autoims

2026 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.

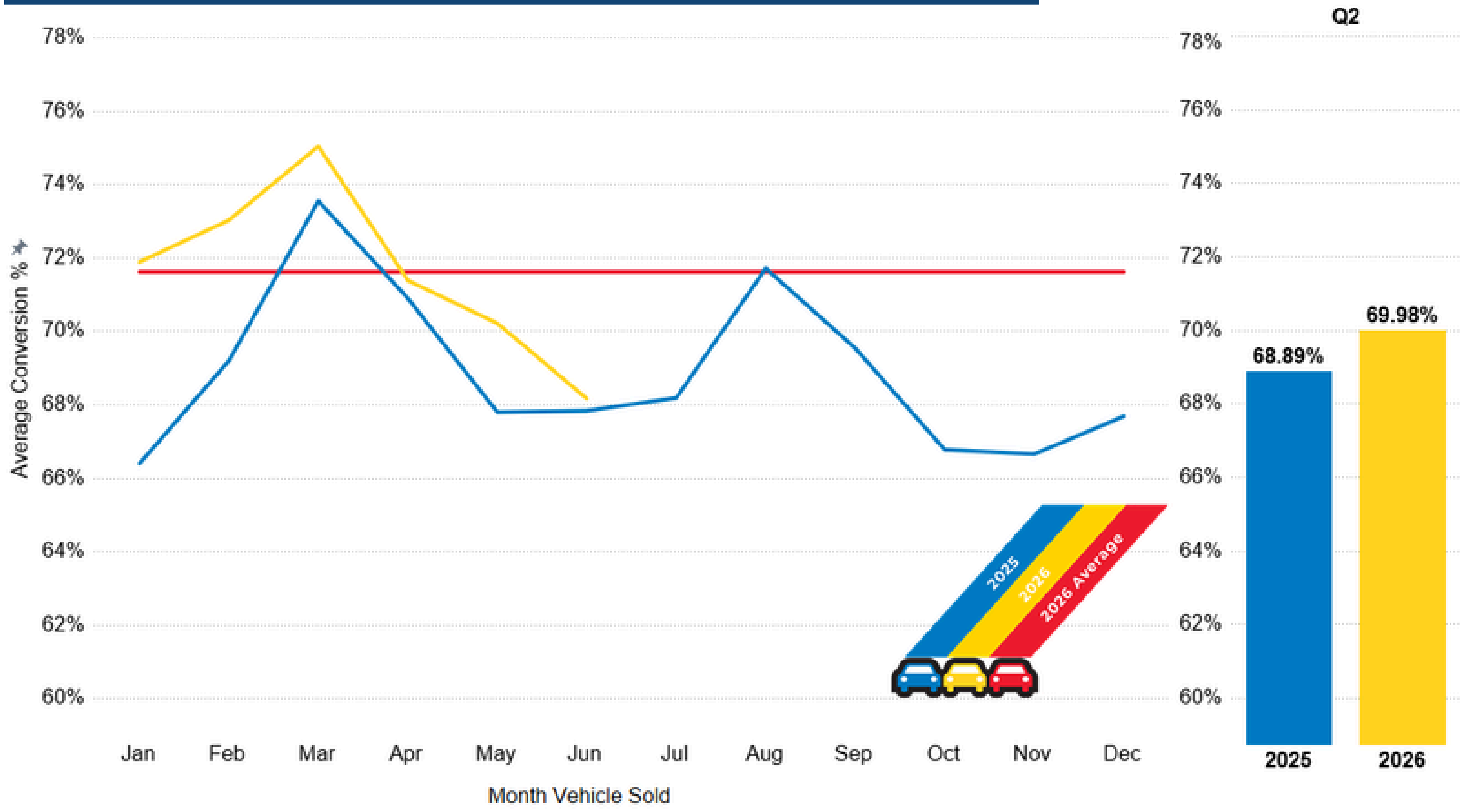
WHEN

Published quarterly

ABOUT THE AUTOIMS INDUSTRY VIEW

CONVERSION RATE

