



Used cars recovering, expect prices to rise

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The used car market is beginning to show signs of greater activity with the increase in the number of dealers transacting car sales online rising by the day.

Now that socially distanced delivery has been introduced, both business and consumer confidence is starting to grow, and more dealers are being able to transact the whole purchase process in a more seamless fashion making the customer experience better and facilitating an increase in sales volumes.

This means that pricing cars appropriately to attract the consumer is becoming more important, and this is a trend that is likely to continue in the coming months.

Over the next two weeks, preparations for a return to business will gather pace and dealerships are set to open their doors to customers once again on 1 June as part of the relaxation of the COVID lockdown.

Businesses are beginning to un-furlough staff nationwide and measures to ensure that consumers can safely return to premises are well underway to facilitate face to face selling once again.

Screens are in place to protect both staff and customers and lines drawn on the floor to remind people to stay apart. PPE is also being sourced for use where appropriate, and it will be very interesting to see how this new way of interacting will be received by the consumer.