



## Dealers confidence is cooling, says survey

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Author: Robin Roberts

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Confidence amongst dealers continues to remain high at the start of 2019.

The vast majority (93%) saying they were confident about business prospects for the coming 12 months, according to the latest findings from Close Brothers Motor Finance's Dealer Satisfaction Survey.

However, the results also showed a shift in the proportion of dealers who said they were 'very confident' in the previous quarter, to 'fairly confident' now. 45% of dealers said they were 'very confident', down from 60% in the previous quarter, while 48% said they were 'fairly confident' which is up from 35%.

Topping the list of threats, Brexit has now become an issue for 50% of dealers, according to the research.

This figure is up from 35% in the previous quarter, and is double that of 6 months previously at 26%. It is by some distance the top issue that is on the minds of dealers currently, affecting five times as many dealers as the next issue on the list - the ban on diesel - 10%.