February 2023

Future new car market overview

Welcome to the latest version of our overview. Our aim is to bring you the best content and layout, making it easy to identify new and revised information. As always, any customer feedback would be appreciated:
e-mail dylan.setterfield@cap-hpi.com

The content is structured as follows:

1. Forecast Changes
2. Market Conditions
3. Historic Forecast Accuracy
4. Forecast Methodology & Products
5. Sector Reforecast Schedule 2022/23

1. Forecast changes

New model ranges added to our forecasts:

Alfa Romeo Giulia, Alfa Romeo Stelvio, Jaguar I-Pace, Maxus MIFA, Mazda MX-30.

Model ranges to which new derivatives have been added:

Citroen AMI, DS DS4, Kia Ceed, Lexus RC F, Mini Convertible, Peugeot Traveller, Skoda Enyaq, Suzuki Swace, Vauxhall Vivaro Life, Volkswagen ID.3, Volvo S60.

The overall average change in new car forecasts for ALL cars between January and February is approximately -0.8% at 36/60, which is broadly in line with the normal expectation of the seasonal change for full year forecasts at this time of year.

Sector reforecasts

This month, we publish new reforecasts for the Upper Medium, Executive, Large Executive and Luxury Executive sectors.

As we move through time, the first real impacts on the used car market of lower used car supply also get closer. We expect this to have an effect from around September 2023 onwards, which now falls before our one year position. For almost all sectors and all fuel types reviewed this month we have retained our previous deflation assumptions – the only exception is Large Executive Petrol, which sees an average improvement of approximately +3% at 36 months onwards, as we align the different fuel types closer together, in line with our latest modelling.

Average forecasts movements are displayed in the table below.

SECTOR & FUEL TYPE	UNDERLYING FORECAST CHANGE	SEASONAL ELEMENT	OBSERVED CHANGE JANUARY TO FEBRUARY
Upper Medium Diesel	+0.4%	0.0%	+0.4%
Upper Medium Electric (BEV)	-8.3%	+0.1%	-8.2%
Upper Medium Petrol	+2.0%	+0.1%	+2.1%
Upper Med Plug-In Hybrid (PHEV)	+3.3%	+0.1%	+3.4%
Executive Diesel	0.0%	-0.2%	-0.2%
Executive Electric (BEV)	+0.7%	-0.1%	+0.6%
Executive Hybrid (HEV)	+2.6%	-0.1%	+2.5%
Executive Petrol	-0.4%	-0.1%	-0.5%
Executive Plug-In Hybrid (PHEV)	+1.5%	-0.1%	+1.4%
Large Exec Diesel	+3.1%	0.0%	+3.1%
Large Exec Electric (BEV)	+0.0%	+0.2%	+0.2%
Large Exec Hybrid (HEV)	+3.7%	+0.2%	+3.9%
Large Exec Petrol	+0.9%	+0.2%	+1.1%
Large Exec Plug-In Hybrid (PHEV)	+2.9%	+0.2%	+3.1%
Luxury Executive Petrol	+0.2%	-0.3%	-0.1%
Luxury Exec Plug-In Hybrid (PHEV)	-0.1%	-0.3%	-0.4%
Overall Average	+0.6%	0.0%	+0.6%

Upper Medium battery electric models have clearly decreased by more than the average. This is a combination of several factors. There are only four models and these include Tesla Model3 (-12%), which has been subject to some well publicised reductions in used values and (as outlined elsewhere) there have been further significant falls across the spectrum of BEV models. Our forecasts have previously included significant negative editorial adjustments for many of these ranges - the recent reductions in used values had been expected for the models which had seen low levels of used volume or where used retail values were over cost new, however the speed of the reductions was greater than anticipated and in some cases we have been forced to take additional action via our Interproduct reporting (as outlined below). There has also been some evidence of discounting on new cars at the end of 2022 which has clearly fuelled further used value price falls and the timing, manner and extent of Tesla's list price cuts has certainly been an additional negative influence. Our expectation is that there are further adjustments to come, but that the rate of price falls will now slow; in general, models which experience significant reductions usually reach a point where they once again become attractive in the used market and values flatten out, or even rebound a little.

It should be pointed out that in January book, 12 month used values for all BEV models were above our forecasts from a year ago, by an average of almost 20%. In February, some models will now have used values below our previous forecast at 12 months, but the overall average will remain more than 15% higher than our forecast level.

The data table above outlines the changes at 36/60, but it should be noted that the average underlying change at 12/20 was a reduction for all sectors. Many of these vehicles are in the 'squeezed middle'; relatively expensive in a cost of living squeeze, but not priced so highly that many typical buyers are relatively unaffected by the negative impacts of the overall economic situation.

Forecast changes this month

The focus of our Interproduct reporting remains split between cases where our forecast was too far below the used value and those where recent used value reductions have resulted in forecast values above (or too close to) the latest used value position. This month 111 ranges were considered, but in approximately half of cases, it was decided to make no changes to the forecasts.

In some of the ICE examples below, there were no further changes to the 36-month position, but increases were made to the 12-month position in recognition of further strength in used values that is not expected to be sustainable beyond the 12-month point. Many of the battery electric ranges had seen extreme movements in used values (in several cases approximately -25% since last review and including around -10% last month) and we were forced to re-evaluate our position. In some cases, this resulted in significant forecast reductions, the highlighted ranges all seeing double digit decreases to the underlying 12 month forecast:

Interproduct Reporting Changes

ALPINA B8 (21-)
ASTON MARTIN DB11 (16-)
ASTON MARTIN DBS Convertible (19-)
ASTON MARTIN VANTAGE (17-)
AUDI E-TRON (18-) Electric
AUDI Q5 SPORTBACK (21-) Petrol Hybrid
AUDI R8 SPYDER (19-)
AUDI RS4 (19-)
AUDI RS7 (19-)
BMW 4 SERIES CONVERTIBLE (20-)
BMW 8 SERIES CONVERTIBLE (18-)
BMW iX3-E (21-) Electric
BMW M4 (20-)
BMW M4 CONVERTIBLE (21-)
BMW M8 COUPE (19-)
BMW M8 GRAN COUPE (19-)
BMW X2 (17-) Diesel
BMW Z4 ROADSTER (18-)
CITROEN C5 AIRCROSS (18-) Diesel
DACIA DUSTER (18-) DIESEL
DACIA SANDERO (20-)
DS DS3 CROSSBACK (19-) Diesel
DS DS3 CROSSBACK / DS3 (19-) Electric
FORD KUGA (19-) Hybrid
FORD MUSTANG (15-)
FORD MUSTANG CONVERTIBLE (15-)
HONDA HR-V (21-) Hybrid
HYUNDAI IONIQ (19-) ELECTRIC
HYUNDAI KONA (18-) Electric
JAGUAR I-PACE (18-)
LEXUS RX (19-) HYBRID
LEXUS UX (20-) Electric
MAZDA MX-30 (20-) Electric
MCLAREN 765LT SPIDER (21-)
MCLAREN GT (19-)
MERCEDES-BENZ AMG C CLASS COUPE (18-)
MERCEDES-BENZ AMG GLB (20-)
MERCEDES-BENZ C CLASS CABRIOLET (18-)
MERCEDES-BENZ EQC (19-) Electric
MERCEDES-BENZ GLS (20-)
MG MOTOR UK MG 5 (20-) Electric
MINI COOPER (19-) Electric
NISSAN LEAF (17-)
ORA CAT (22-) Electric
PEUGEOT 2008 (19-) Electric
PORSCHE CAYMAN GT (19-)
RENAULT ZOE (19-) ELECTRIC
SKODA KODIAQ (16-)
SKODA KODIAQ (16-) DIESEL
SMART FORFOUR (20-) Electric
TESLA MODEL Y Electric
VAUXHALL MOKKA (20-) DIESEL
VOLKSWAGEN ID.3 (20-) Electric
VOLKSWAGEN TIGUAN (16-) DIESEL
VOLKSWAGEN TIGUAN ALLSPACE (17-)

