

Used-Car Distribution Market in Japan: Key Research Findings 2015

◆ Research Outline

Yano Research Institute has conducted a study on the used-car distribution market with the following conditions:

1. Research period: August, 2004 to May, 2015
2. Research target: Car manufacturers, dealers, auction host companies, companies specialized in selling used-cars, and in buying them, and consumers.
3. Research methodologies: Face-to-face interviews by the expert researchers, surveys via telephone/email, online questionnaire to automobile users, and literature research

<What is the Used-Car Distribution market?>

The used-car distribution market in this research is consisted of the following four markets: the markets of auto auction (including bidding), used-car purchasing, used-car exporting, and used-car retailing.

<What is Number of Used Car Retailed?>

It is the number of used cars sold from used-car sellers to auto users (B to C), where no buying and selling between individuals (C tot C) included.

<What is the Market of Buying and Selling between Individuals?>

The market of buying and selling between individuals targets only those used cars sold to individuals who buy such automobiles from a third party without confirming the actual cars beforehand. Note that the used-car distribution market does not include such cars.

◆ Key Findings

■ Used-Car Retail Market in 2014 Reached 2.70 Million Cars, 2,856.6 Billion Yen in Value

Used-car retail market in 2014 is estimated to attain 2.70 million cars, or 2,856.6 billion yen in value. Although the market rose during the period of January to March 2014 due to the last-minute surge in demand before consumption tax increase, since April used-car distributors suffered from aftereffect of the surge and depressed consumer mind. Fortunately, however, the numbers of customers and cars sold have gradually recovered at used-car distributors, by summertime at the earliest, at first mostly in large distributors.

■ Number of Cars Dealt at Market of Buying and Selling between Individuals Attained 400 to 600 Thousand Cars, Future Expansion Expected

The questionnaire to car users relating to this research showed that 20% of the car users in the used-car retail market use the image through tablet terminals to confirm the cars they are going to buy, instead of confirming the actual car. Since the used-car retail market handles around 2 to 3 millions of vehicles, 400 to 600 thousand automobiles, which accounts for 20% of the used-car retail market, are dealt between individuals without confirming the actual cars. Now that those people, who take online shopping and auctions for granted, have reached to the age of buying automobiles, the market is likely to expand in the future with potential demands becoming apparent.

◆ **Report format:**

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Price: 150,000 yen (The consumption tax shall additionally be charged for the sales in Japan.)

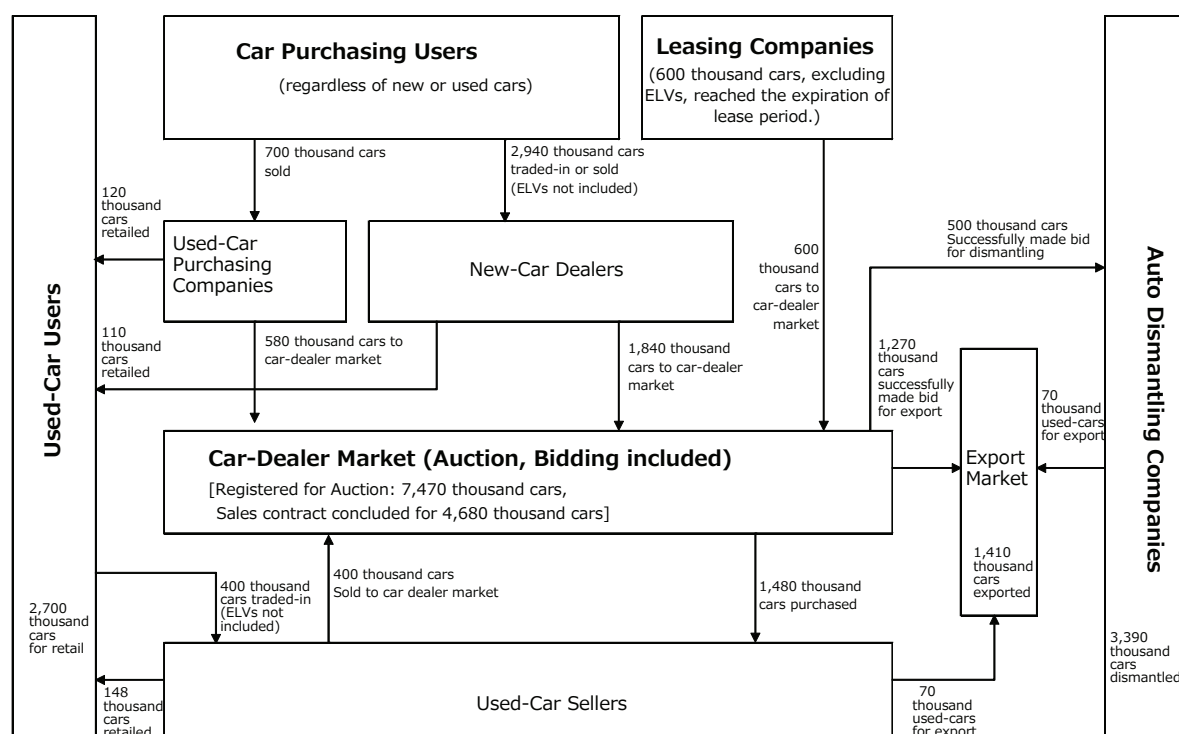
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■ **Figure 1: Distribution Flow of Used-Cars 2014**



Notes:

1. The above numbers of cars “purchased” and “sold” at “Car-Dealer Market” and “Used-Car Sellers” do not include those cars purchased for stock replacement.
2. ELVs indicate those used cars submitted for recycling process in accordance with the End-of-Life Vehicles Recycling Law.
3. The above numbers of cars for export are quoted from the data in the Japan Automobile Dealers Association and the Japan Automobile Recycling Promotion Center.