

March 2023

Future new car market overview

Welcome to the latest version of our overview. Our aim is to bring you the best content and layout, making it easy to identify new and revised information. As always, any customer feedback would be appreciated: e-mail

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The content is structured as follows:

1. Forecast Changes
2. Market Conditions
3. Historic Forecast Accuracy
4. Forecast Methodology & Products
5. Sector Reforecast Schedule 2023/24

1. Forecast changes

New model ranges added to our forecasts:

Abarth 500, BYD Atto 3, Honda Jazz, Land Rover Range Rover Velar, Mazda 2.

Model ranges to which new derivatives have been added:

Audi TT, Audi TT Roadster, BMW M3, Citroen Space Tourer, Dacia Duster, Dacia Jogger, Dacia Sandero Stepway, DS DS7, Ford Focus, Jaguar XE, Jaguar XF, Jeep Avenger, Land Rover Range Rover, Mini Hatchback, Mini Convertible, Vauxhall Astra, Vauxhall Corsa, Vauxhall Mokka, Volkswagen Caddy Maxi, Volkswagen Tiguan.

The overall average change in new car forecasts for ALL cars between February and March is approximately +3.2% at 36/60, which is broadly in line with the normal expectation of the seasonal change for full year forecasts at this time of year and includes the impact of moving to the "23" registration plate.

Sector reforecasts

This month, we publish new reforecasts for the Lower Medium and MPV sectors. Please note that we have amended our forecast schedule and will be reviewing SUVs next month for April book, with Convertibles, Sports and Supercars moving to April review for May book.

As we move through time, the first real impacts on the used car market of lower used car supply get ever closer. We expect this to have an effect from around September 2023 onwards, which now falls before our one year position. For both sectors, petrol and diesel see improvements in the first year of the forecast, year two is unchanged and year three now goes from slight inflation to slight deflation, as the future market starts to normalise following the current modest improvements to new car supply.

Car future editorial

By cap hpi

Average forecasts movements are displayed in the table below.

SIZE & FUEL TYPE	UNDERLYING FORECAST CHANGE	SEASONAL ELEMENT	OBSERVED CHANGE FEBRUARY TO MARCH
Lower Medium Diesel	+1.9%	+3.6%	+5.5%
Lower Medium Electric (BEV)	-3.5%	+3.8%	+0.3%
Lower Medium Hybrid (HEV)	+2.9%	+3.8%	+6.7%
Lower Medium Petrol	+1.6%	+3.8%	+5.4%
Lower Med Plug-In Hybrid (PHEV)	+1.8%	+3.8%	+5.6%
MPV Diesel	+1.7%	+3.4%	+5.1%
MPV Electric (BEV)	+0.0%	+3.8%	+3.8%
MPV Hybrid (HEV)	+0.2%	+3.8%	+4.0%
MPV Petrol	+0.8%	+3.8%	+4.6%
MPV Plug-In Hybrid (PHEV)	+0.4%	+3.8%	+4.2%
Overall Average	+1.3%	+3.7%	+5.0%

Clearly, Lower Medium battery electric models have fared worse than other fuel types. The various models have been subject to some well publicised reductions in used values and (as outlined elsewhere) there have been further significant falls across the spectrum of BEV models. Our forecasts have previously included significant negative editorial adjustments for many of these ranges - the recent reductions in used values had been expected for the models which had seen low levels of used volume or where used retail values were over cost new, however the speed of the reductions has been greater than anticipated and in some cases we have been forced to take additional action via our Interproduct reporting (as outlined below). There has also been some evidence of discounting on new cars at the end of 2022 which has clearly fuelled further used value price falls and the timing, manner and extent of Tesla's list price cuts was certainly an additional negative influence. Our expectation is that there are further adjustments to come for some models, but that the rate of price falls will now slow; some models already appear to have bottomed out and are now looking cheap in comparison to ICE alternatives. In general, models which experience significant reductions usually reach a point where they once again become attractive in the used market and values flatten out, or even rebound a little.

It should be pointed out that in February book, 12 month used values for BEV IDs were above our forecasts from a year ago, by an average of more than 14%. During February there have been further price drops and some models will now have used values below our previous forecast at 12 months, but used values for the majority of ranges remain higher than our forecast level from last year.

BEVs in the MPV sector have been much more stable, usually because they are still around in comparatively low volumes and diesel is set to remain strong for the foreseeable future. Many ranges in this sector have been discontinued, primarily because manufacturers have other reasons for not wanting to build them, although the sector has also been in a long term decline (market share in 2022 down to 1.3%, compared to 9.1% as recently as 2014).

Forecast changes this month

The focus of our Interproduct reporting remains split between cases where our forecast was too far below the used value and those where recent used value reductions have resulted in forecast values above (or too close to) the latest used value position. This month 98 ranges were considered, but in approximately half of cases, it was decided to make no changes to the forecasts.