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



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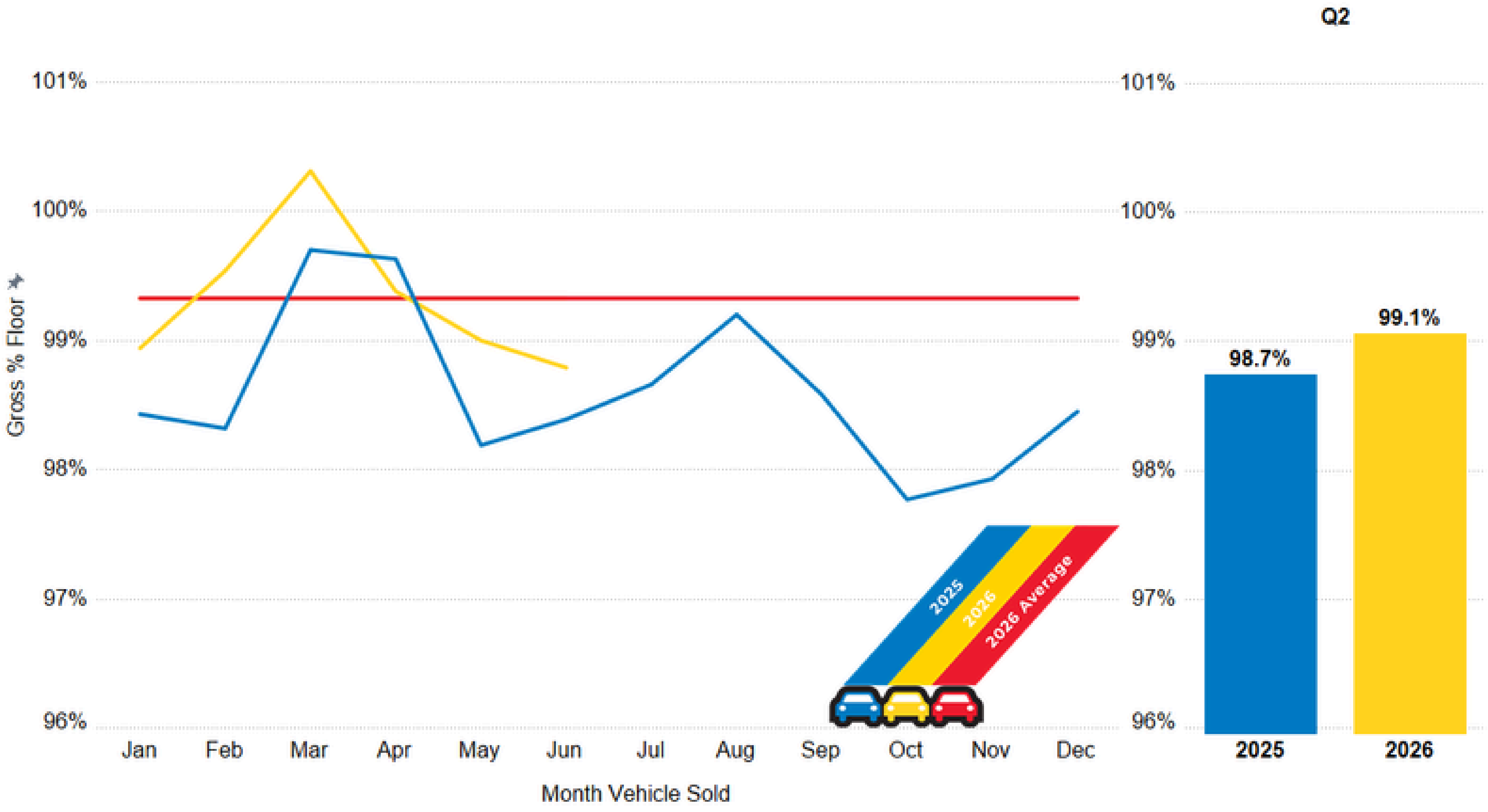
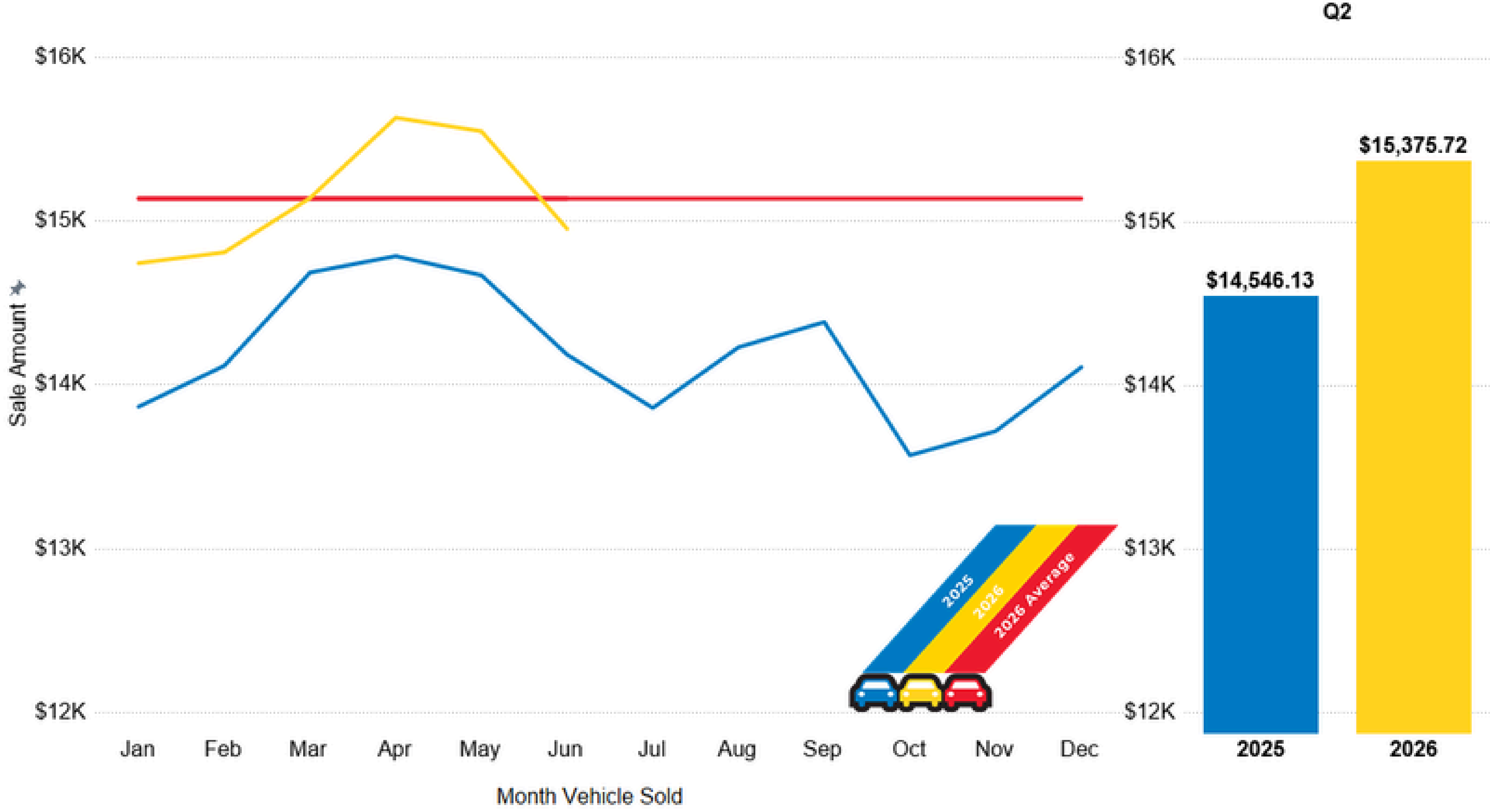
VEHICLES SALES VOLUME % CHANGE

