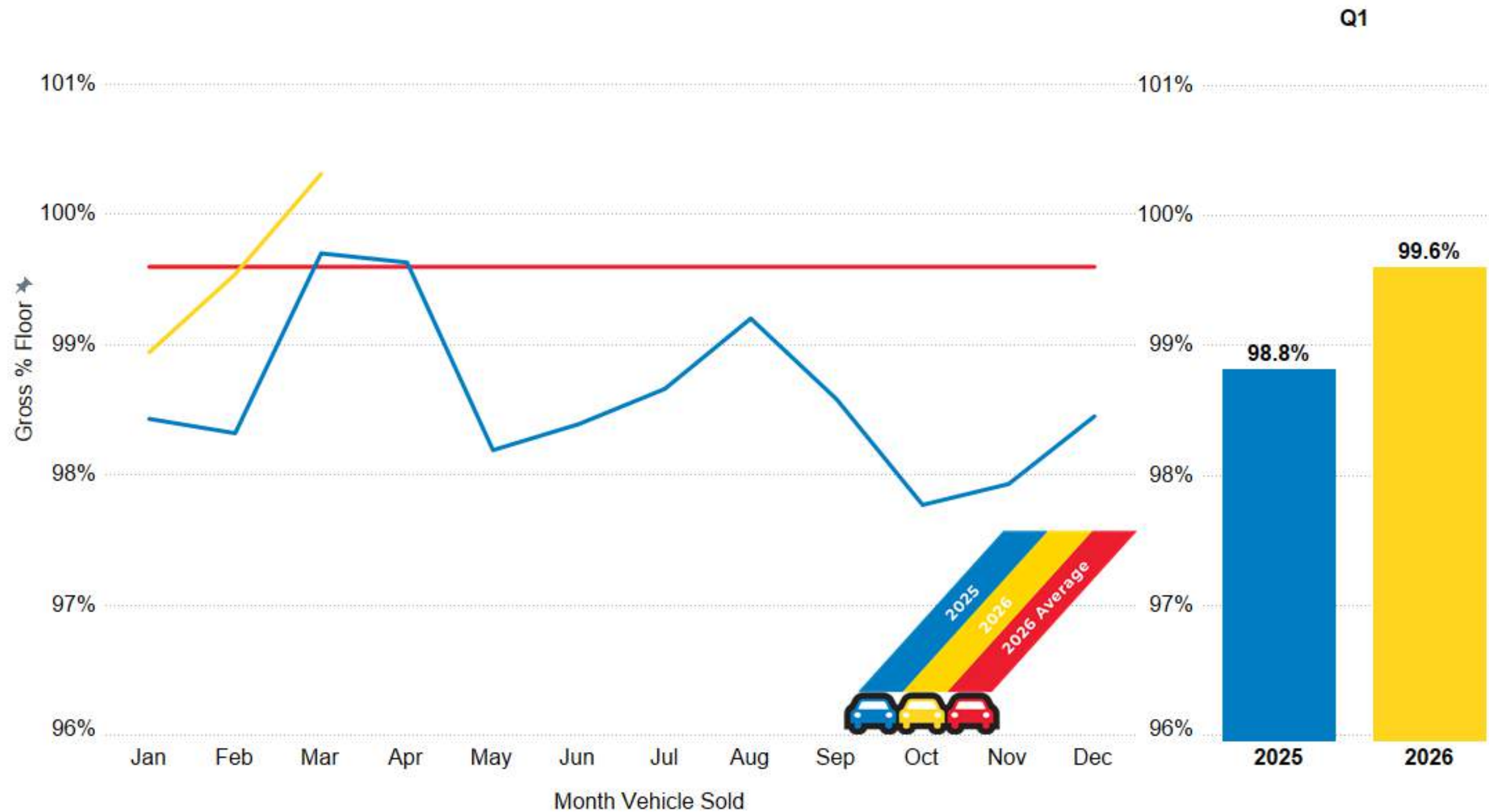
VEHICLES SALES VOLUME % CHANGE



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