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In some of the ICE examples below, there were no further changes to the 36-month position, but increases were made to the 12-month position in recognition of further strength in used values that is not expected to be sustainable beyond the 12-month point. Many of the battery electric ranges had seen extreme movements in used values (in several cases approximately -25% since last review and including around -10% last month) and we were forced to re-evaluate our position. In some cases, this resulted in significant forecast reductions, the ranges highlighted in bold all seeing double digit decreases to the underlying 12 month forecast:

Interproduct Reporting Changes

ALFA ROMEO GIULIA QUADRIFOGLIO (16-)	FIAT PANDA (12-)	PEUGEOT 208 (19-) Electric
AUDI A5 CABRIOLET (19-)	HYUNDAI I20 (20-)	PORSCHE CAYMAN (16-)
AUDI E-TRON (18-) Electric	JAGUAR F-TYPE (19-)	RENAULT ZOE (19-) ELECTRIC
AUDI RS5 (19-)	JAGUAR F-TYPE CONVERTIBLE (19-)	SMART FORFOUR (20-) Electric
AUDI RS6 (19-)	KIA E-NIRO (18-) Electric	SUZUKI SWIFT (17-)
BMW 8 SERIES CONVERTIBLE (18-)	KIA PICANTO (17-)	VAUXHALL CORSA (19-) ELECTRIC
BMW 8 SERIES GRAN COUPE (19-)	MASERATI GHIBLI (20-) Hybrid	VAUXHALL MOKKA (20-) Electric
BMW iX3-E (21-) Electric	MAZDA MX-30 (20-) Electric	VOLKSWAGEN ID.4 (21-) Electric
BMW M5 (17-)	MERCEDES-BENZ EQC (19-) Electric	VOLKSWAGEN ID.5 (22-) Electric
CITROEN AMI (22-) Electric	MG 3 (18-)	VOLKSWAGEN POLO (17-)
CITROEN C3 (16-) DIESEL	MG MOTOR UK ZS (19-) Electric	VOLVO S90/V90 (16-) DIESEL
FIAT 500 (15-)	MINI COOPER (18-)	VOLVO S90/V90 (17-)
FIAT 500 (20-) Electric	MINI COOPER (19-) Electric	VOLVO S90/V90 (17-) HYBRID
FIAT 500C (09-)	NISSAN MICRA (16-)	VOLVO XC40 (20-) Electric
FIAT 500C (20-) Electric	PEUGEOT 2008 (19-) Electric	

Other Forecast Changes

CITROEN C3 (16-) DIESEL

Mileage profile changed to generic high mileage profile, resulting in increases in forecast values at lower than benchmark mileage and decreases in forecast value at higher than benchmark mileage.

HYUNDAI TUCSON (20-)

Walk up review of trim, engine and transmission relationships, with varying forecast impact.

HYUNDAI TUCSON (20-) Hybrid

Walk up review of trim and engine relationships, with varying forecast impact.

LAND ROVER DISCOVERY (16-)

Walk up review of trim, engine and feature relationships, with varying forecast impact.

LAND ROVER DISCOVERY (16-) DIESEL

Walk up review of trim, engine and feature relationships, with varying forecast impact.

LAND ROVER DISCOVERY SPORT (19-)

Walk up review of trim and engine relationships, with varying forecast impact.

LAND ROVER DISCOVERY SPORT (19-) DIESEL

Walk up review of trim, engine and transmission relationships, with varying forecast impact.

LAND ROVER DISCOVERY SPORT (20-) Hybrid

Walk up review of trim relationships, with varying forecast impact.

LAND ROVER RANGE ROVER SPORT (17-)

Walk up review of trim and engine relationships, with varying forecast impact.

LAND ROVER RANGE ROVER SPORT (17-) DIESEL

Walk up review of trim and engine relationships, with varying forecast impact.

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LAND ROVER RANGE ROVER SPORT (17-) Petrol Hybrid

Walk up review of trim relationships, with varying forecast impact.

MAZDA MX-30 Hybrid (23-)

Future trends adjustments applied to align shape of depreciation curve closer to BEV range – forecast increases at 48 months onwards.

MERCEDES-BENZ AMG GLE COUPE (19-)

Walk up review of trim and engine relationships, with varying forecast impact.

MERCEDES-BENZ CLS (18-)

Walk up review of trim and engine relationships, with varying forecast impact.

MINI COOPER (18-)

Walk up review of trim and feature relationships, with varying forecast impact.

ROLLS-ROYCE DAWN (15-)

Walk up review of trim relationships, with varying forecast impact.

Seasonality changes

In line with our gold book methodology, all other model ranges outside of the other changes listed above, have had their forecasts moved forward from month to month by seasonal factors which are differentiated by sector and fuel type and are based on analysis of historical used value movements.

