

The US Used Car Retail Market: Size, Trends & Forecasts (2017-2021)

<https://marketpublishers.com/r/U8AC64D0521EN.html>

Date: July 2017

Pages: 50

Price: US\$ 800.00 (Single User License)

ID: U8AC64D0521EN

Abstracts

Scope of the Report

The report entitled "The US Used Car Retail Market: Size, Trends & Forecasts (2017-2021)", provides analysis of the US used car retail market, with detailed analysis of market size by value, volume and segments.

Moreover, the report assesses the key opportunities in the market and outlines the factors that are and will be driving the growth of the industry. Growth of the overall used car retail market has also been forecasted for the years 2017-2021, taking into consideration the previous growth patterns, the growth drivers and the current and future trends.

Autonation Inc., CarMax Inc., Sonic Automotive Inc. and Penske Automotive Group are some of the key players operating in the US used car retail market, whose company profiling has been done in the report. In this segment of the report, business overview, financial overview and business strategies of the companies are provided.

Company Coverage

Autonation Inc.

CarMax Inc.

Sonic Automotive Inc.

Penske Automotive Group Inc.

Executive Summary

A used car, also called as a pre-owned vehicle, or a secondhand car refers to a vehicle that formerly has had one or more than one retail owners. Independent, franchise car owners, leasing offices, rental car companies, auctions, and private parties are some of the channels via which used cars are sold to the consumers.

The US used car retail market can be divided on the basis of dealership and engine capacity. On the basis of dealership, the market can be classified into franchised dealers, independent dealers and private party sales. On the basis of engine capacity, the market can be divided into compact, mid and full size.

The US used car retail market is expected to increase at high growth rates during the forecast period (2017-2021). The US used car retail market is supported by various growth drivers, such as increasing disposable income, introduction of standalone stores in the US, incentives on new cars and rising share of CPO sales from franchised dealers.

However, limited dealers offering hassle free customer experience and reducing consumer satisfaction with conventional used car process are some of the challenges associated with the market. Opportunities for new entrants and acceleration in sales of used cars via online channels are some of the latest trends in the market.

Contents

1. EXECUTIVE SUMMARY

2. INTRODUCTION

- 2.1 Used Car: An Overview
- 2.2 Used Car: Pricing Overview
- 2.3 US Used Car Retail Market Segments
- 2.4 Certified Pre Owned Used Car: An Overview

3. THE US MARKET ANALYSIS

- 3.1 The US Used Car Retail Market: An Analysis
 - 3.1.1 The US Used Car Retail Market by Value
 - 3.1.2 The US Used Car Retail Market by Volume
- 3.2 The US Used Car Retail Market: Segment Analysis
 - 3.2.1 The US Used Car Retail Market by Segments
 - 3.2.2 The US Franchised Dealers Used Car Market by Volume
 - 3.2.3 The US Independent Dealers Used Car Market by Volume
 - 3.2.4 The US Private Party Used Car Market by Volume

4. MARKET DYNAMICS

- 4.1 Growth Drivers
 - 4.1.1 Increasing Disposable Income
 - 4.1.2 Introduction of Standalone Stores in the US
 - 4.1.3 Incentives on New Cars
 - 4.1.4 Increasing Share of CPO Sales from Franchised Dealers
- 4.2 Challenges
 - 4.2.1 Limited Dealers offering Hassle Free Customer Experience
 - 4.2.2 Reducing Customer Satisfaction
- 4.3 Market Trends
 - 4.3.1 Opportunities for New Entrants
 - 4.3.2 Acceleration in Online Used Car Sales

5. COMPETITIVE LANDSCAPE

- 5.1 The US Used Car Retail Market Sales Comparison

5.2 The US Used Car Market by Players

6. COMPANY PROFILING

6.1 Autonation Inc.

6.1.1 Business Overview

6.1.2 Financial Overview

6.1.3 Business Strategy

6.2 CarMax Inc.

6.2.1 Business Overview

6.2.2 Financial Overview

6.2.3 Business Strategy

6.3 Sonic Automotive Inc.

6.3.1 Business Overview

6.3.2 Financial Overview

6.3.3 Business Strategy

6.4 Penske Automotive Group Inc.

6.4.1 Business Overview

6.4.2 Financial Overview

6.4.3 Business Strategy

List Of Figures

LIST OF FIGURES

Figure 1: US Used Car Retail Market Segments

Figure 2: The US Used Car Retail Market by Value; 2016-2021 (US\$ Billion)

Figure 3: The US Used Car Retail Market by Volume; 2010-2016 (Million Units)

Figure 4: The US Used Car Retail Market by Volume; 2017-2021 (Million Units)

Figure 5: The US Used Car Retail Market by Segments; 2016

Figure 6: The US Used Car Retail Market by Franchised Dealers; 2010-2016 (Million Units)

Figure 7: The US Used Car Retail Market by Franchised Dealers; 2017-2021 (Million Units)

Figure 8: The US Used Car Retail Market by Independent Dealers; 2010-2016 (Million Units)

Figure 9: The US Used Car Retail Market by Independent Dealers; 2017-2021 (Million Units)

Figure 10: The US Used Car Retail Market by Private Party Sales; 2010-2016 (Million Units)

Figure 11: The US Used Car Retail Market by Private Party Sales; 2017-2021 (Million Units)

Figure 12: The US GNI Per Capita; 2012-2016 (US\$ Thousand)

Figure 13: CPO % Share of Franchised Used Sales

Figure 14: Percentage of Customer Indicating Dealer/ Purchase Process Included Attribute

Figure 15: Customer Satisfaction Rate with Traditional Used Car Process

Figure 16: Retailers Online Used Vehicle Inventory Units

Figure 17: Sales of Used Vehicles in the US; 2016 (000 Vehicles)

Figure 18: The US Used Car Market by Players; 2017

Figure 19: Autonation Revenues; 2012-2016 (US\$ Billion)

Figure 20: Autonation Revenue by Segments; 2016

Figure 21: CarMax Revenues; 2013-2017 (US\$ Billion)

Figure 22: CarMax Revenue by Segments; 2017

Figure 23: Sonic Revenues; 2012-2016 (US\$ Billion)

Figure 24: Sonic Revenue by Segments; 2016

Figure 25: Penske Revenues; 2012-2016 (US\$ Billion)

Figure 26: Penske Revenue by Segments; 2016

Table 1: US Used Car Market Segments on the Basis of Dealership

I would like to order

Product name: The US Used Car Retail Market: Size, Trends & Forecasts (2017-2021)

Product link: <https://marketpublishers.com/r/U8AC64D0521EN.html>

Price: US\$ 800.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/U8AC64D0521EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:
Last name:
Email:
Company:
Address:
City:
Zip code:
Country:
Tel:
Fax:
Your message:

****All fields are required**

Customer signature _____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970