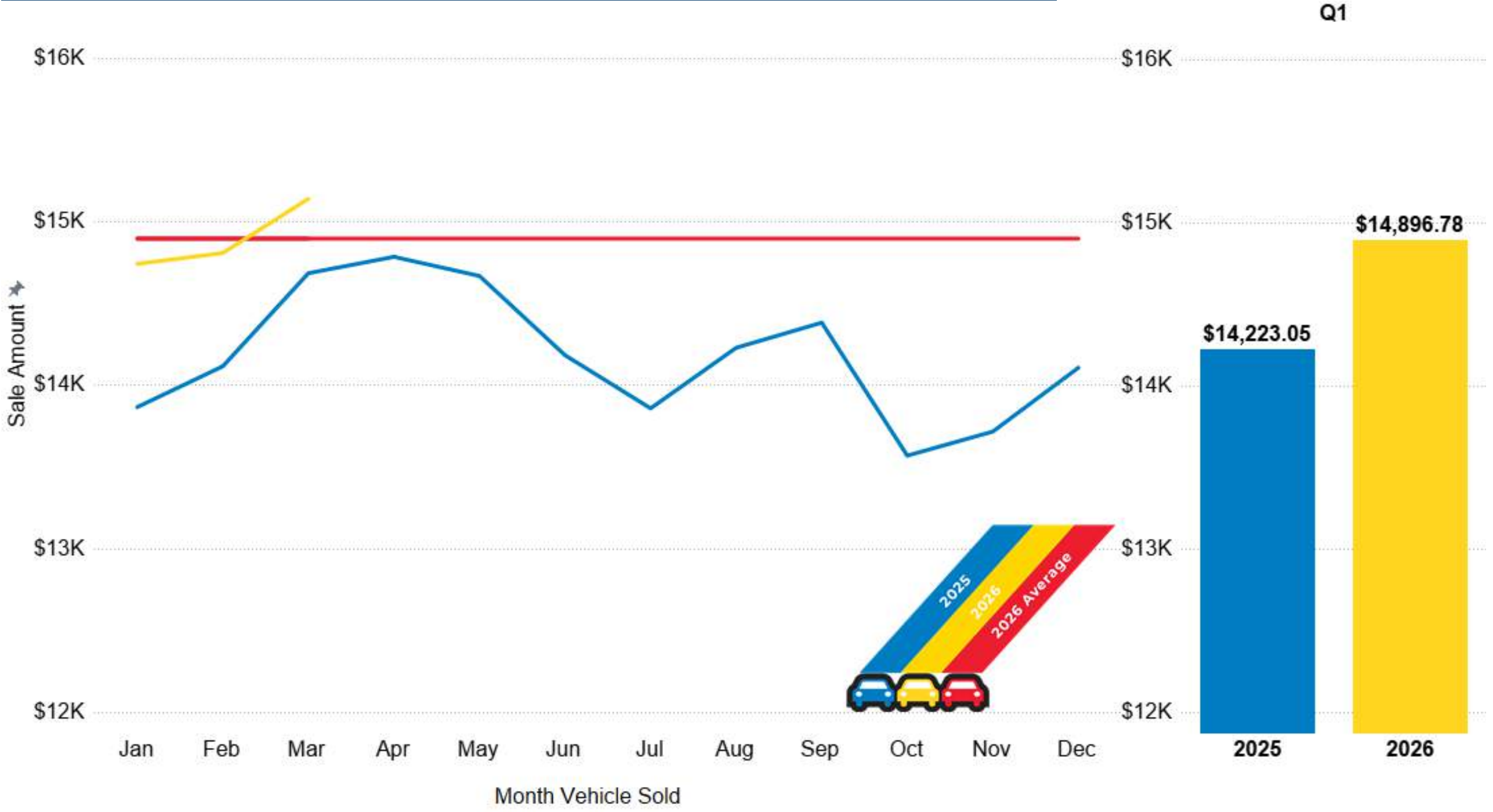
GROSS SALES PRICE AS A % OF FLOOR PRICE