2. Market changes

Battery electric vehicles

The used market for BEVs remains extremely challenging. There had been signs since October that used volume for BEVs was increasing and concerns that not all of these vehicles were being effectively remarketed. However, demand for BEVs had been exceptionally strong and increasing through most of 2022, with no indication of the kind of reductions we have seen in recent weeks. Dealer sentiment has turned negative, with several organisations persisting with buying bans on BEVs and auction conversion rates remain lower than normal. Although it is impossible to isolate the impact of Tesla's well-publicised list price reductions, they came at a time when used values were already coming down and nearly new values were already under increased pressure, following discounting and other new car activity at the end of 2022. Although Tesla product was initially hit the hardest and will probably never recover the premium it once attracted, their models are benchmarks for many and have undoubtedly dragged the rest of the BEV market down with them. Volume will continue to increase in the coming months, but several models already appear attractively priced following the recent reductions and we expect the rate of used car price falls to slow. Some BEV models now appear to have plateaued and appear good value against ICE competitors. Conversion rates will increase once again as vendors become more realistic with their expectations on these vehicles and we expect buyers to come back into the market, although they are likely to remain cautious regarding purchase volumes (in some cases depending on existing forecourt exposure). However, it is also clear that some vendors have been panicking, selling well below the rest of the market and even agreeing heavily discounted batch deals to dispose of volume. Following the downward movement in prices, nearly new used values for most BEVs are now back below cost new but numerous models have further to fall, as indicated by our continuing negative editorial adjustments in our forecasts. Supply and demand for BEVs will continue to wax and wane over the longer term, but electricity prices are expected to reduce, consumers retain the desire to reduce emissions and despite the higher capital outlay (in most cases, although some models are now cheaper than ICE rivals), the cost of ownership situation will remain favourable under any sensible charging regime. There is also the prospect of new clean air zones and updates and extensions to the existing schemes, further fuelling demand for lower emission vehicles.

Remainder of the market

Initially demand was relatively subdued in the New Year as we had expected, but by the second week business levels were healthy, with buyers especially focussed on obtaining cheaper stock aimed at those downsizing or wanting to again avoid public transport and this strength has been maintained through February. Concerns about future stock

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shortages are continuing to ease for many, with the increased new and used car supply still expected to be matched with core demand from 'needs purchasers'. The ongoing cost-of-living squeeze is likely to continue to make itself felt for several more months, but many customers are buying out of necessity and the economic situation impacts on what they buy and not whether they make a purchase.

Even in months where values have reduced at 36/60 during the past ten months, those decreases have generally been better than expected for the time of year and combined they remain more than +5% better than the normal expectation – quite remarkable in the circumstances. Retail prices for some used cars remain priced above cost new and there are still a small number of cases where the trade value significantly exceeds list price.

We expect the re-pricing of aged stock to continue and growth in demand to be limited by the cost-of-living squeeze. It is currently very difficult to determine where the market will be in 12 months' time, due to the increases in used car volume being delayed to such an extent that they start to merge into the period of reduced supply from lower new car registrations through the pandemic – by March we will be three years on from the first UK impacts of Covid-19.

Given the Chinese government's unexpected reversal of China's previous "zero Covid" policy during December and an announcement during February of a "decisive victory" over Covid, further lockdowns in major cities would now appear to be improbable. Even though few would take the recent announcement at face value and there are many indications that the death toll in recent weeks is considerably higher than official figures suggest, a government admission of failure in the face of a subsequent surge in infections would seem to be highly unlikely.

There are ongoing Covid-related impacts all across the supply chain and global supply chains remain fragile. Semi-conductor supply remains constrained, but availability for several manufacturers has improved and is expected to result in continued improved new car registration performance through 2023. Longer term concerns regarding security of water and power supplies in Taiwan, plus the potential for invasion by China, result in an outlook where chips in general remain in relatively short supply until additional manufacturing capacity comes on stream. Further supply disruption seems inevitable and the timing of that disruption and location of the countries impacted is likely to be impossible to predict, but the level of disruption is expected to be less than seen over the past two to three years.

It is unclear whether there is any significant impact from the disastrous earthquakes in Turkey. Although there is a considerable contribution to the automotive industry, much of it is concentrated in the north of the country. There is potential for some minor impacts due to disruption in Mersin, the closest major industrial city to the epicentre of the quake.

Prices have continued to soften for many of the elements which had been driving inflation, including fuel, gas and electricity and it is hoped that this will feed through into food prices over the coming months. Container prices and shipping costs remain well below their previous highs, but the global inflation outlook remains complex. Increases in base rates from central banks, including the Bank of England, are thought to be unlikely to have any significant impact on inflation and appear to have potential to limit growth. We expect a reduction in inflation in the coming months to be a (direct or indirect) result of lower fuel and energy costs.

The November Autumn Statement was a massive improvement over the September "Fiscal Event" that caused havoc in the financial markets and hikes in available interest rates. A more common-sense approach is now being taken and although more could have been done to boost growth, the majority of actions were sensible and meltdown seems to have been avoided. However, consumer demand may suffer from insufficient support being targeted at lower paid workers and the future remains fairly bleak for many. The UK governments continued resistance to inflationary pay rises in the public sector should help to prevent further increases to CPI, but there is widespread public support for several of the unions and long, drawn-out disputes further decrease productivity and risk worsening the situation in the NHS.