GROSS SALES PRICE AS A % OF FLOOR PRICE

Only includes vehicles which had a Floor Price in AutoIMS



AVERAGE SALE PRICE



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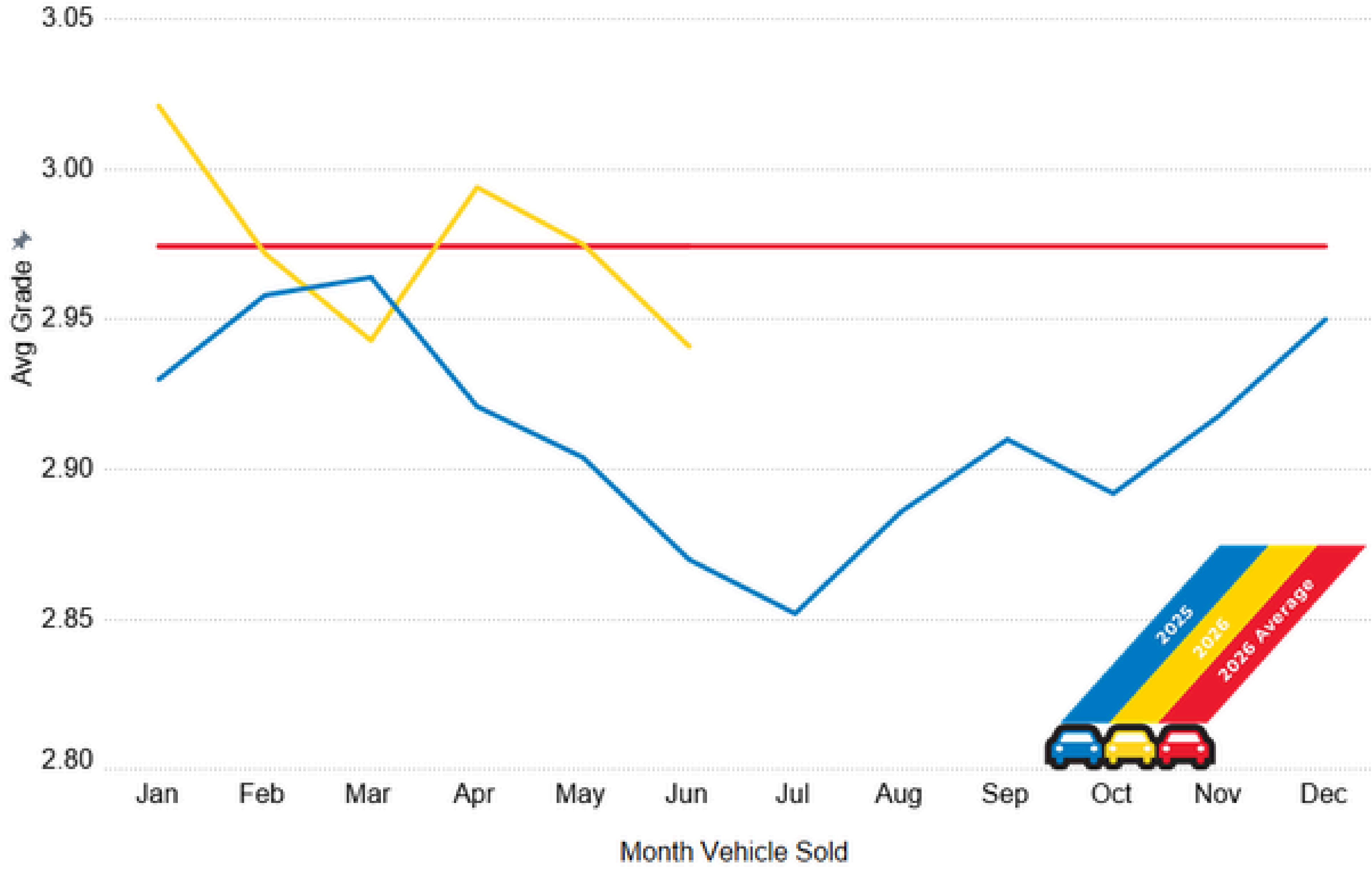
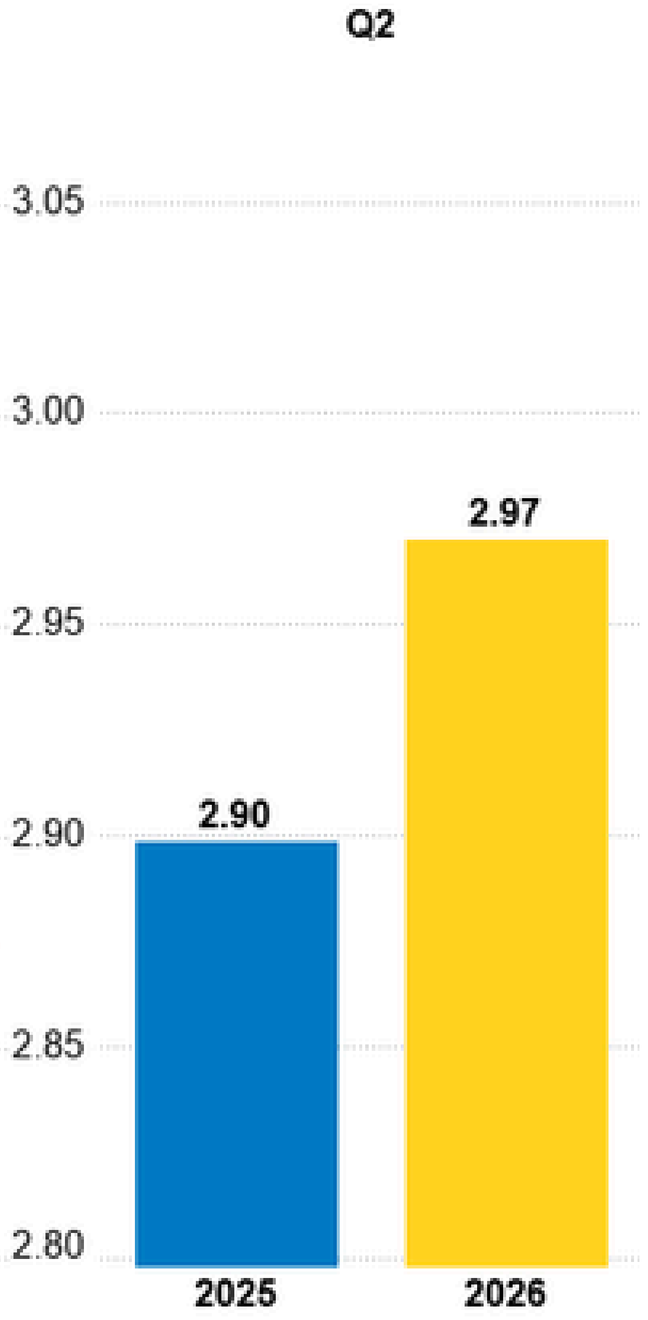
AVERAGE VEHICLE GRADE