Only includes vehicles which had a Floor Price in AutoIMS



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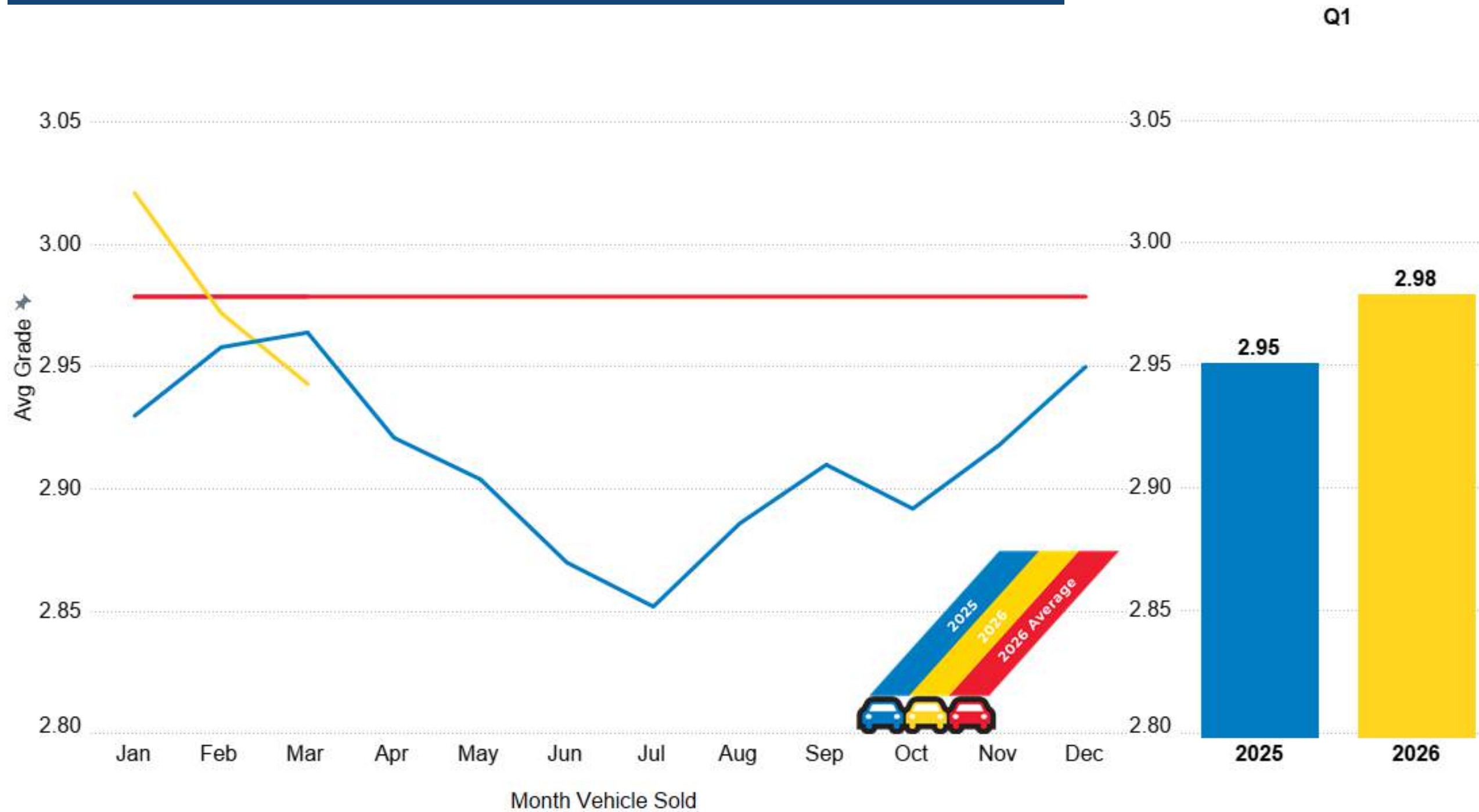
AVERAGE SALE PRICE



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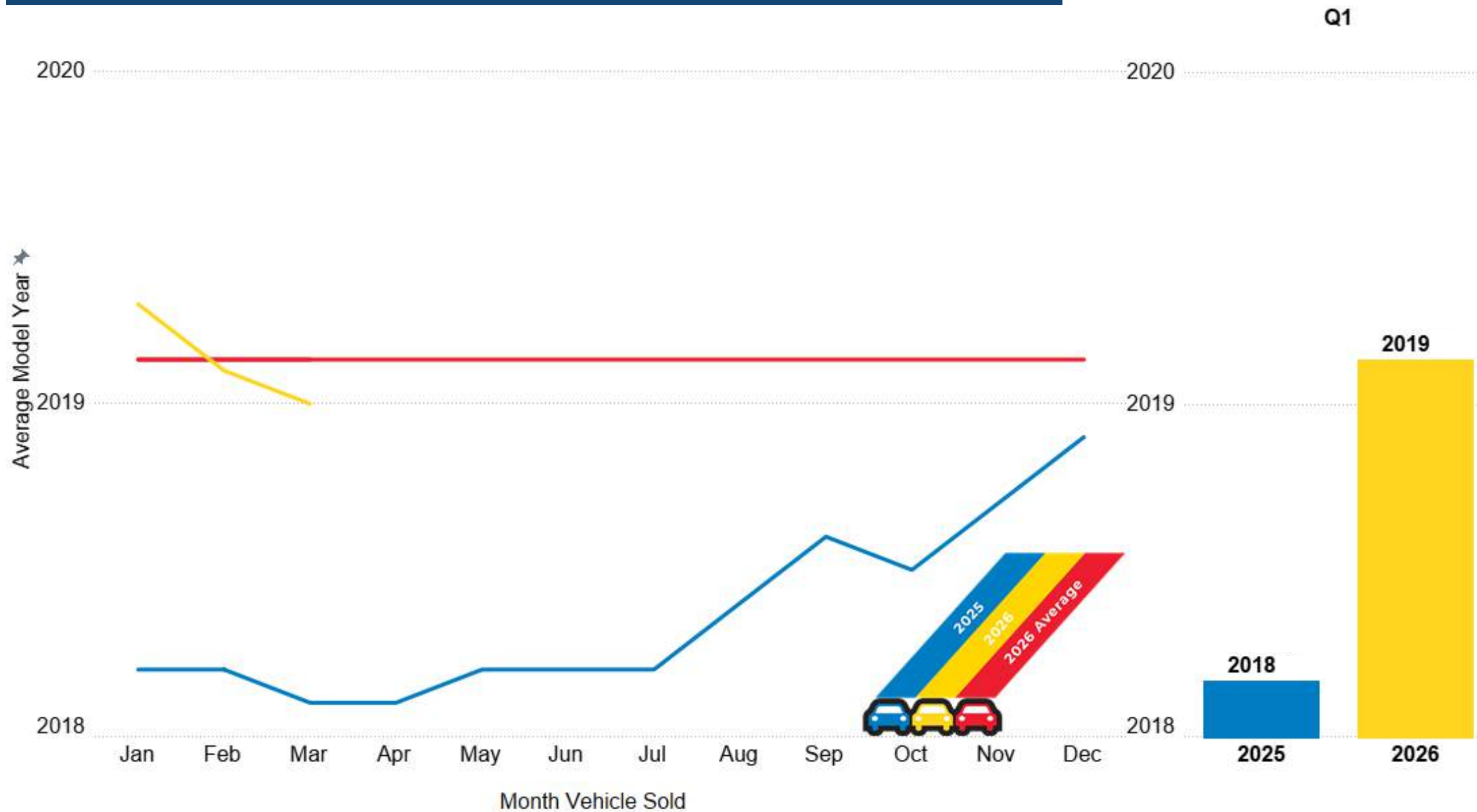
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale



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AVERAGE MODEL YEAR

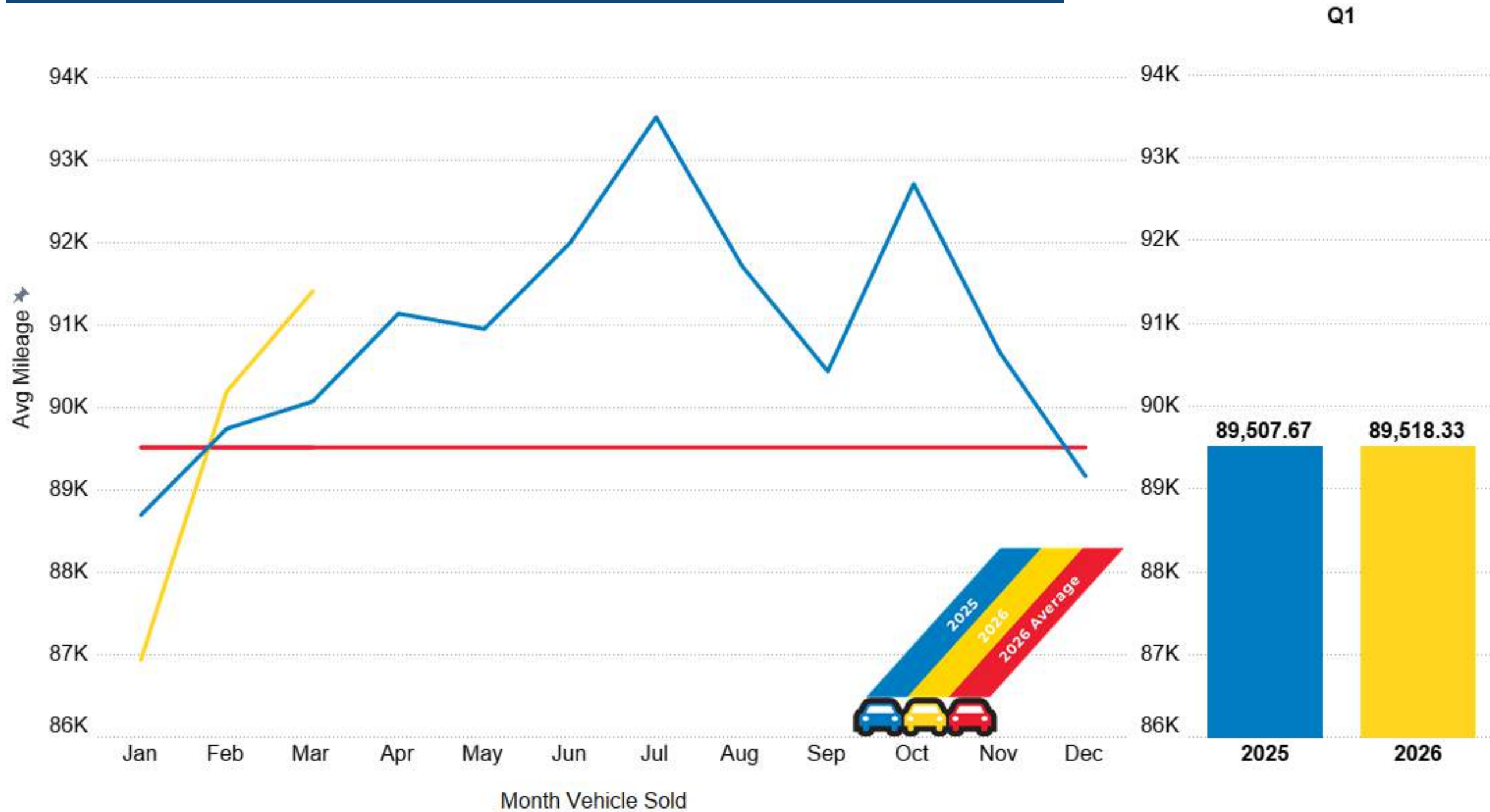