In summary, our view is that:

- Some battery electric models have now stabilised or appear to be close to a plateau following very large decreases in used values in recent weeks or months, whereas others appear to still have some way to fall. Many are now looking good value compared to ICE equivalents or competitors and although there is potential for some to increase from their current used value position, we have generally assumed that we will see further deflation in future and have applied negative editorial or future trends adjustments in most cases.

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- The used car market in March is usually relatively strong and sees a continuation of activity seen in February. That looks set to continue along the lines of the overall strength seen last month, albeit with a continuation of the differences seen by age, price point and fuel type, especially since Easter this year falls in mid-April and may delay the traditional turning point. Retail demand will remain constrained over the short term as the reality of the cost-of-living squeeze continues to make itself felt and concerns remain over the impact of increasing interest rates on mortgage costs. Used car volumes will continue to slowly increase in the coming months, as fleets start to receive replacements for some long overdue vehicles. For most sectors, our short-term forecasts show modest negative movements for the next few months, although this is slightly favourable to typical seasonality, with dealers continuing to pay good money for the best condition cars and for those at an attractive price point for a quick retail sale. Battery electric models are all currently frequently re-assessed on an individual basis for short term forecast.
- As mentioned in our customer webinars, the negative economic impact of any potential recession is expected to be outweighed by the reduction in used car supply already guaranteed by the lower new car registrations from the start of the pandemic onwards. Used car prices are not generally correlated with GDP growth, partly because there is a substantial element of core “needs purchases” and also because reductions in consumer confidence and disposable income result in changes of used car buying, rather than preventing it; buyers may turn to older/smaller/higher mileage cars or turn to the used market instead of buying new.
- There are still a significant number of cases where logical relationships have been broken and where nearly new used values are above list prices. These will resolve themselves in time, but values are not expected to go down as fast as they have increased. It is extremely hard to predict how retail demand will progress through the remainder of 2023, especially given the complex economic situation. However, we still expect a gradual market adjustment over the next several months or so and not a ‘mirrored’ fall from the earlier high point.
- The used value increases on some models have effectively set a new market and may not return to previous levels, but even in these cases we have tended to apply significant negative editorial adjustments during our Interproduct and sector reviews.
- The effects of the new car supply issues (including the semi-conductor shortage) remain varied and subject to frequent change for many OEMs, but several major manufacturers are now experiencing improvements in supply on some models, which we expect to continue. There remain many cases of derivative specific impacts within the same model range, or individual options which continue to be difficult to obtain.
- One-year-old vehicles will remain in relatively short supply for the foreseeable future. However, once leadtimes for the majority of models reduce, it is expected that consumers will cease to pay a premium for a used vehicle over the new car. However, despite the prolonged shortages of nearly new stock, the trend until recently had been for 3-year-old cars to outperform the 1-year-old market and they did not increase by as large a proportion, therefore deflation is expected to be less than for 3-year-old cars during the market adjustment.
- From the second half of 2023 onwards, we will start to see the positive impact of reduced used car supply as a result of more than 2 million fewer cars registered through the course of the pandemic, particularly from fleets.