Using the final CR grade at time of sale





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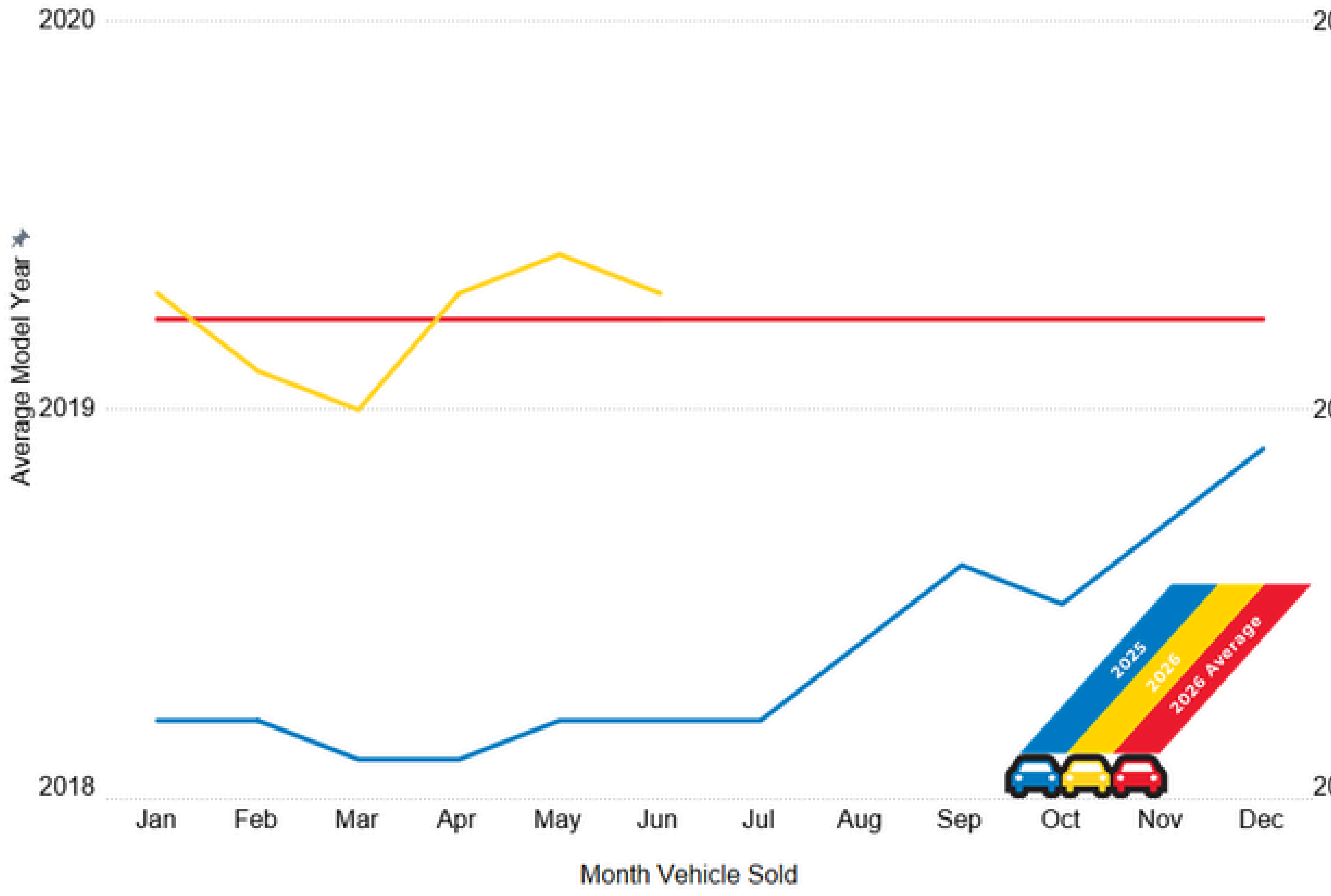
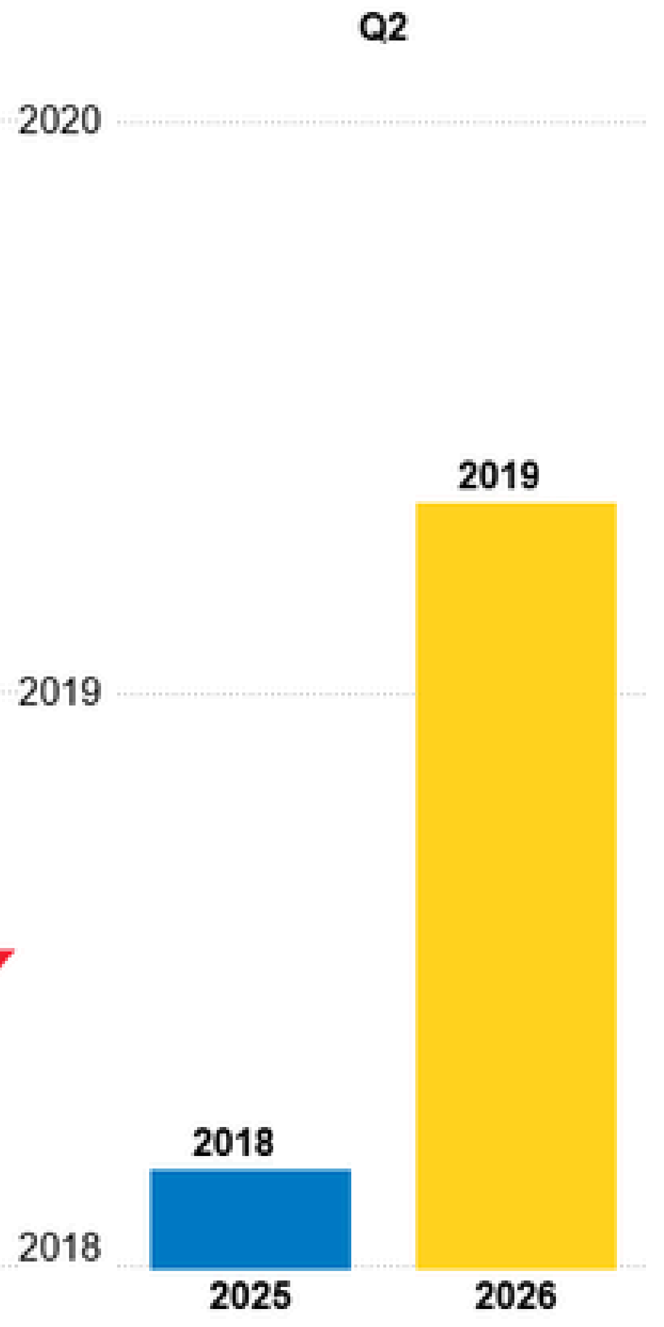
AVERAGE MODEL YEAR





