

# **GCC Used Car Market By Vendor (Organized, Unorganized), By Vehicle Type (Hatchback, Sedan, Sports Utility Vehicle (SUV), Multi-Purpose Vehicles (MPVs)), By Sales Channel (Online, Offline), By Country, Competition, Opportunities and Forecast, 2020-2030F**

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## **Abstracts**

### **Market Overview**

The GCC Used Car Market was valued at USD 49.20 Billion in 2024 and is projected to reach USD 78.55 Billion by 2030, growing at a CAGR of 8.11%. The market is evolving rapidly due to increasing consumer acceptance of pre-owned vehicles, bolstered by a surge in online platforms offering transparent and convenient purchase experiences. Digital transformation has significantly improved buyer trust, particularly among younger consumers, through access to vehicle history, inspection reports, and financing options. Economic uncertainty and high depreciation costs of new cars are steering buyers toward cost-effective alternatives. Rising supply from leasing returns and rental fleet turnover is further enriching inventory across the region. In Saudi Arabia, motor vehicle sales witnessed a notable increase, reflecting robust consumer demand and favorable financing trends. Meanwhile, the growing availability of certified pre-owned programs, AI-based pricing tools, and flexible ownership models is reshaping how vehicles are bought and sold. These developments are enhancing value in the used car ecosystem, though challenges such as warranty limitations, odometer fraud, and inconsistent vehicle grading still impact market growth.

### **Market Drivers**

## Growth of Online Used Car Platforms

The rise of digital platforms is revolutionizing the used car sector in the GCC. These platforms offer end-to-end services including listings, financing, vehicle history checks, and delivery, significantly improving transparency and convenience. Buyers benefit from greater choice and real-time pricing comparisons, while sellers enjoy faster transactions and a broader customer reach. Features such as inspection reports, return policies, and AI-driven pricing tools build buyer confidence and reduce friction in the buying process. As seen in the UAE's rapidly expanding eCommerce sector, the integration of digital infrastructure supports the increasing shift to online vehicle sales. The convenience of online services is particularly attractive to tech-savvy consumers, making digital platforms a powerful growth catalyst in the regional used car market.

## Key Market Challenges

### Lack of Standardized Vehicle Grading Systems

The absence of a consistent and industry-wide vehicle grading framework remains a critical challenge in the GCC used car market. Each seller may apply different metrics to evaluate a vehicle's condition, leading to discrepancies in pricing and buyer confusion. This lack of standardization makes it difficult for consumers to accurately compare similar vehicles, undermining trust in listings and complicating negotiations. The issue is particularly pronounced in peer-to-peer transactions, where formal inspection protocols are often lacking. A unified grading system that assesses key aspects like engine condition, accident history, and service records would improve market transparency, streamline valuations, and build consumer confidence.

### Prevalence of Odometer Fraud and Undisclosed Damages

Fraudulent practices such as odometer tampering and concealment of previous damages pose serious risks in the used car market. These issues inflate vehicle value and expose buyers to future repair costs, damaging overall trust in resale transactions. In markets where strict inspection laws and title branding are not enforced, such malpractices can go undetected. Even informed buyers may fail to identify structural issues during standard checks. This erosion of confidence limits market participation and deters cautious consumers. Tackling these issues requires stronger regulatory oversight, reliable documentation, and greater adoption of third-party inspection services.

## Key Market Trends

### Rising Adoption of AI-Powered Pricing and Valuation Tools

AI-based pricing tools are becoming essential in modernizing used car valuation across the GCC. These systems leverage data from past transactions, vehicle specs, market demand, and regional trends to generate real-time pricing recommendations. Sellers benefit from optimal listing strategies, while buyers gain assurance of fair market value. These tools help minimize pricing discrepancies and support faster, more confident decision-making. As dealers and platforms automate inventory management using these tools, the used car market is becoming more transparent and efficient. The technology also supports dynamic pricing adjustments based on supply, demand, and seasonal variations, driving more streamlined transactions.

## Key Market Players

Al-Futtaim Group

Dubizzle Motors LLC

Abdul Latif Jameel Motors

Yalla Motors

Al Nabooda Automobiles LLC

Syarah Ltd

CarSwitch

AlTayer Motors

Arabian Auto Agency

One Sky Information Technology Company (Carly)

## Report Scope:

In this report, the GCC Used Car Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

GCC Used Car Market, By Vendor:

Organized

Unorganized

GCC Used Car Market, By Vehicle Type:

Hatchback

Sedan

Sports Utility Vehicle (SUV)

Multi-Purpose Vehicles (MPVs)

GCC Used Car Market, By Sales Channel:

Online

Offline

GCC Used Car Market, By Country:

UAE

Saudi Arabia

Qatar

Oman

Kuwait

Bahrain

## **Competitive Landscape**

Company Profiles: Detailed analysis of the major companies presents in the GCC Used Car Market.

## **Available Customizations:**

GCC Used Car Market report with the given market data, TechSci Research offers customizations according to the company's specific needs. The following customization options are available for the report:

### **Company Information**

Detailed analysis and profiling of additional market players (up to five).

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