Q1



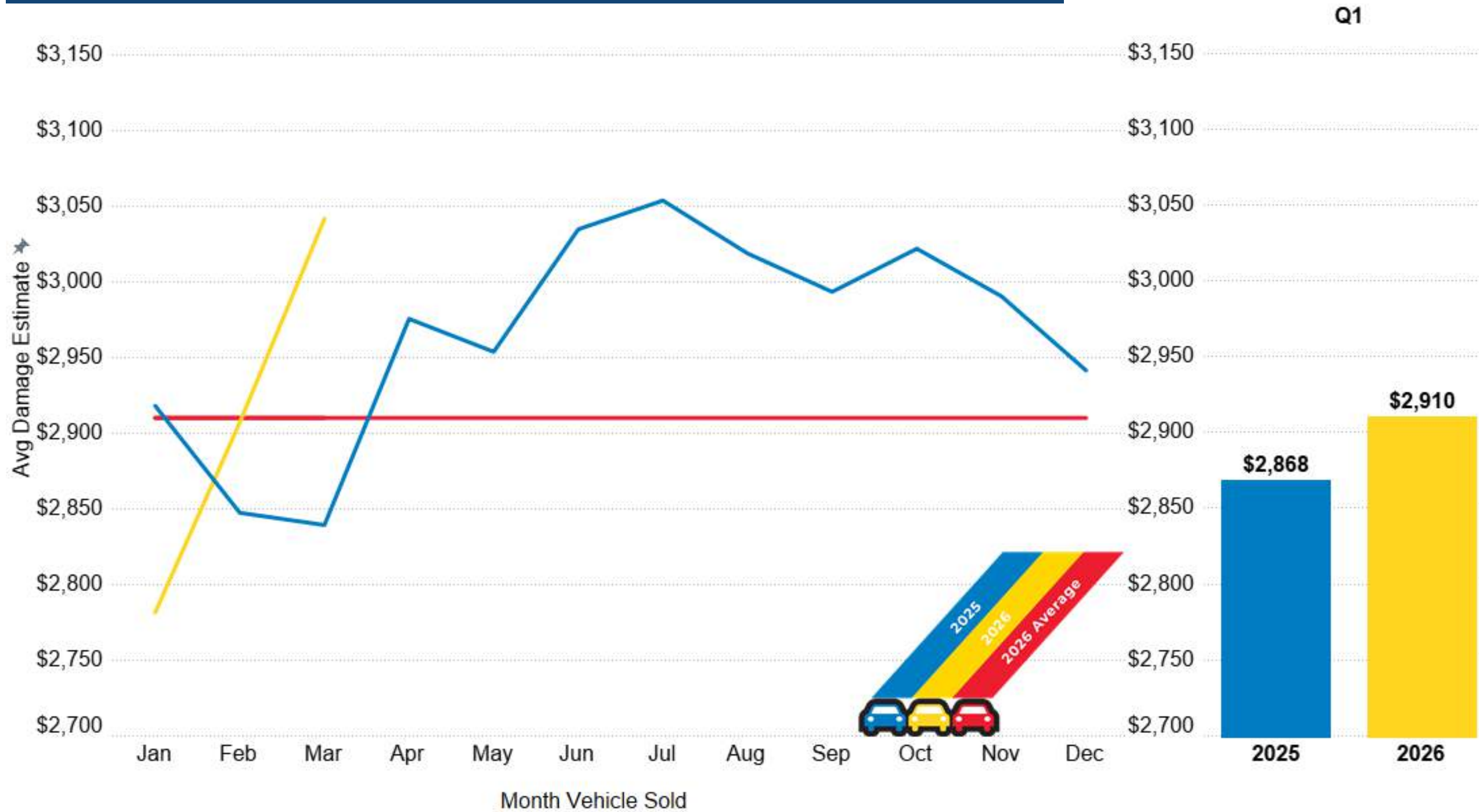
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AVERAGE MILEAGE