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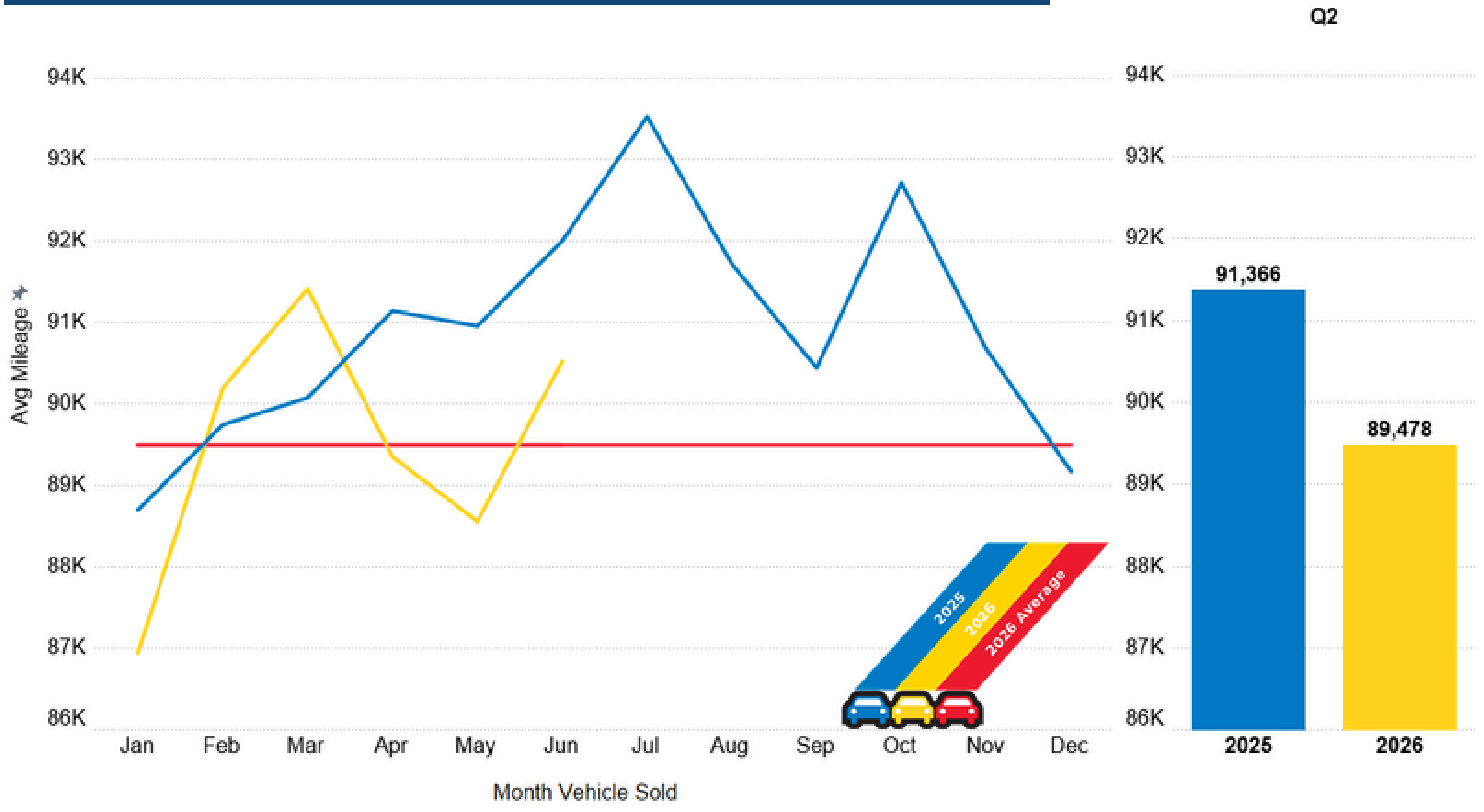
AVERAGE MILEAGE