Other Forecast Changes

ALFA ROMEO GIULIA (16-)
Walk up review of trim, engine and feature relationships, with varying forecast impact.
AUDI A3 (20-)
Walk up review of trim and engine relationships, with varying forecast impact.
AUDI A3 (20-) DIESEL
Walk up review of trim and engine relationships, with varying forecast impact.
AUDI A5 CABRIOLET (19-)
Walk up review of trim and engine relationships, with varying forecast impact.
AUDI A5 CABRIOLET (19-) DIESEL
Walk up review of trim relationships, with varying forecast impact.
AUDI Q5 (16-)
Walk up review of trim, engine and feature relationships, with varying forecast impact.

AUDI Q5 (16-) DIESEL
Walk up review of trim, engine and feature relationships, with varying forecast impact.
AUDI SQ2 (19-)
Walk up review of trim relationships, with varying forecast impact.
BMW 2 SERIES COUPE (21-)
Walk up review of trim and engine relationships, with varying forecast impact.
LAMBORGHINI AVENTADOR (11-)
Walk up review of trim and engine relationships, with varying forecast impact.
LAMBORGHINI HURACAN (14-)
Walk up review of trim, engine and feature relationships, with varying forecast impact.
LAMBORGHINI HURACAN SPYDER (15-)
Walk up review of feature relationships, with varying forecast impact.
MAZDA 2 (19-)
Walk up review of trim relationships, with varying forecast impact.
MERCEDES-BENZ AMG E CLASS (16-)
Walk up review of trim, engine, body and feature relationships, with varying forecast impact.
MERCEDES-BENZ S CLASS (20-)
Walk up review of feature relationships, with varying forecast impact.
MERCEDES-BENZ S CLASS (20-) DIESEL
Walk up review of engine and feature relationships, with varying forecast impact.
MERCEDES-BENZ S CLASS (21-) HYBRID
Walk up review of feature relationships, with varying forecast impact.
PEUGEOT 508 (18-)
SW Estate premium increased from £525 to £675 following customer query
PEUGEOT 508 (18-) DIESEL
SW Estate premium increased from £525 to £675 following customer query
PEUGEOT 508 (18-) HYBRID
SW Estate premium increased from £525 to £675 following customer query
PORSCHE BOXSTER (16-)
Walk up review of trim and engine relationships, with varying forecast impact.
SKODA SCALA (19-)
Walk up review of trim and engine relationships, with varying forecast impact.
VAUXHALL GRANDLAND X (19-) HYBRID
Premium for GSe trim over Ultimate increased by £200 following receipt of additional information.
VOLKSWAGEN TOURAN (15-)
Walk up review of trim and engine relationships, with varying forecast impact.

Seasonality changes

In line with our gold book methodology, all other model ranges outside of the other changes listed above, have had their forecasts moved forward from month to month by seasonal factors which are differentiated by sector and fuel type and are based on analysis of historical used value movements.

2. Market changes

Battery electric vehicles

There had been signs since October that used volume for BEVs was increasing and concerns that not all of these vehicles were being effectively remarketed. However, demand for BEVs had been exceptionally strong and increasing through most of 2022, with no indication of the kind of reductions we have seen in recent weeks. Dealer sentiment has turned negative, with several organisations implementing buying bans on BEVs and auction conversion rates are down. Although it is impossible to isolate the impact of Tesla's well-publicised list price reductions, they came at a time when used values were already coming down and nearly new values were already under increased pressure, following discounting and other new car activity at the end of 2022. Although Tesla product has been hit the hardest and will probably never recover the premium it once attracted, their models are benchmarks for many and have undoubtedly dragged the rest of the BEV market down with them. Volume will continue to increase in the coming months, but several models already appear attractively priced following the recent reductions and we expect the rate of used car price falls to slow. Conversion rates will increase once again as vendors become more realistic with their expectations on these vehicles and we expect buyers to come back into the market, although they are likely to remain cautious regarding purchase volumes (in some cases depending on existing forecourt exposure). Despite the downward movement in prices, nearly new used values for some BEVs remain above cost new and these models have further to fall, as indicated by our continuing negative editorial adjustments in our forecasts. Supply and demand for BEVs will continue to wax and wane over the longer term, but electricity prices are expected to reduce, consumers retain the desire to reduce emissions and despite the higher capital outlay, the cost of ownership situation will remain favourable under any sensible charging regime. There is also the prospect of new clean air zones and updates and extensions to the existing schemes, further fuelling demand for lower emission vehicles.

Remainder of the market

Retail demand was not quite as subdued as we had expected in December, with the seasonal drop-off in demand in the run up to the Christmas holidays followed by a final week that was busier than expected, especially considering the ongoing cost-of-living squeeze, which is likely to continue to make itself felt for several more months. Initially demand was relatively subdued in the New Year as we had expected, but by the second week business levels were healthy, with buyers especially focussed on obtaining cheaper stock aimed at those downsizing or wanting to again avoid public transport. Concerns about future stock shortages are continuing to ease for many, with the increased new and used car supply still expected to be matched with core demand from 'needs purchasers'.

Used values have now reduced at 36/60 for eight out of the past nine months, but those decreases have generally been better than expected for the time of year and combined they remain more than +4% better than the normal expectation – quite remarkable in the circumstances. Despite the price reductions seen over recent months, retail prices for some used cars remain priced above cost new and there are still a small number of cases where the trade value significantly exceeds list price.

We expect the re-pricing of aged stock to continue and growth in demand to be limited by the cost-of-living squeeze. It is currently very difficult to determine where the market will be in 12 months' time, due to the increases in used car volume being delayed to such an extent that they start to merge into the period of reduced supply from lower new car registrations through the pandemic – by March we will be three years on from the first UK impacts of Covid-19.