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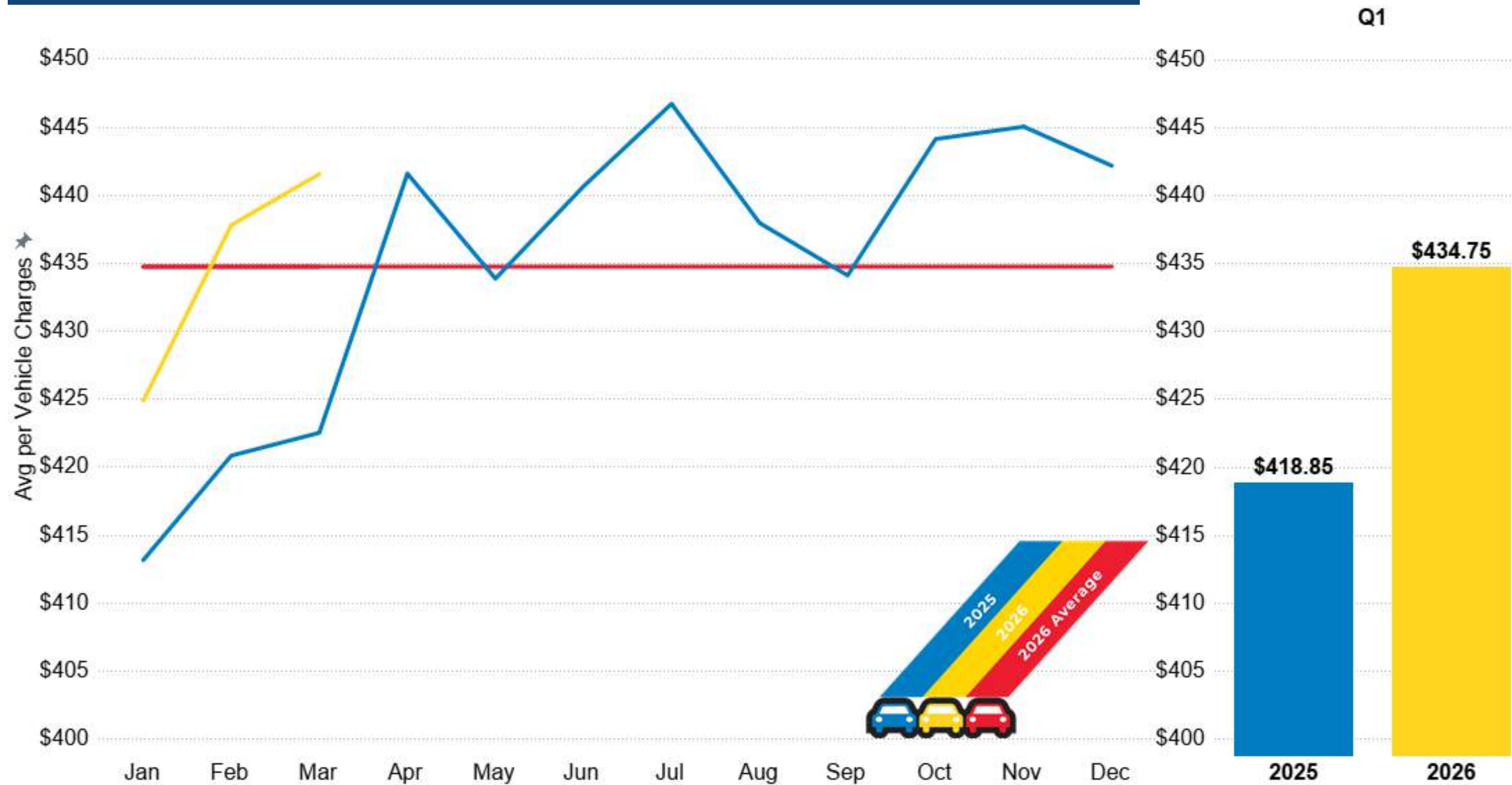
AVERAGE DAMAGE ESTIMATE