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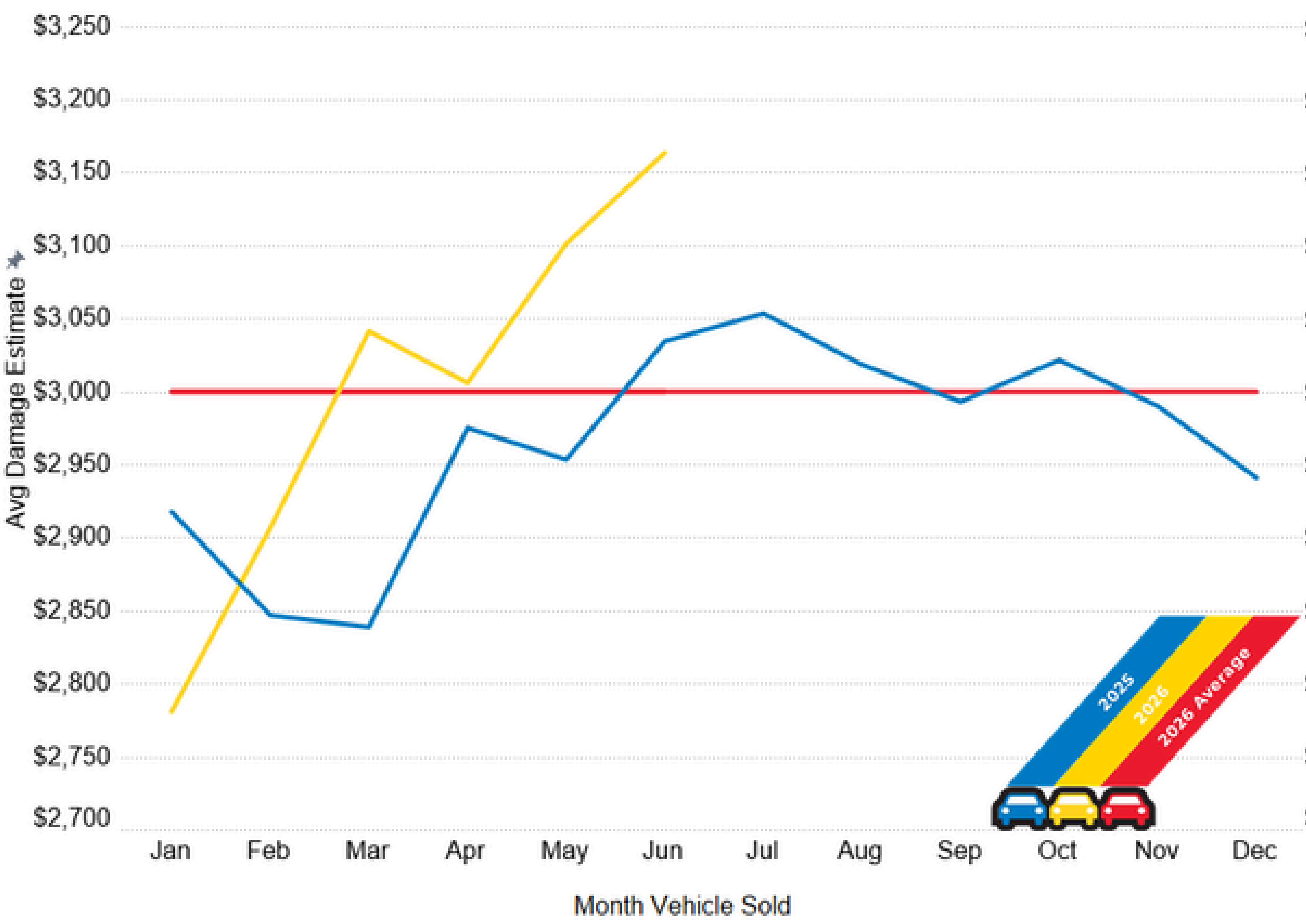
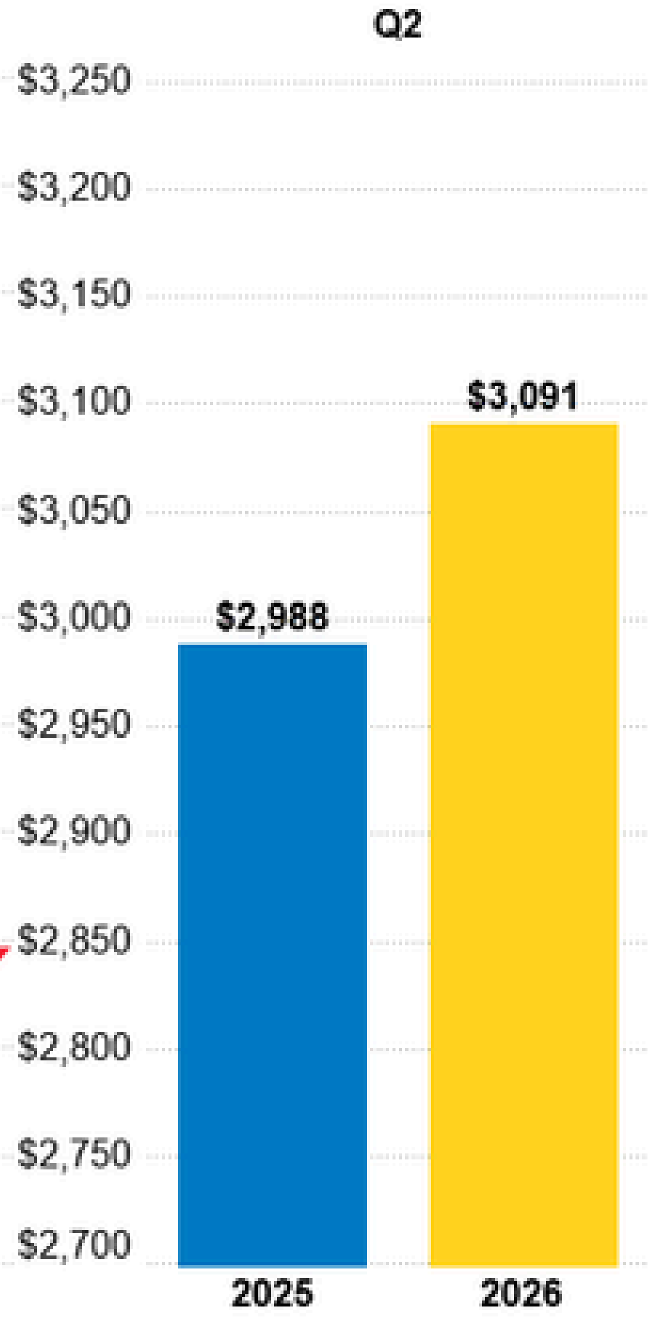
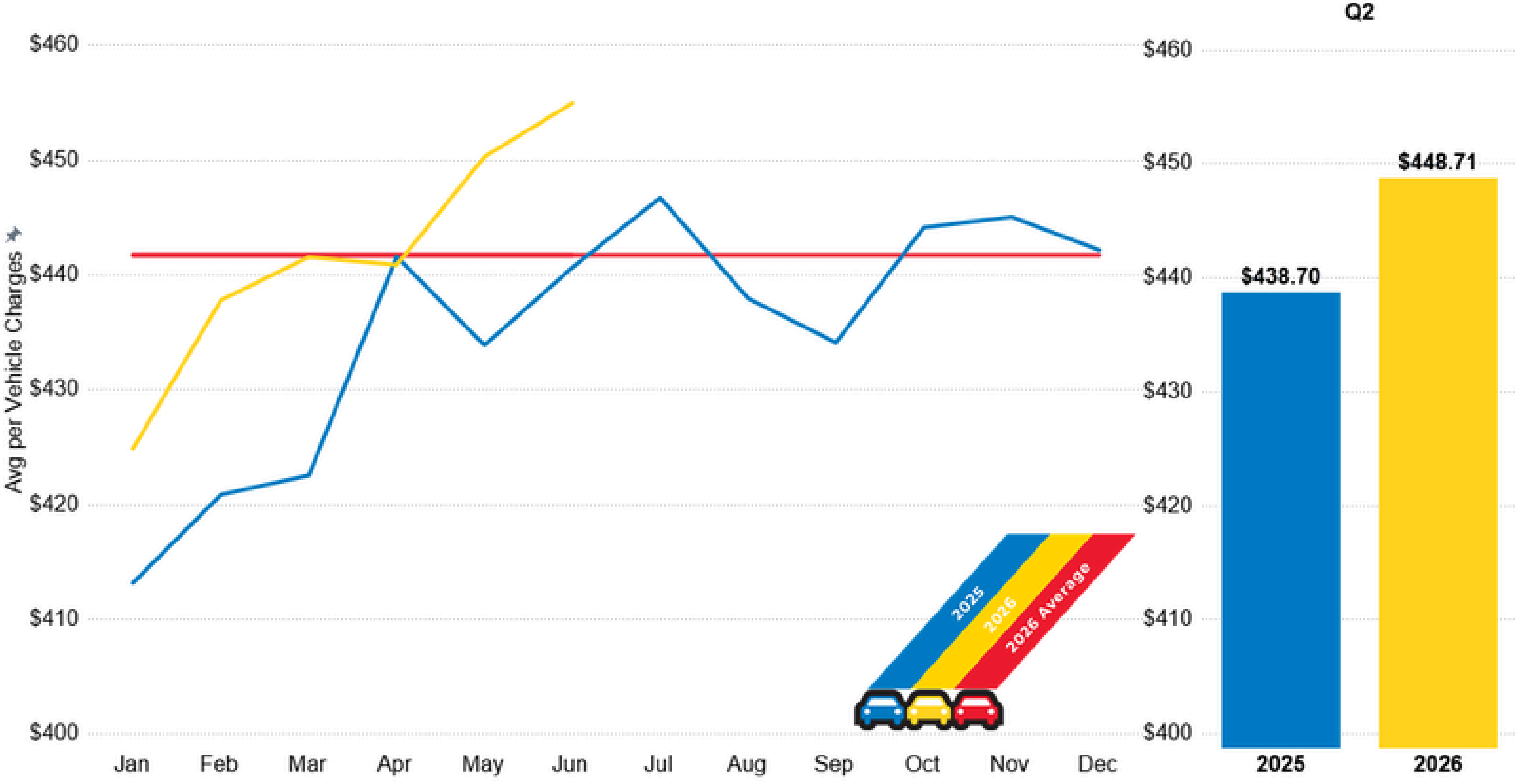
AVERAGE DAMAGE ESTIMATE