The concerns about the potential for lockdowns in various cities in mainland China remain, following the unexpected reversal of China's previous "zero Covid" policy during December and a subsequent surge in infections raising concerns about the ability of the health services to cope and prompting a wave of panic buying. Now that mass testing has ceased, the impact of the newer Omicron variants remains extremely uncertain. If lockdowns were to happen again, further significant disruption would be expected to follow, especially if Shanghai is one of the areas locked down. The delays to parts (including spares), components, systems and BEV batteries from the previous lockdowns had only just eased towards the end of last year.

There are ongoing Covid-related impacts all across the supply chain and global supply chains remain fragile. Semi-conductor supply remains constrained, but availability for several manufacturers has improved and is expected to result in continued improved new car registration performance through 2023. Longer term concerns regarding security of water and power supplies in Taiwan, plus the potential for invasion by China, result in an outlook where chips in general remain in relatively short supply until additional manufacturing capacity comes on stream.

Further supply disruption seems inevitable and the timing of that disruption and location of the countries impacted is likely to be impossible to predict, but the level of disruption is expected to be less than seen over the past two to three years.

Prices have continued to soften for many of the elements which had been driving inflation, including fuel, gas and electricity and it is hoped that this will feed through into food prices over the coming months. Container prices and shipping costs remain well below their previous highs, but the global inflation outlook remains complex. Increases in base rates from central banks, including the Bank of England, are thought to be unlikely to have any significant impact on inflation and appear to have potential to limit growth. We expect a reduction in inflation in the coming months to be a (direct or indirect) result of lower fuel and energy costs.

The November Autumn Statement was a massive improvement over the September "Fiscal Event" that caused havoc in the financial markets and hikes in available interest rates. A more common-sense approach is now being taken and although more could have been done to boost growth, the majority of actions were sensible and meltdown seems to have been avoided. However, consumer demand may suffer from insufficient support being targeted at lower paid workers and the future remains fairly bleak for many. The UK governments continued resistance to inflationary pay rises in the public sector should help to prevent further increases to CPI, but there is widespread public support for several of the unions and long, drawn-out disputes further decrease productivity and risk worsening the situation in the NHS.

In summary, our view is that:

- The used car market in February is usually one of the strongest of the year and this year that looks set to continue along the lines of the overall strength seen last month, albeit with a continuation of the differences seen by age, price point and fuel type. Retail demand will remain constrained over the short term as the reality of the cost-of-living squeeze continues to make itself felt and concerns remain over the impact of increasing interest rates on mortgage costs. Used car volumes will continue to slowly increase in the coming months, as fleets start to receive replacements for some long overdue vehicles. For most sectors, our short-term forecasts show modest negative movements for the next few months, although this is slightly favourable to typical seasonality, with dealers continuing to pay good money for the best condition cars and for those at an attractive price point for a quick retail sale.

- As mentioned in our customer webinars, the negative economic impact of any potential recession is expected to be outweighed by the reduction in used car supply already guaranteed by the lower new car registrations from the start of the pandemic onwards. Used car prices are not generally correlated with GDP growth, partly because there is a substantial element of core "needs purchases" and also because reductions in consumer confidence and disposable income result in changes of used car buying, rather than preventing it; buyers may turn to older/smaller/higher mileage cars or turn to the used market instead of buying new.

- There are still a significant number of cases where logical relationships have been broken and where nearly new used values are above list prices. These will resolve themselves in time, but values are not expected to go down as fast as they have increased. It is extremely hard to predict how retail demand will progress through 2023, especially given the complex economic situation. However, we still expect a gradual market adjustment over the next several months or so and not a 'mirrored' fall from the earlier high point.

- The used value increases on some models have effectively set a new market and may not return to previous levels, but even in these cases we have tended to apply significant negative editorial adjustments during our Interproduct and sector reviews.

- The effects of the new car supply issues (including the semi-conductor shortage) remain varied and subject to frequent change for many OEMs, but several major manufacturers are now experiencing improvements in supply on some models, which we expect to continue. There remain many cases of derivative specific impacts within the same model range, or individual options which continue to be difficult to obtain.

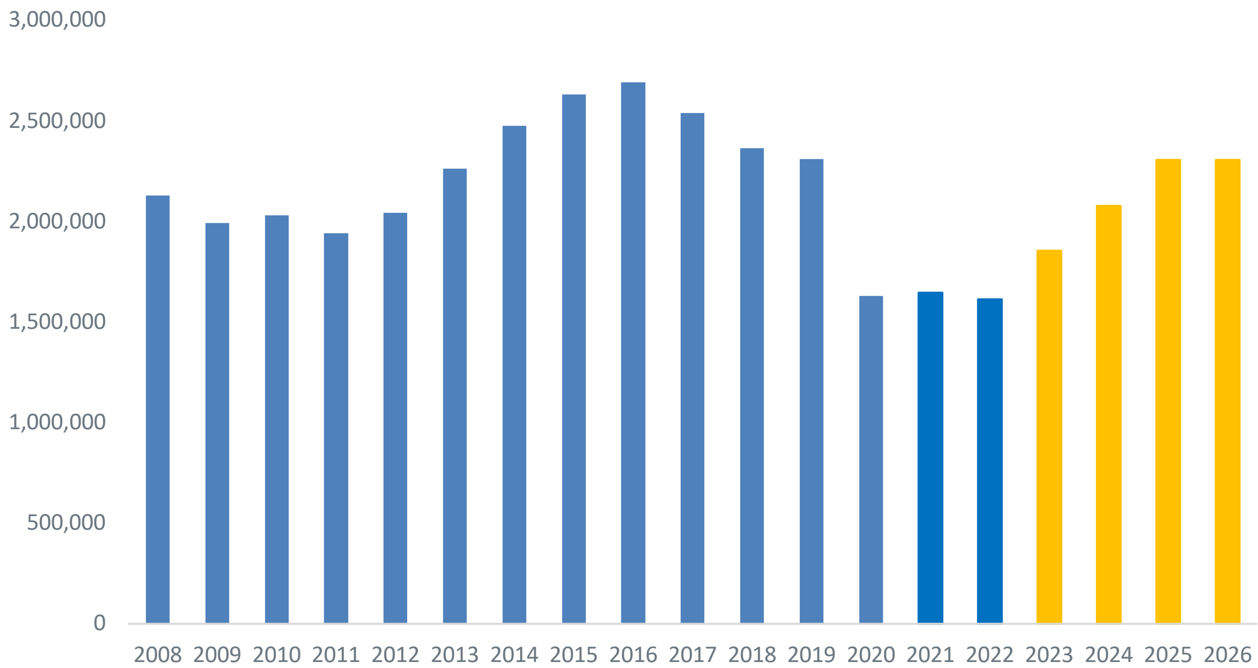
- One-year-old vehicles will remain in relatively short supply for the foreseeable future. However, once leadtimes for the majority of models reduce, it is expected that consumers will cease to pay a premium for a used vehicle over the new car. However, despite the prolonged shortages of nearly new stock, the trend until recently had been for 3-year-old cars outperforming the 1-year-old market and they did not increase by as large a proportion, therefore deflation is expected to be less than for 3-year-old cars during the market adjustment.

