



Glass's New Car Market Trends
June 2005

 **eurotaxGLASS's**
Automotive Business Intelligence



NEW CAR PRICES START TO RISE AT A FASTER RATE

This is the sixth issue of Glass's New Car Market Trends report, a monthly analysis of the UK's new car market produced by Glass's Market Intelligence Service. This issue of the Report covers new car list price changes up to and including May 2005.

Key findings of Glass's New Car Market Trends Report for June 2005

This month's New Car Market Trends report shows that list prices rose by 1.7%, year-on-year, to the end of May, equivalent to a rise worth £221 for the average vehicle. This represents the highest rate of list price inflation since February, when prices rose 2.4%, year-on-year.

The upper-medium car sector has seen the largest price increases over the past 12-months. Following 2-years of virtual price stagnation, the last 4-months have seen sizeable price rises across many models, equivalent to average year-on-year rise of 2.7%, or an additional £432 for each car.

The lower-medium car segment has also seen increases, with five of the big sellers (Ford Focus, Vauxhall Astra, VW Golf, Toyota Corolla and Citroen C4) replacing outgoing variants in the class at a higher price point. In addition, the emergence of a new generation of MPV-style compact family cars has further helped push up average prices in the sector. The best examples would be the new Seat Altea and Volkswagen Golf Plus, both with price premiums over their conventional hatchback siblings. The entry-level VW Golf Plus has made its



debut in the UK during the last month with a premium of around £500 over the equivalent standard Golf.

Other key sector-by-sector price changes

The price of the average supermini fell by 0.4%, or £43 over the past year, in part reflecting the arrival of new vehicles at the budget end of the market.

Overall the executive sector has changed little – down just 0.1%, representing a fall worth a mere £13. However, within the sector there have been some sizeable movements, with price increases from Audi, BMW, Saab and Volvo offset by reductions from Mercedes and Jaguar over the last year.

The biggest list price changes

In pound note terms, the single biggest list price rise in May was for the Nissan 350Z 3.5 V6 Coupe, which rose by £500 (2%) to £25,297. The largest single list price reduction last month was for the Chevrolet Kalos 1.4 Sport three-door, which fell £305 (3.2%) to £9,807.



TOP 10 CHANGES

Manufacturer	Range	Model	New Price	Old Price	% Change	£ Change
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Top 10 list price increases

Nissan	350Z	3.5 V6 Coupe	£25,297	£24,797	2.02%	£500
Nissan	350Z	3.5 V6 Roadster	£26,797	£26,297	1.90%	£500
Nissan	350Z	3.5 V6 GT Pack Coupe	£27,797	£27,297	1.83%	£500
Nissan	350Z	3.5 V6 GT Pack Roadster	£29,297	£28,797	1.74%	£500
Nissan	Patrol	3.0Di SVE Station Wagon	£30,542	£30,042	1.66%	£500
Nissan	Patrol	3.0Di SVE Station Wagon auto	£32,042	£31,542	1.59%	£500
Skoda	Octavia	1.9TDI PD Classic Hatchback auto	£13,677	£13,252	3.21%	£425
Skoda	Octavia	1.9TDI PD Classic Estate DSG	£14,377	£13,952	3.05%	£425
Skoda	Octavia	1.9TDI PD Classic Hatchback	£12,667	£12,252	3.39%	£415
Skoda	Octavia	1.9TDI PD Classic Estate	£13,367	£12,952	3.20%	£415

Only list price reduction

Chevrolet	Kalos	1.4 Sport Hatchback 3d	£9,807	£10,112	-3.02%	-£305.00
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METHODOLOGY

The list price of the 'average' new car referred to in the monthly Glass's New Car Market Trends report is based on analysis of over 1,000 models across key UK vehicle segments. The data is weighted by sales volumes to ensure the results are representative of the true market trend.

For more information about Glass's New Car Market Trends Report or to discuss how Glass's Market Intelligence Service can help your business, please contact:

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