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AVERAGE CHARGE TOTAL

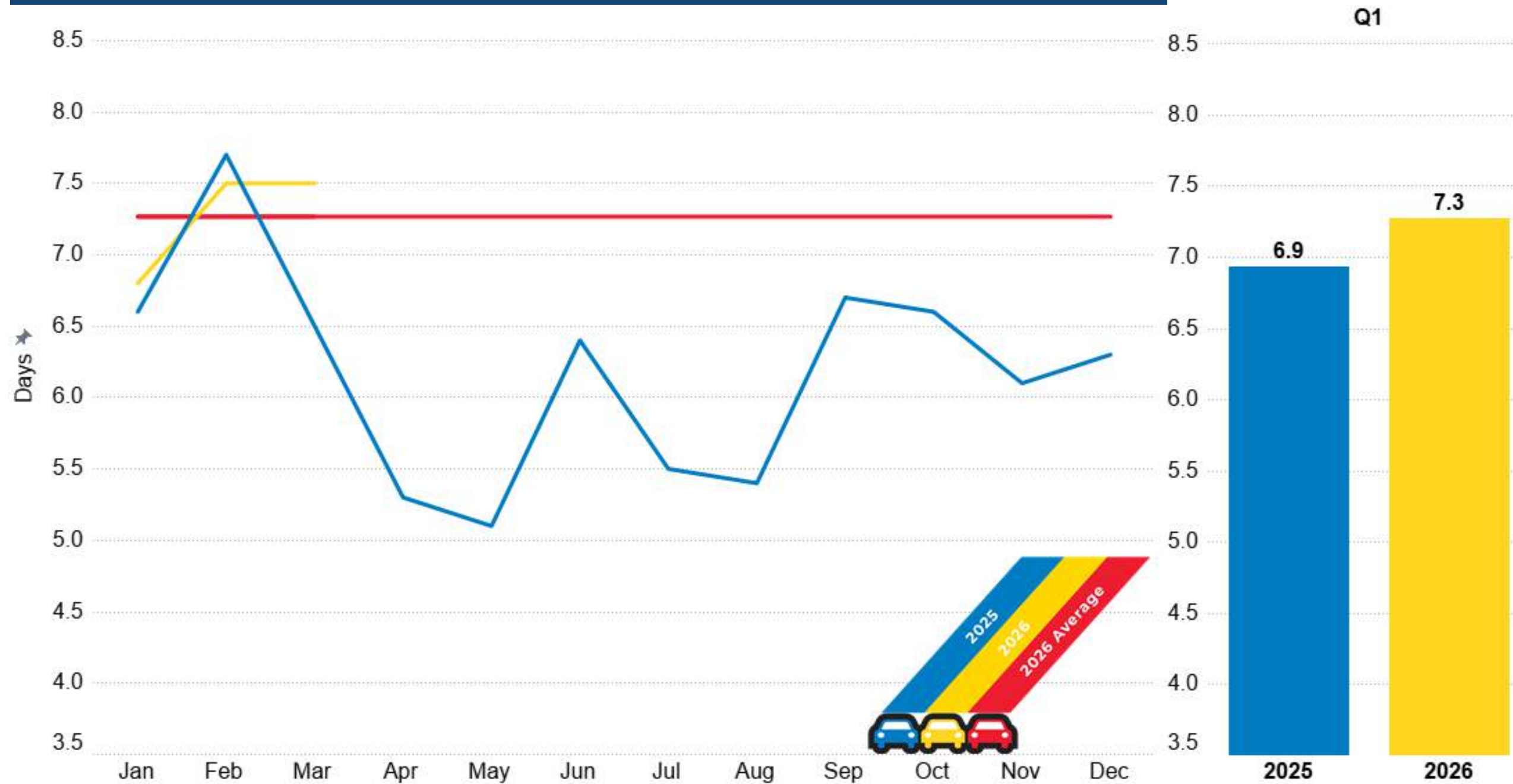
Total auction fees typically deducted from proceeds at sale settlement