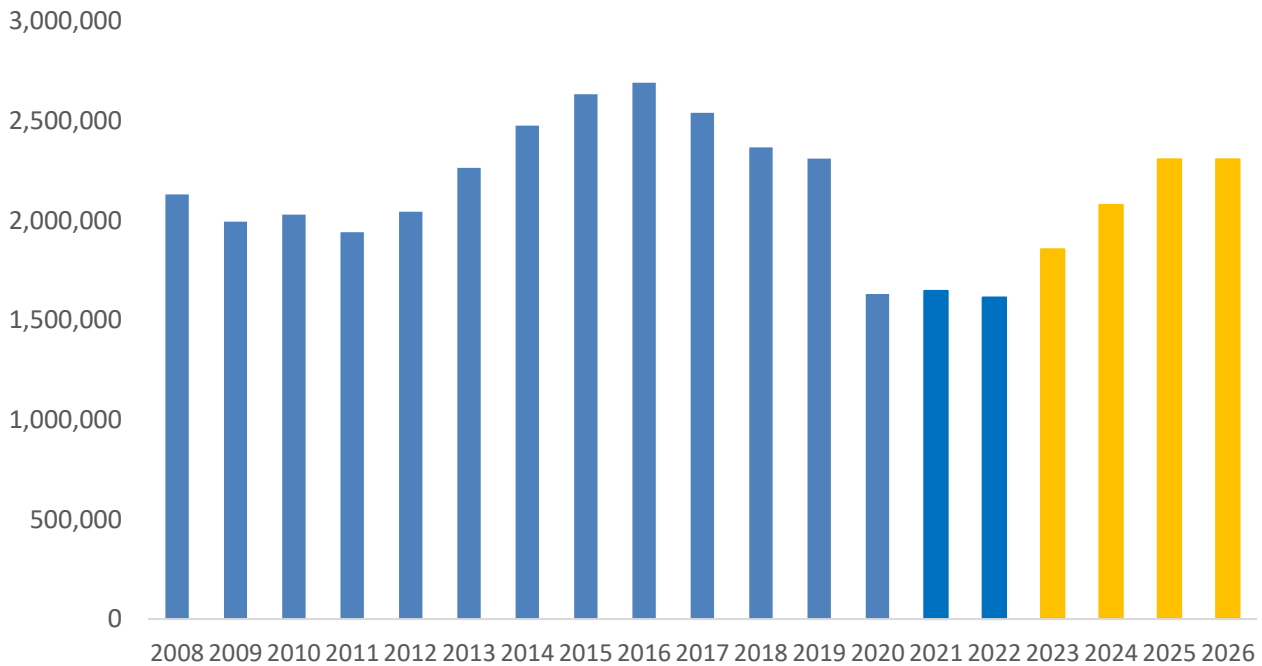
Supply side factors

Our original forecast for 2022 was an improvement to just under 1.9mm. Following the disruption of the key month of March due to the war in the Ukraine, this was again revised down to a fraction below 1.8mm (an improvement of +9% vs. 2021, but -22% vs. 2019), and following further unforeseen disruption, our final forecast for 2022 was reduced to 1.63 mm in July, -1.2% down on 2021. The SMMT forecast reduced to 1.60mm in August and was then further reduced to 1.566mm in November. The final new car registration result for 2022 was just over 1.614mm.

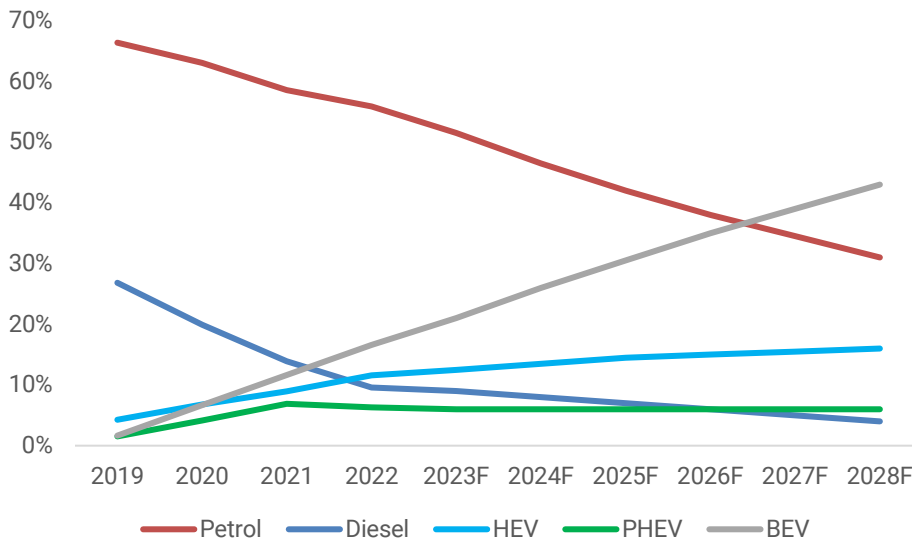
Our revised forecast for 2023 is 1.856mm (up +15% vs. 2022, but still almost -20% down on 2019). We expect that registrations will gradually increase to a pre-pandemic level of 2.3 million registrations by 2025 (a year later than previously expected), but not returning to the peaks seen between 2014 and 2018

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By cap hpi



The chart below shows our latest forecast market share split by fuel type. Petrol and diesel volumes include mild hybrids. The decline in diesel will continue but is likely to slow down since it will remain the right choice for a hard-core minority of drivers and use cases. The timing of the eventual disappearance of diesel from the new car market will depend on when manufacturers cease to make individual models available to the UK market.



Growth will continue to be led by battery electric vehicles (BEVs) which became the dominant AFV type towards the end of 2022 as we expected and is forecast to be the largest fuel type in the market by the end of 2027. Post-Covid driving patterns (shorter and few journeys due to the increase of home working and online meetings) are likely to add to demand. The government's proposal to ban new ICE cars from 2030 will also be part of this increase, provided enough vehicle supply is made available and investment in charging infrastructure keeps pace with demand. The main difference to our previous forecast is a reduction in PHEV volume in the outer years as OEMs look to be changing future product plans, in some cases introducing self-charging hybrids to ICE ranges instead of PHEVs to conserve precious battery supplies.