AVERAGE CHARGE TOTAL

Total auction fees typically deducted from proceeds at sale settlement



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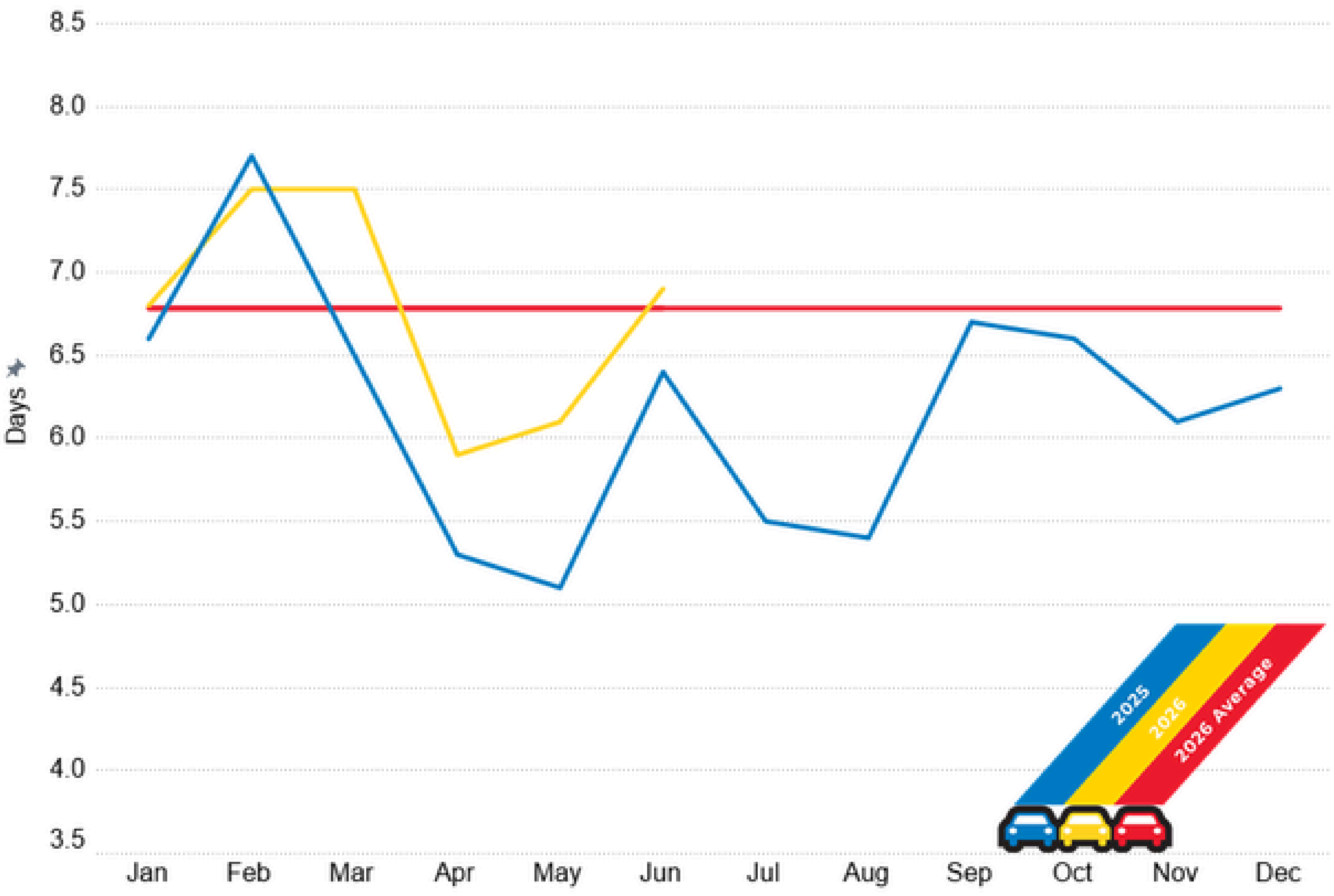
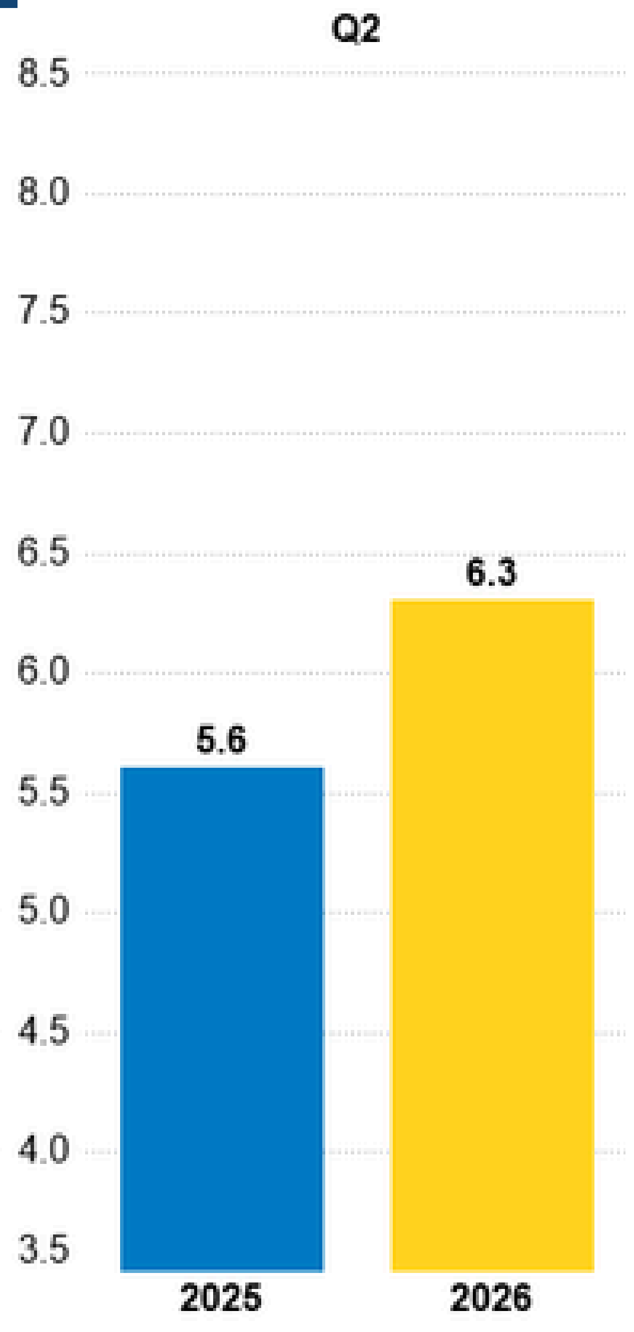
AVERAGE DAYS ASSIGNED TO SECURED