- From the second half of 2023 onwards, we will start to see the positive impact of reduced used car supply as a result of more than 2 million fewer cars registered through the course of the pandemic, particularly from fleets.

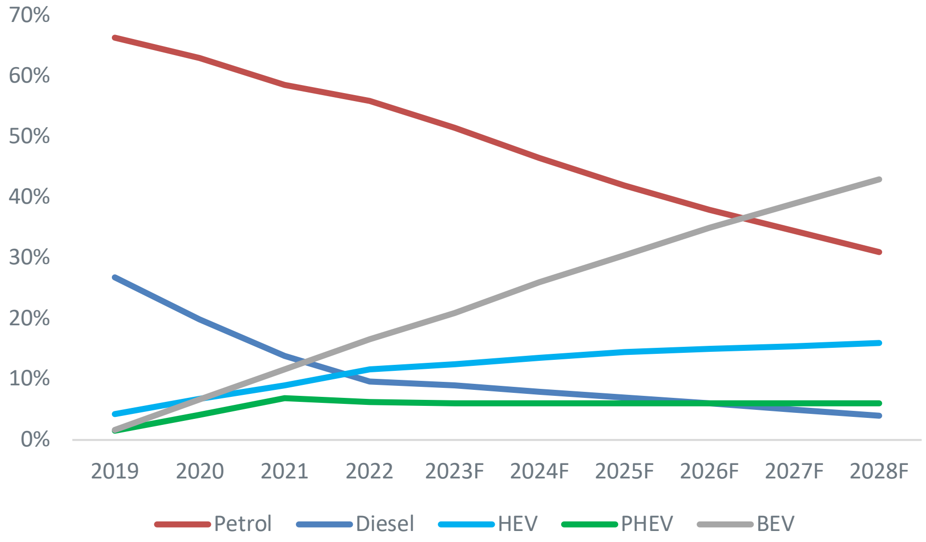
Supply side factors

Our original forecast for 2022 was an improvement to just under 1.9mm. Following the disruption of the key month of March due to the war in the Ukraine, this was again revised down to a fraction below 1.8mm (an improvement of +9% vs. 2021, but -22% vs. 2019), and following further unforeseen disruption, our final forecast for 2022 was reduced to 1.63 mm in July, -1.2% down on 2021. The SMMT forecast reduced to 1.60mm In August and was then further reduced to 1.566mm in November. The final new car registration result for 2022 was just over 1.614mm.

Our revised forecast for 2023 is 1.856mm (up +15% vs. 2022, but still almost -20% down on 2019). We expect that registrations will gradually increase to a pre-pandemic level of 2.3 million registrations by 2025 (a year later than previously expected), but not returning to the peaks seen between 2014 and 2018.



The chart below shows our latest forecast market share split by fuel type. Petrol and diesel volumes include mild hybrids. The decline in diesel will continue but is likely to slow down since it will remain the right choice for a hard-core minority of drivers and use cases. The timing of the eventual disappearance of diesel from the new car market will depend on when manufacturers cease to make individual models available to the UK market.



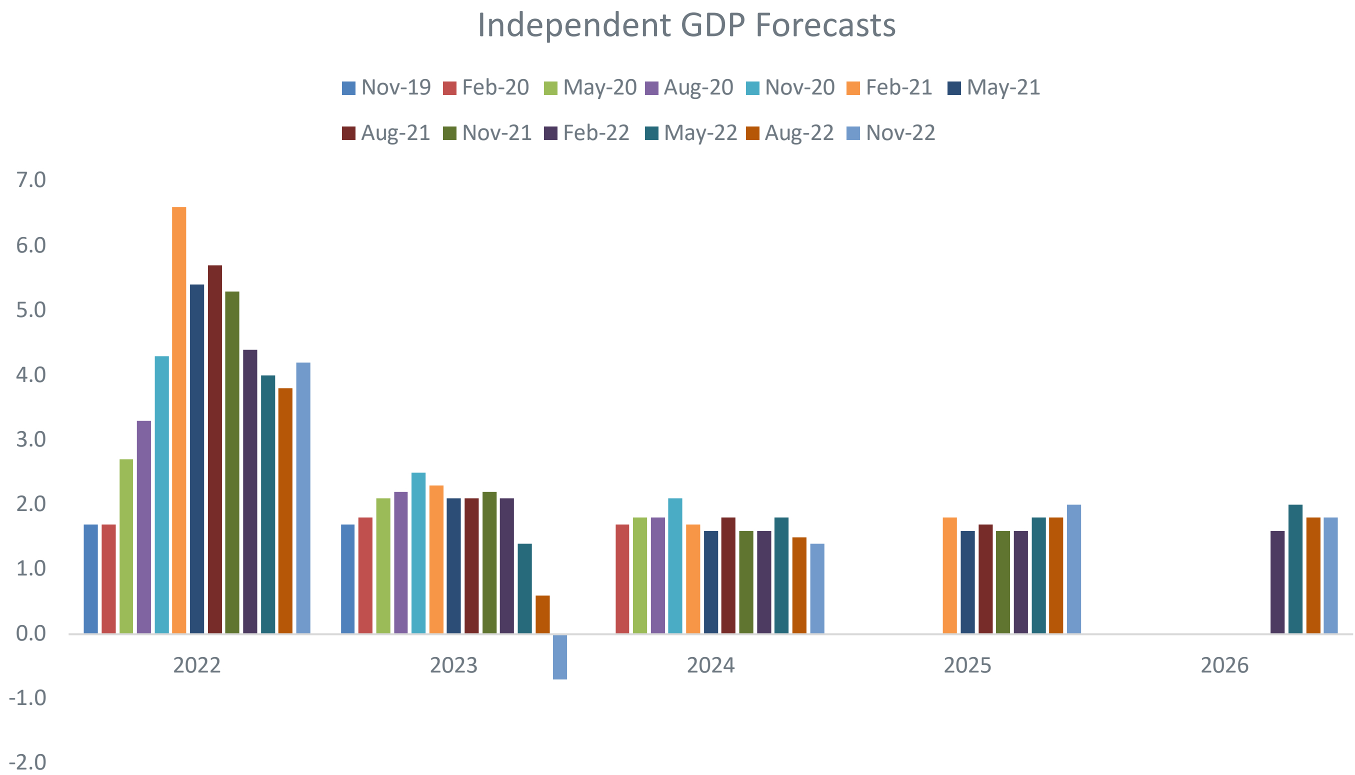
Growth will continue to be led by battery electric vehicles (BEVs) which became the dominant AFV type towards the end of 2022 as we expected and is forecast to be the largest fuel type in the market by the end of 2027. Post-Covid driving patterns (shorter and few journeys due to the increase of home working and online meetings) are likely to add to demand. The government's proposal to ban new ICE cars from 2030 will also be part of this increase, provided enough vehicle supply is made available and investment in charging infrastructure keeps pace with demand. The main difference to our previous forecast is a reduction in PHEV volume in the outer years as OEMs look to be changing future product plans, in some cases introducing self-charging hybrids to ICE ranges instead of PHEVs to conserve precious battery supplies.