Car future editorial

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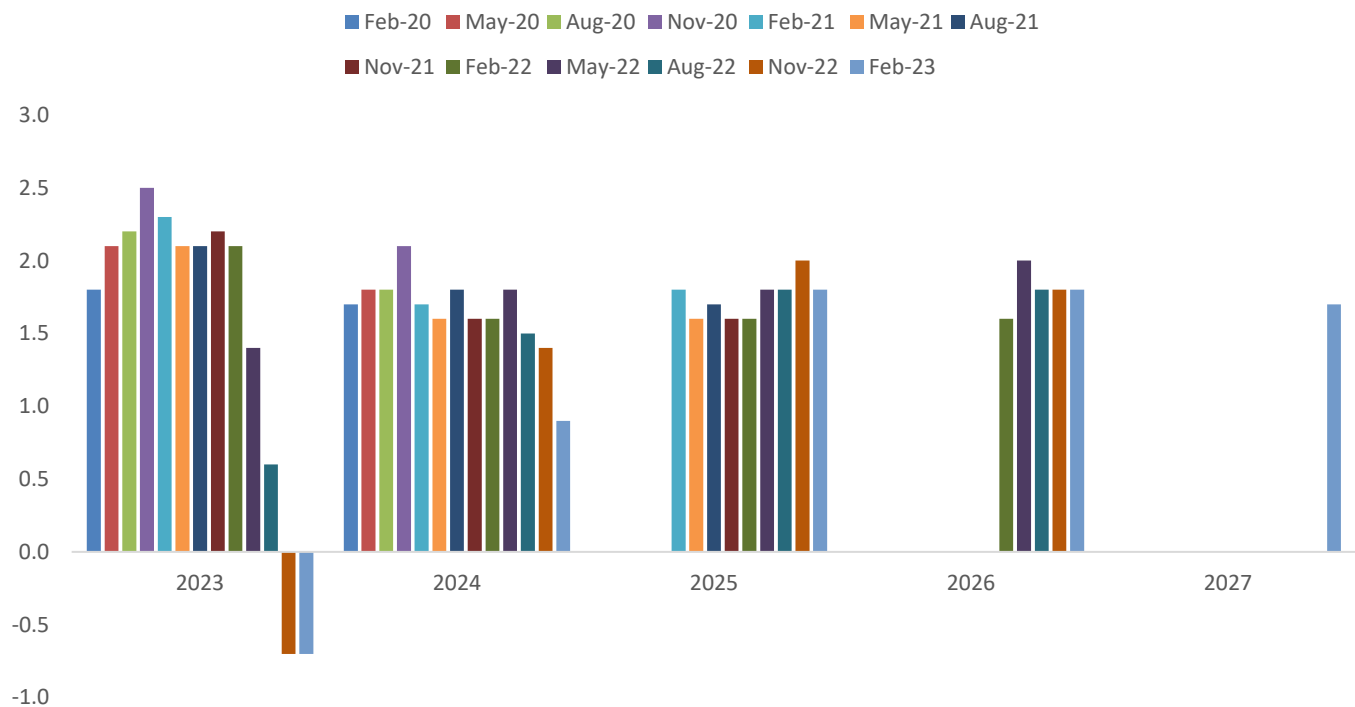
Demand side factors

Latest medium-term independent forecasts for the UK economy were published in February and the new forecasts showed no change in the outlook for GDP for 2023 (-0.7%) but a downgrade for 2024 to +0.9% (compared to +1.4% in November), with another slight downgrade for 2025 (2.0% down to 1.8%) and 2026 stable at +1.8%. (OBR forecasts are -1.4% and +1.3 for 2023 and 2024). The Bank of England estimate for 2023 is similar to the OBR at -1.5% but assumes deflation decreasing more quickly than the independent forecasts and being back below target by the end of 2024.

The new independent forecasts therefore continue to imply a shorter and shallower recession than that suggested by the OBR and the Bank of England, although the Governor again hinted during January at a less deep recession than they had originally planned.

The chart below shows the latest GDP forecasts to 2027, alongside previous forecasts.

Independent GDP Forecasts



The latest independent unemployment forecasts are reasonably flat for the next few years, peaking at 4.4% in 2024, whereas both the OBR and the Bank Of England are more pessimistic, with peaks of 4.9% and 6.5% respectively.

Inflation has decreased for the third consecutive month to +10.1% (from +10.5% last month and a peak of +11.1%) and the BoE expect it to come back below target by the end of 2024. The previous increases were driven by a combination of increased fuel and energy costs, everyday household goods, food and clothing, and ongoing labour market imbalances. As expected, base rates increased by a further 50 basis points to 4.0% in early February and although they may increase again in the first half of 2023, we are likely to be close to the peak. Although they are still forecast to remain low by historical standards, today's ratio of household debt to wages means that serious problems will be caused at a much lower base rate than was true in the past. There are also concerns that raising rates too quickly could make any recession worse, particularly since the persistent high inflation has been primarily driven by energy prices rather than business or consumer behaviour. A significant proportion of consumers had built up considerable savings during the pandemic, but many continue to be cautious about their future economic stability and others have reduced financial circumstances.