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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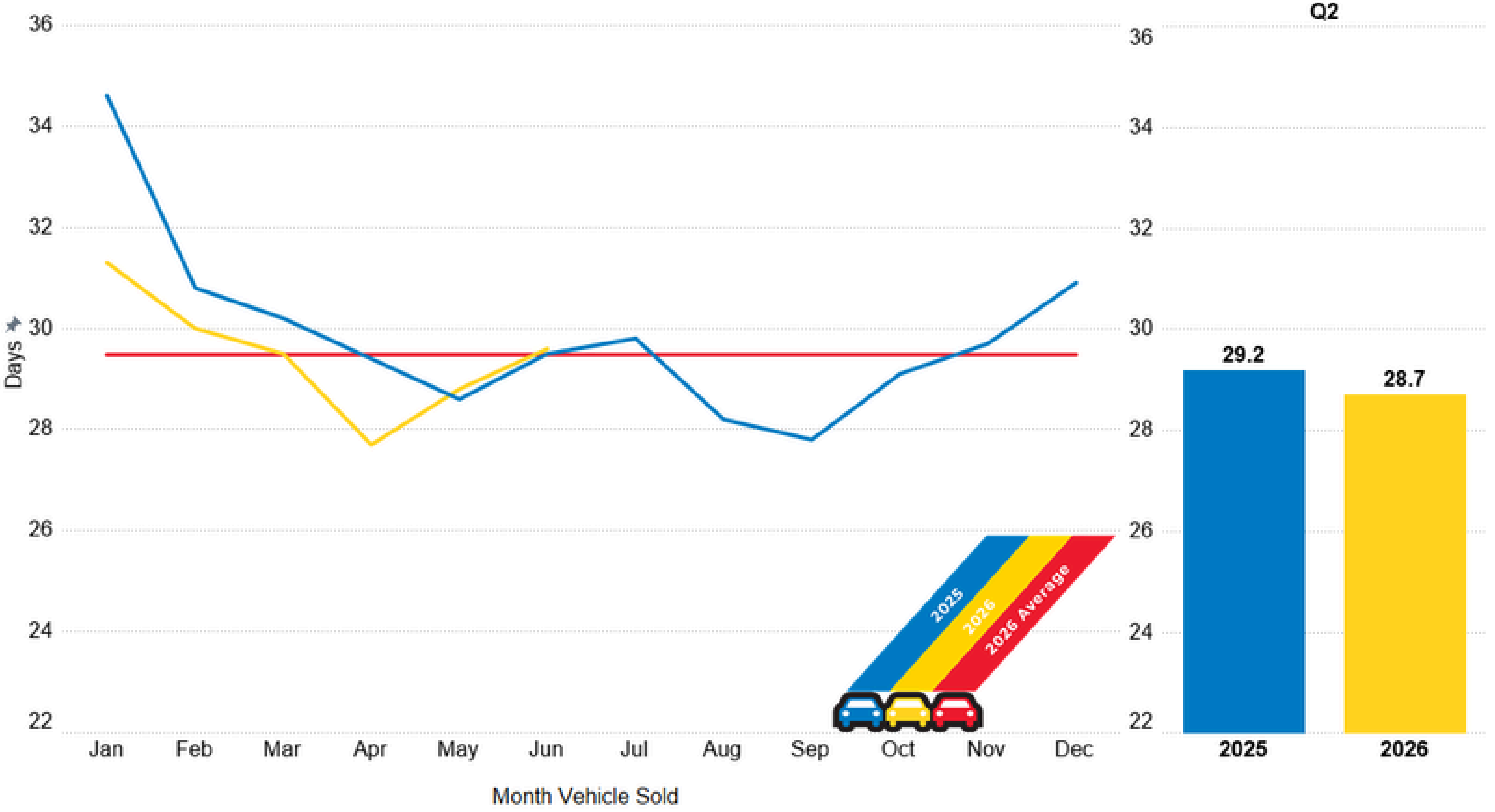
AVERAGE DAYS SECURED TO SOLD

Total timeline from auction arrival to sale



INDUSTRY VIEW | EMPOWERING REMARKETERS

2026 Q2: SELECTIVE MOMENTUM, CONTINUED DISCIPLINE

The second quarter of 2026 reflects a market that continues to respond with discipline, even as some signals remain uneven from month to month. Conversion rates improved over last year, reinforcing the broader theme of stronger alignment between sellers and buyers. At the same time, vehicle sales volume % change showed some fluctuation throughout the quarter, but the overall pattern still points to forward movement, with June closing notably above prior-year levels.

Most notably, Q2 conversion rose from 68.89% in 2025 to 69.98% in 2026. While not a dramatic jump, it is a meaningful sign that vehicles are continuing to convert at a stronger rate than they did a year ago. Sales volume told a more varied story across the quarter, with growth easing in one month before rebounding sharply by quarter-end. That kind of movement suggests not a loss of demand, but a market that remains active while adjusting in real time to changing conditions.

Pricing metrics added further support to that story. Gross sales price as a percentage of floor price improved modestly year over year, while average sale price moved higher as well. Together, those shifts suggest that sellers are still finding solid value realization without pushing beyond what the market is prepared to absorb.

Some operational and cost-related metrics, however, point to areas worth watching. Average damage estimate and average charge total both increased compared to last year, and days assigned to secured also moved higher. At the same time, days secured to sold improved slightly, suggesting that while some pressure may still exist earlier in the process, vehicles are moving a bit more efficiently once they arrive at auction.

Taken together, Q2 does not suggest a market losing momentum. It suggests one that is working through normal variations while continuing to show improvement in some of the metrics that matter most. For AutoIMS clients and industry stakeholders, the quarter reinforces a familiar but important takeaway: progress is still happening, even when it arrives with a little less smoothness and a little more selectivity.

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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