Demand side factors

Latest medium-term independent forecasts for the UK economy were published in November and surprisingly the new forecasts showed an improvement on the outlook for GDP for 2022 (+4.2% vs. +3.8% in August) and a modest downgrade for 2023 (given the circumstances!) of -0.7% compared to +0.6% in August, with 2024 relatively stable at +1.4% from +1.3%. (OBR forecasts are +4.2%, -1.4% and +1.3 respectively). The Bank of England estimate for 2023 is similar to the OBR at -1.5% but assumes deflation decreasing more quickly than the independent forecasts and being back below target by the end of 2024. Longer-term GDP recovery improves in the independent forecasts, with GDP forecast to improve slightly for 2025/6 to +2.0% and +1.8%.

The new independent forecasts therefore continue to imply a shorter and shallower recession than that suggested by the OBR and the Bank of England, although the Governor again hinted during January at a less deep recession than they had originally planned.

The chart below shows the latest GDP forecasts to 2026, alongside previous forecasts.



The latest independent unemployment forecasts are reasonably flat for the next few years, peaking at 4.4% in 2024, whereas both the OBR and the Bank Of England are more pessimistic, with peaks of 4.9% and 6.5% respectively.

Inflation has decreased to +10.5% (from +10.7% last month) and the BoE expect it to come back below target by the end of 2024. The previous increases were driven by a combination of increased fuel and energy costs, everyday household goods, food and clothing, and ongoing labour market imbalances. As expected, base rates increased by a further 50 basis points to 3.5% in December and will increase again in early 2023, but are likely to be close to the peak. Although they are still forecast to remain low by historical standards, today's ratio of household debt to wages means that serious problems will be caused at a much lower base rate than was true in the past. There are also concerns that raising rates too quickly could make any recession worse, particularly since the persistent high inflation has been primarily driven by energy prices rather than business or consumer behaviour. A significant proportion of consumers had built up considerable savings during the pandemic, but many continue to be cautious about their future economic stability and others have reduced financial circumstances.

The Bank of England survey shows a continued trend for precautionary saving, but it is very unclear whether amounts built up during the pandemic are now being spent to fend off the cost-of-living situation or whether continued saving will add to what has already been accumulated, with no intention of spending until forced to do so.

3. Historic forecast accuracy

Since the introduction of gold book at the end of 2013, we have been able to track the accuracy of historic forecasts against current (black book) values. This tracking is longest for 12-month forecasts (tracked since January 2015) and shortest for 60-month forecasts (tracked since January 2019).

Overall, we are satisfied that accuracy results have generally been within the +/- 5% target agreed with customers, but recognise that results were affected by the unexpected strength of petrol values, which started in 2017 as a result of anti-diesel press, but which fell away since late 2018, as we had predicted. Diesel forecast accuracy has historically been within target, while petrol forecast accuracy fell outside of target during this period of strong values.

Car future editorial

By cap hpi

There was a brief deterioration in accuracy in 2020 when business resumed after the first lockdown and values benefitted from the release of pent up demand, but we were back on target as the market readjusted. In 2021, our historic forecast accuracy was severely impacted by the strength of the used market after dealerships re-opened in April as COVID restrictions started to be lifted. The record-breaking strength in used values on resumption of business (at a time when we would normally expect to see depreciation in each month) resulted in a significant shift in accuracy. For longer forecast durations, this will have an impact for a long time to come.

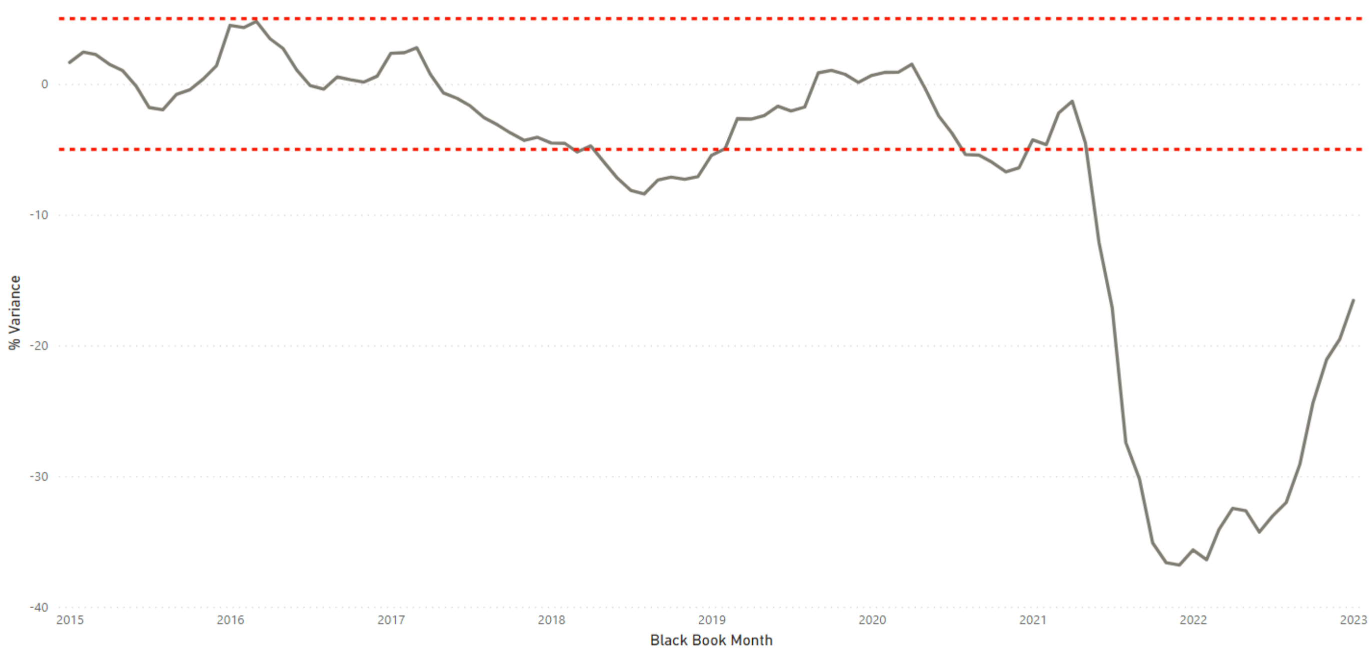
Therefore, the tracking charts below all show the same general patterns, with the difference to target being less for 12-month forecasts (reforecast most recently); and being more for longer term forecasts (reforecast less recently).

Details are shown below for 12 and 36 months, but all details are available on request.

12-month results

Since measurement began our 12-month forecasts have averaged -7.3% less than used values across all vehicle ids, and the most recent results show January 2022 12/20 forecasts being -16.6% less than January 2023 12/20 used values (unsurprising following record breaking 36/60 used value increases of over +30% within six months in 2021).

