

# The all-new Glass's

**Glass's** ....  
Part of Autovista Group



# Your hosts



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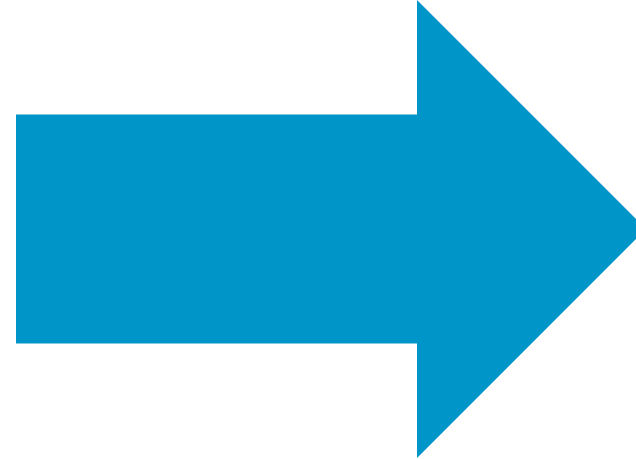
# Agenda

- Introduction
- Post-COVID used car market:  
*Jayson and Phil*
- Making every car work as hard as possible:  
*Charlie*
- Stocking unfamiliar vehicles:  
*Charlie*
- Refurbishment risks:  
*Charlie*
- Q&A:  
*Paul*



# Any Questions?

Use the **QUESTIONS** box to the right of your screen.



**QUESTIONS** will be answered at the end of the webinar.

**PLUS:**

- We'll answer any unanswered questions by email after this webinar.
- The recording will be shared with you by email.

# Post-COVID used car market





**Making every car work  
as hard as possible**



## Change in active stock volume *Indexed vs. situation on February 9*



## Days in stock of active adverts





# Stocking unfamiliar vehicles





# Refurbishment risks



# In Summary

## 1

### Dealer stock levels in the UK are stretched, tracking between 30 and 40% lower than the start of 2020

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- It's vital that every stock slot works as hard as possible as a result
- There is balance to be struck between selling your cars in good time, while ensuring no money is left on the table
- The new Glass's tracks the market daily to ensure your cars are maximising the balance between stock days and margin



# In Summary

## 2

### There is a growing trend for dealers to stock vehicles they normally wouldn't

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- The challenge sourcing good stock means there are opportunities and risks for dealers who diversify their forecourt
- Priced right, every car has the opportunity to generate profit as pent up demand sees cars selling twice as fast as at the beginning of 2020
- The new Glass's provides live regional pricing as well as national benchmarks to ensure you're buying and selling at the right price every time in a fast paced environment

# In Summary

## 3

### Refurbishment costs vary wildly between brands

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- When buying a part-ex it's vital to get the refurbishment costs right or it could cost your whole margin
- The new Glass's puts OEM sourced parts pricing at your fingertips to ensure you can buy part-ex cars confident in your margin



# Q & A



FREE TRIAL