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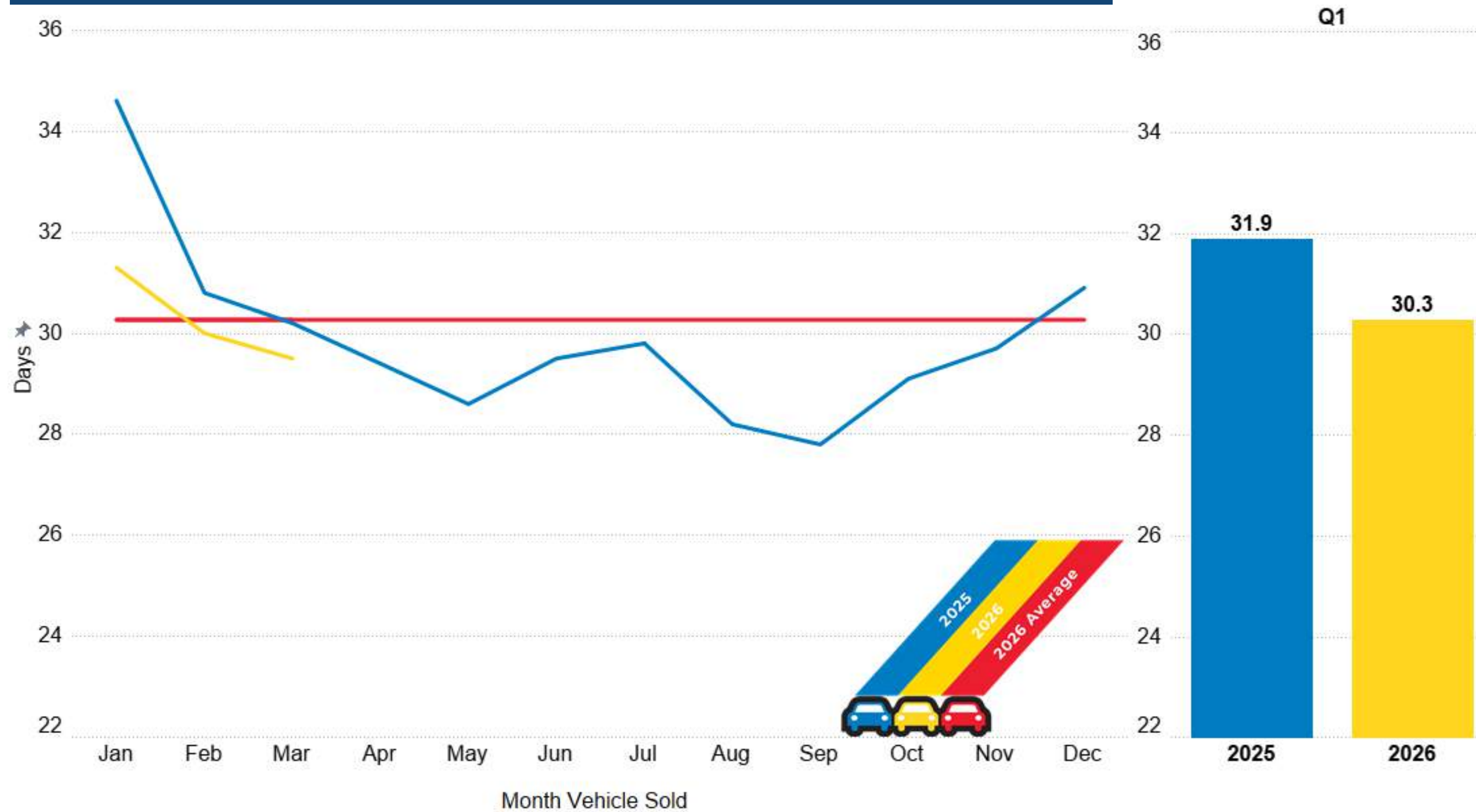
AVERAGE DAYS ASSIGNED TO SECURED

Total timeline from date of auction assignment to check in
Note: Only includes vehicles with a Pick Up or Drop Off assignment date



AVERAGE DAYS SECURED TO SOLD

Total timeline from auction arrival to sale



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2026 Q1: STRONGER CONVERSION, RENEWED MOMENTUM

As the first quarter of 2026 took shape, the remarketing industry offered a meaningful signal: stronger conversion accompanied by renewed sales volume growth as the quarter progressed. The data does not point to a market in flux so much as one finding its footing with greater confidence.

Most notably, conversion rate rose meaningfully compared to the same period last year, climbing from 69.62% to 73.34%. That kind of improvement reflects stronger alignment between seller expectations and buyer appetite, and it suggests that vehicles are continuing to find the right buyers when pricing and execution remain disciplined.

Vehicle sales volume % change adds another important layer to that story. While January came in slightly below last year's pace, the quarter did not stay there. February and March both moved above prior-year levels, with March posting more than a 5% increase. Rather than signaling inconsistency, Q1 volume suggests a market that regained momentum quickly and finished the quarter on firmer ground.

Elsewhere, the broader data remained relatively steady. Average sale price moved higher, gross sales as a percentage of floor price improved modestly, and vehicle grade remained stable. Damage estimates and charge totals edged up, while operational timing split in two directions: days assigned to secured increased slightly, but days secured to sold improved. Together, those shifts suggest some pressure earlier in the process, offset by more efficient movement once vehicles reached the auction.

Taken together, Q1 tells the story of a market that is sharpening, not stalling. Conversion improved, volume regained strength after a brief soft start, and the surrounding metrics point to continued discipline in the face of broader economic change. For AutoIMS clients, that is a strong way to begin the year: not with dramatic swings, but with signs of steady momentum and better alignment across the remarketing process.



INDUSTRY
Q1'26
VIEW

PULL YOUR DATA

**FREE TOOLS ARE AVAILABLE TO
GET YOUR OWN INSIGHTS:**

Sales Scorecard

LiveAnalytics

LiveReports

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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