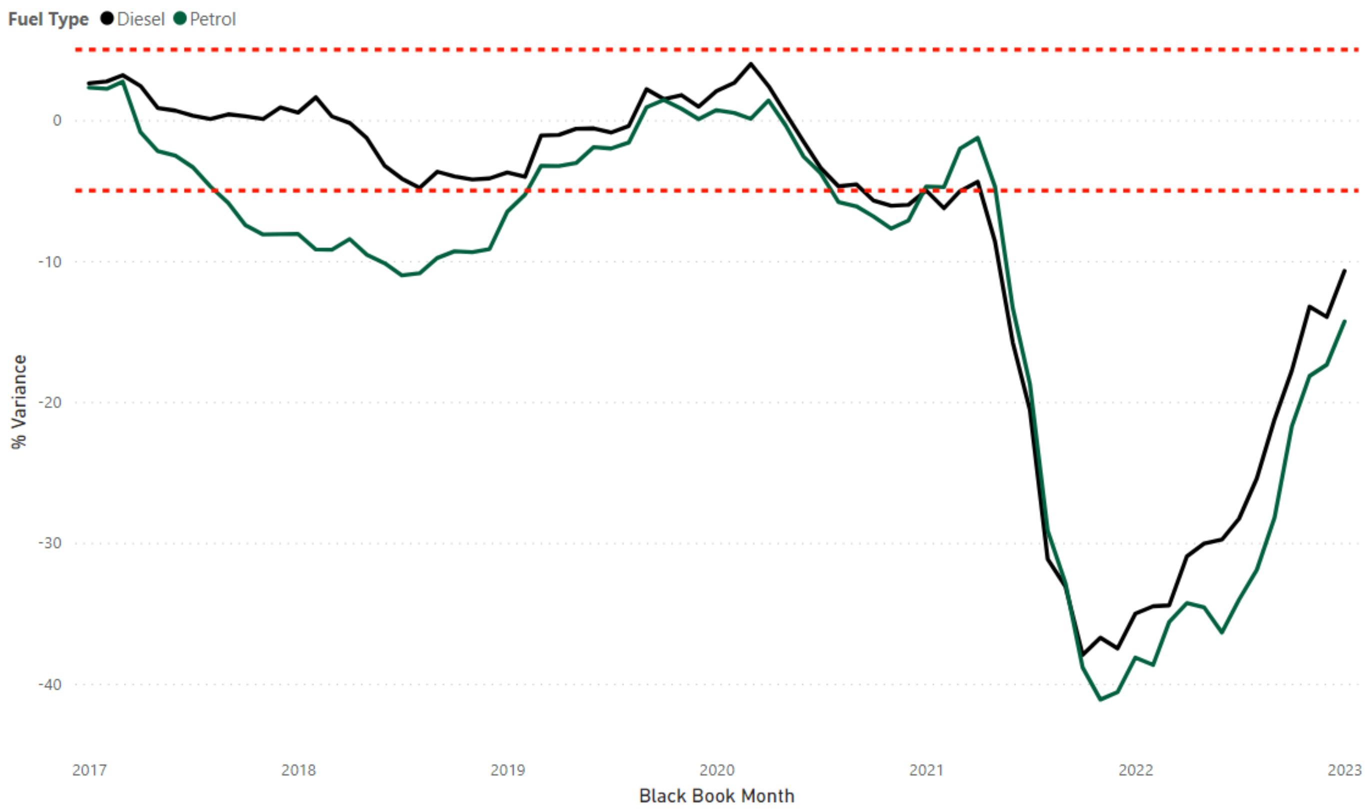
Overall results:



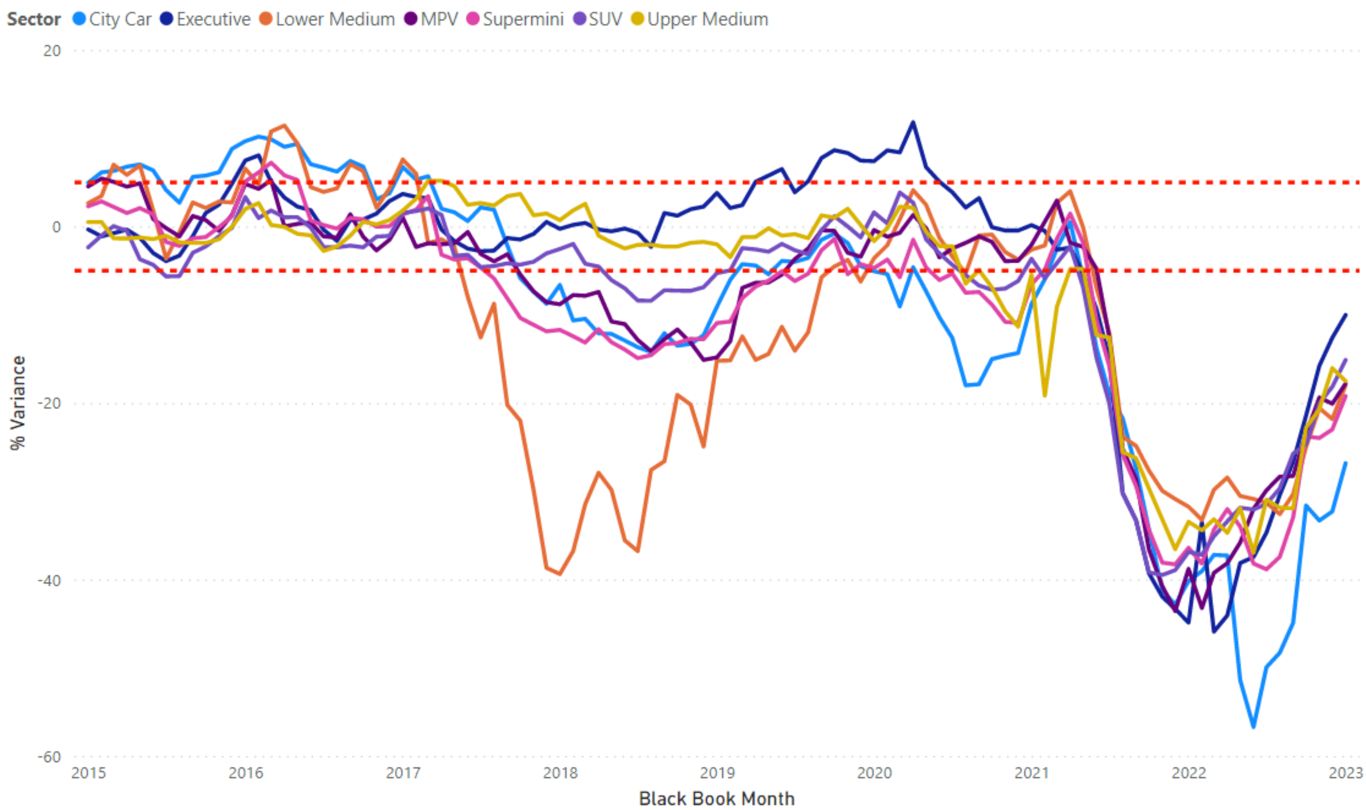
Car future editorial

By cap hpi

Fuel type results



Sector results



Car future editorial

By cap hpi

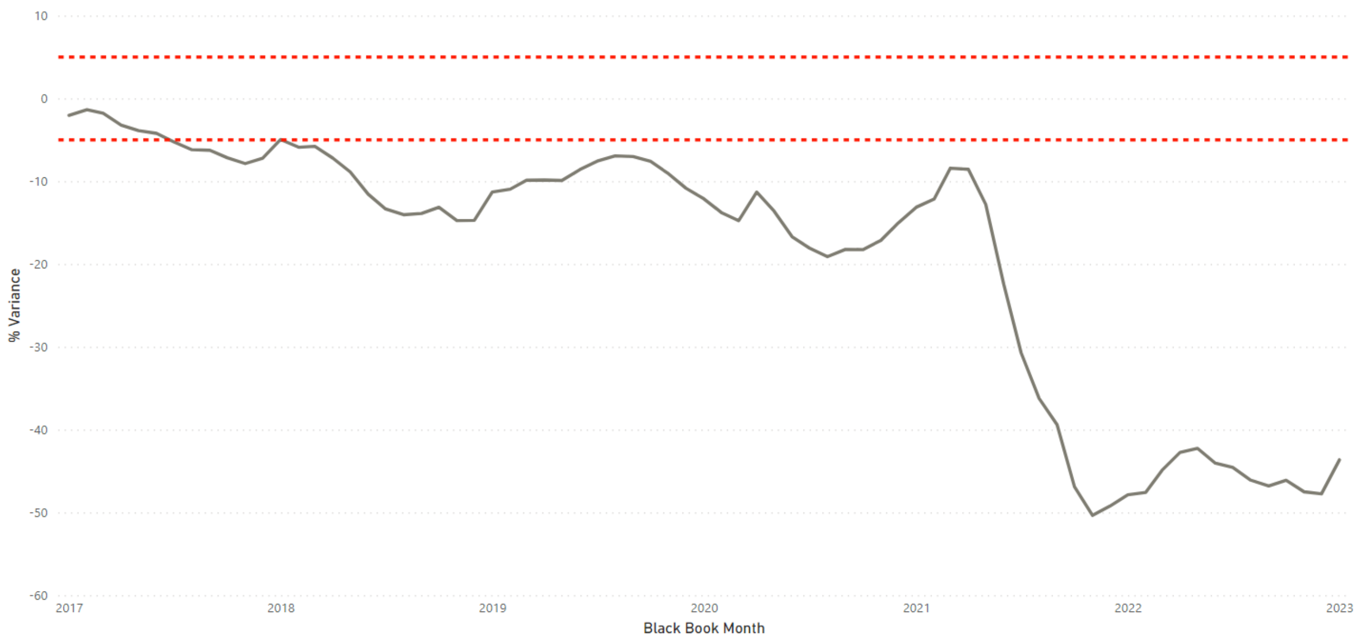
The most recent results for the main sectors are as follows:

January 23	Average of Diff (%)
City Car	-26.8%
Executive	-10.0%
Lower Medium	-18.0%
MPV	-17.8%
Supermini	-19.2%
SUV	-15.1%
Upper Medium	-17.5%
Grand Total	**-16.6%**

36-month results

Since measurement started our 36-month forecasts have averaged -19.2% less than used values across all vehicle ids (with the average now skewed by recent results). The most recent results show January 2020 36/60 forecasts being -43.6% less than January 2023 36/60 used values. Since used value increases peaked at around +40% early in 2022 and values are not expected to fall by anywhere near that (peak YOY deflation now expected to be around -8%), the historic three-year forecasts will continue to track well below used values for a long time to come.

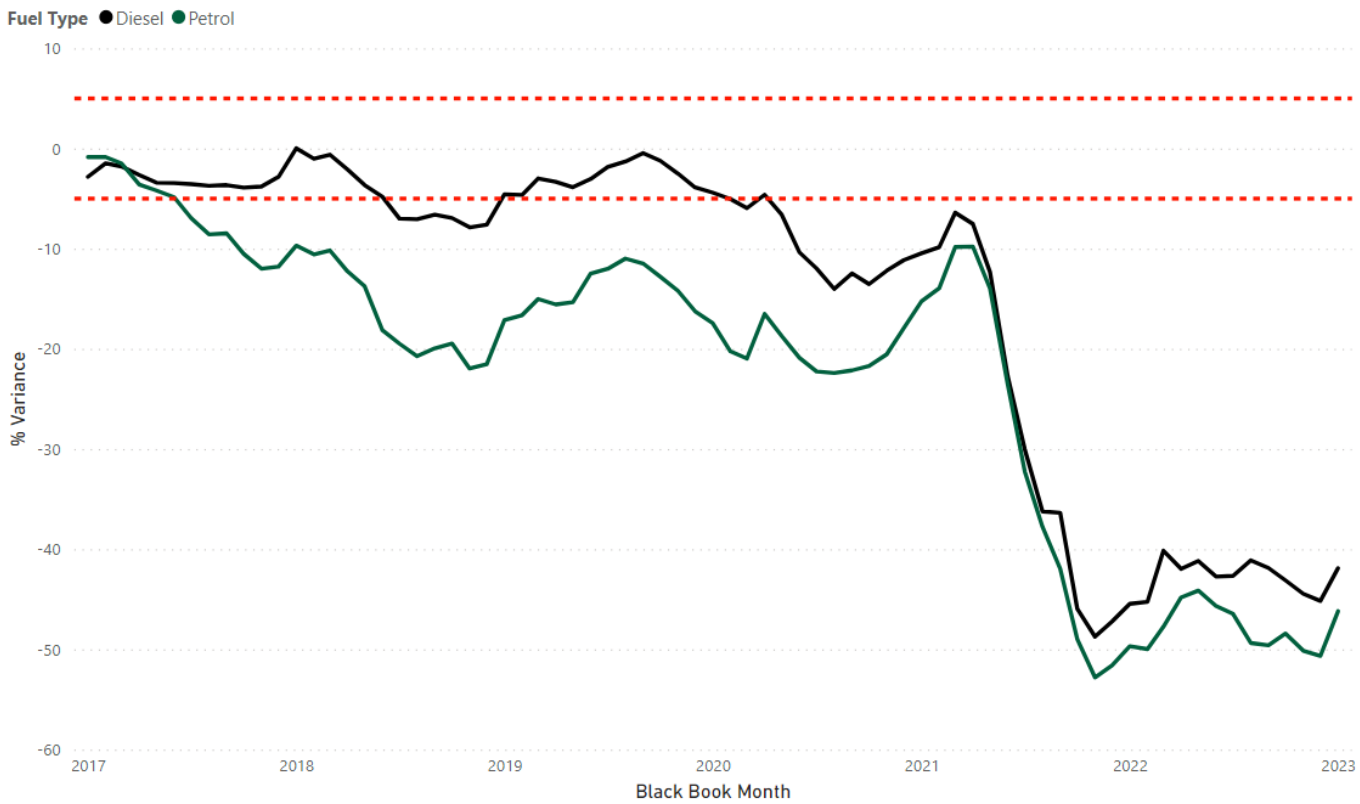
Overall results:



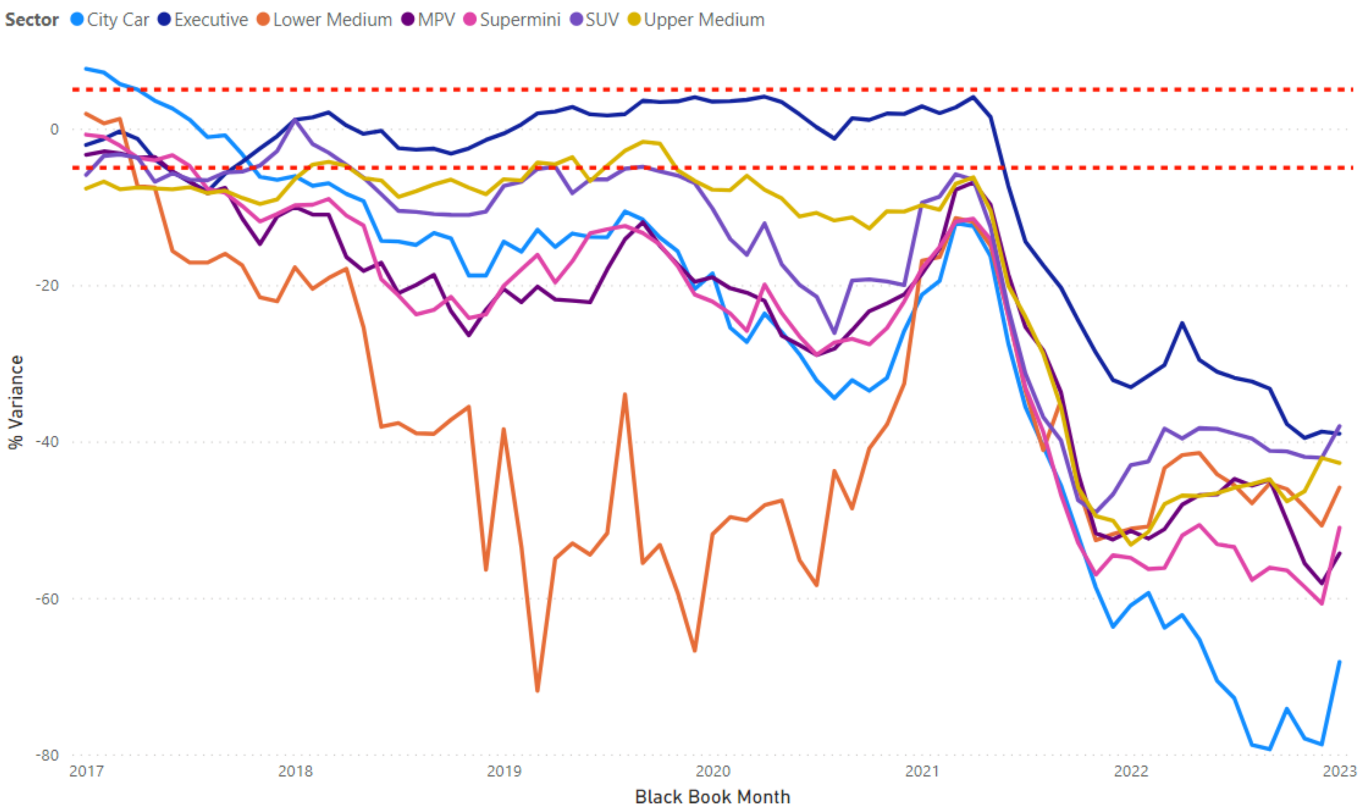
Car future editorial

By cap hpi

Fuel type results:



Sector results



The most recent results for the main sectors are as follows:

January 23	Average of Diff (%)
City Car	-68.2%
Executive	-40.0%
Lower Medium	-45.9%
MPV	-54.3%
Supermini	-51.0%
SUV	-38.0%
Upper Medium	-42.7%
Grand Total	**-43.6%**

4. Forecast methodology and products

Overview and gold book iQ

Our values take current month used values as a starting point (uplifted for model changes where necessary), are moved forward according to age/sector/fuel specific year on year deflation assumptions regarding future used car price movements and are then subjected to additional adjustments by the Editorial Team. Finally, the values are moved forward by the next month's seasonality adjustments which are differentiated by sector and fuel type and are based on analysis of historical used value movements.
All these assumptions and adjustments are available for scrutiny to our customers through our gold book iQ product: complete transparency in automotive forecasting.

Changes may be actioned wherever there is reason to do so outside of the sector reforecast process and we continue our monthly interproduct analysis with our used value colleagues exactly as before.

Short term forecast (0-12 months)

Our short-term forecast product, (covering 0-12 months) was launched in 2014. This is a live, researched product with a dedicated editor and filled a gap in our historical forecast coverage.

Forecast daily feed

In December 2017 we introduced a daily feed of forecasts for new models launched onto the market, so that customers do not have to wait until the next month to receive these forecasts.

Forecast output

Individual forecasts are provided in pounds and percentage of list price for periods of twelve to sixty months with mileage calculations up to 200,000. Each forecast is shown in grid format with specific time and mileage bands highlighted for ease of use.

All forecast values include VAT and relate to a cap hpi clean condition and in a desirable colour. Values are for a "naked" vehicle and do not reflect any added option content.

Parallel imports

Particular care must be taken when valuing parallel imports. Vehicles are often described as full UK specification when the reality is somewhat different. These vehicles should be inspected to ensure that the vehicle specification is correct for the UK. Parallel imports that are full UK specification and first registered in the UK can be valued the same as a UK-sourced vehicle.

Grey imports

cap hpi gold book does not include valuations for any grey import vehicles, (i.e., those not available on an official UK price list)

5. Reforecast calendar 2023/2024

The table below shows our future schedule of sector reforecasts:

Monthly Product	Sector 1	Sector 2	Sector 3	Sector 4
Mar-23	Lower Medium	MPV		
Apr-23	Convertible	Sports	Supercar	
May-23	SUV			
Jun-23	City Car	Supermini		
Jul-23	Upper Medium	Executive	Large Executive	Luxury Executive
Aug-23	Lower Medium	MPV		
Sep-23	Convertible	Sports	Supercar	
Oct-23	SUV			
Nov-23	City Car	Supermini		
Dec-23	Upper Medium	Executive	Large Executive	Luxury Executive
Jan-24	Lower Medium	MPV		
Feb-24	Convertible	Sports	Supercar	