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The Bank of England survey shows a continued trend for precautionary saving, but it is very unclear whether amounts built up during the pandemic are now being spent to fend off the cost-of-living situation or whether continued saving will add to what has already been accumulated, with no intention of spending until forced to do so.

3. Historic forecast accuracy

Since the introduction of gold book at the end of 2013, we have been able to track the accuracy of historic forecasts against current (black book) values. This tracking is longest for 12-month forecasts (tracked since January 2015) and shortest for 60-month forecasts (tracked since January 2019).

Overall, we are satisfied that accuracy results have generally been within the +/- 5% target agreed with customers, but recognise that results were affected by the unexpected strength of petrol values, which started in 2017 as a result of anti-diesel press, but which fell away since late 2018, as we had predicted. Diesel forecast accuracy has historically been within target, while petrol forecast accuracy fell outside of target during this period of strong values. There was a brief deterioration in accuracy in 2020 when business resumed after the first lockdown and values benefitted from the release of pent up demand, but we were back on target as the market readjusted. In 2021, our historic forecast accuracy was severely impacted by the strength of the used market after dealerships re-opened in April as COVID restrictions started to be lifted. The record-breaking strength in used values on resumption of business (at a time when we would normally expect to see depreciation in each month) resulted in a significant shift in accuracy. For longer forecast durations, this will have an impact for a long time to come.

Therefore, the tracking charts below all show the same general patterns, with the difference to target being less for 12-month forecasts (reforecast most recently); and being more for longer term forecasts (reforecast less recently).

Details are shown below for 12 and 36 months, but all details are available on request.

12-month results

Since measurement began our 12-month forecasts have averaged -7.4% less than used values across all vehicle ids, and the most recent results show February 2022 12/20 forecasts being -14.4% less than February 2023 12/20 used values (unsurprising following record breaking 36/60 used value increases of over +30% within six months in 2021).

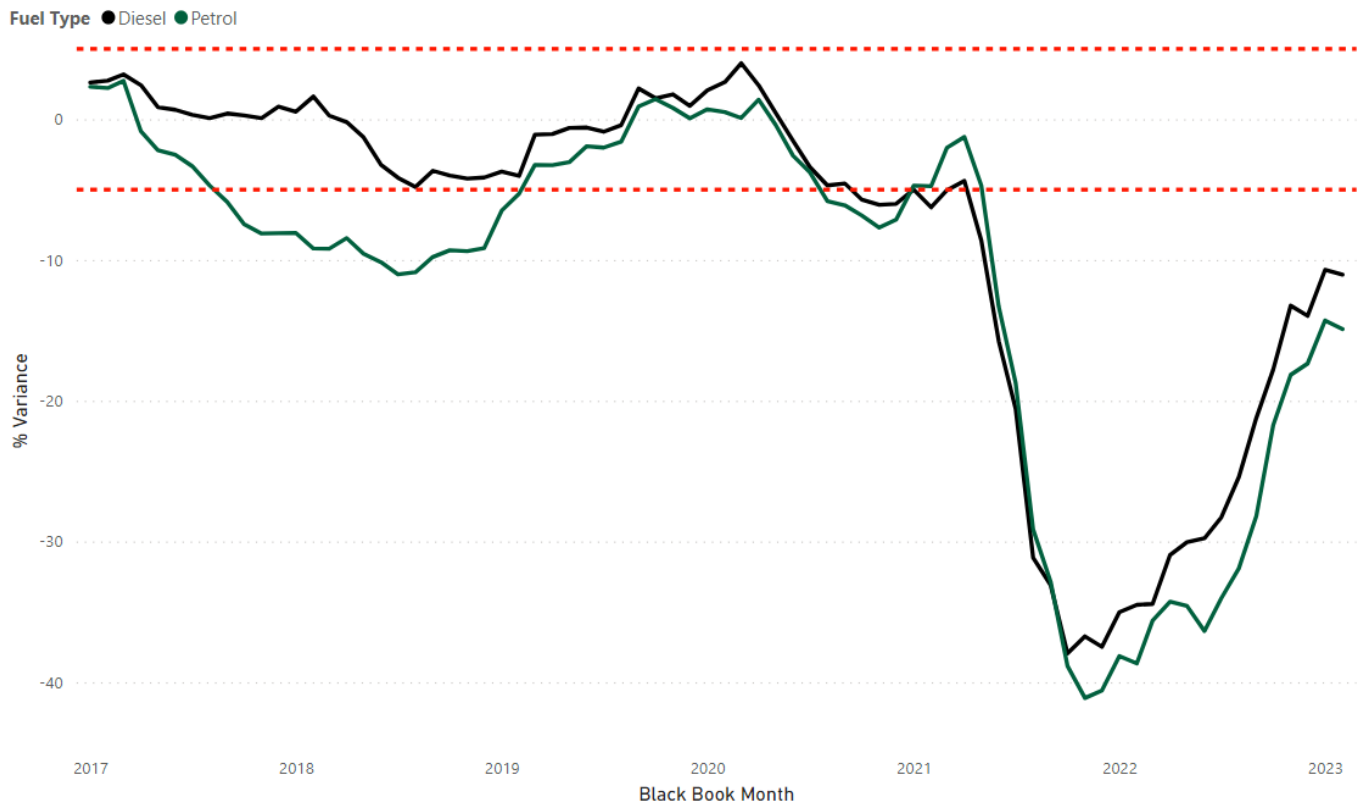
Overall results:



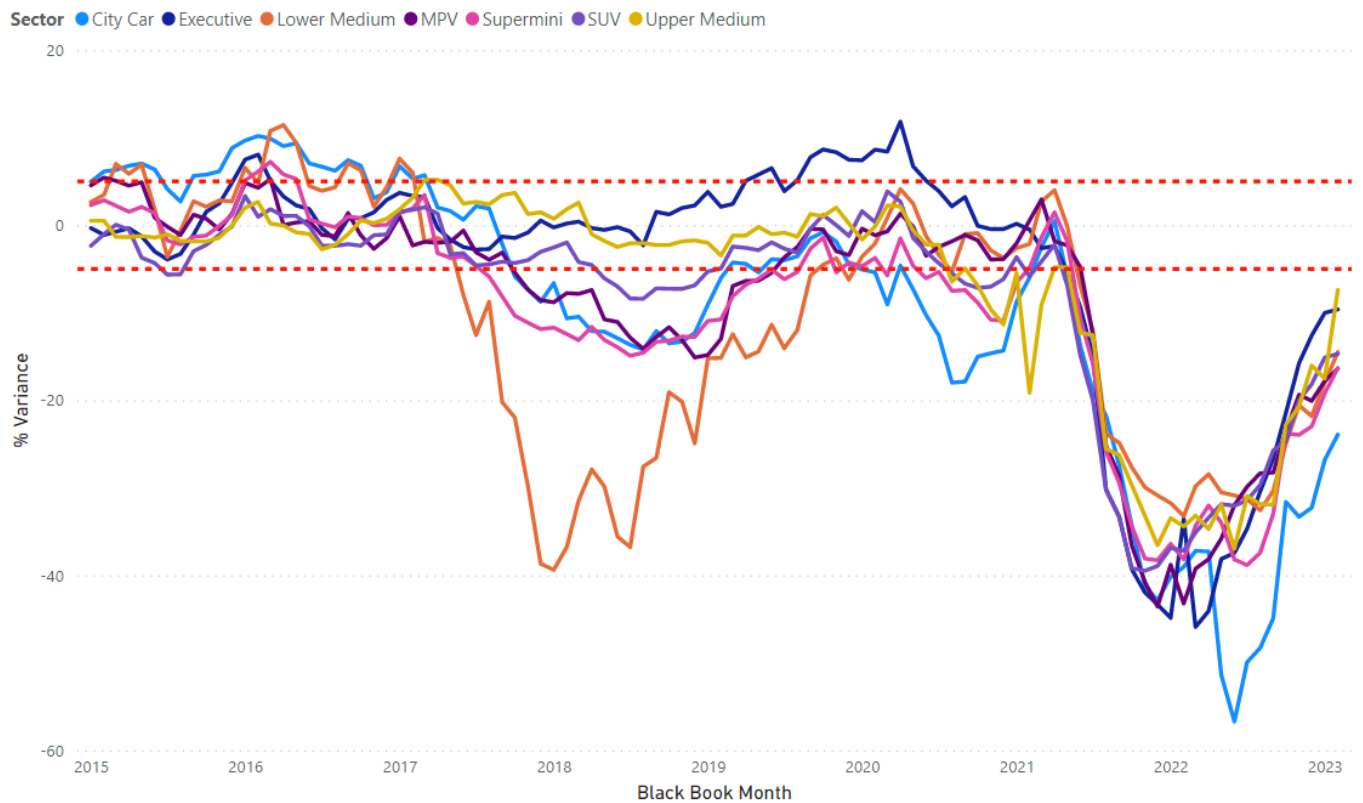
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Fuel type results



Sector results



Car future editorial

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The most recent results for the main sectors are as follows:

February23	Average of Diff (%)
City Car	-23.9%
Executive	-9.6%
Lower Medium	-14.5%
MPV	-16.4%
Supermini	-16.3%
SUV	-14.7%
Upper Medium	-7.4%
Grand Total	-14.4%

36-month results

Since measurement started our 36-month forecasts have averaged -19.6% less than used values across all vehicle ids (with the average now skewed by recent results). The most recent results show February 2020 36/60 forecasts being -47.1% less than February 2023 36/60 used values. Since used value increases peaked at around +40% early in 2022 and values are not expected to fall by anywhere near that (peak YOY deflation now expected to be around -8%), the historic three-year forecasts will continue to track well below used values for a long time to come.

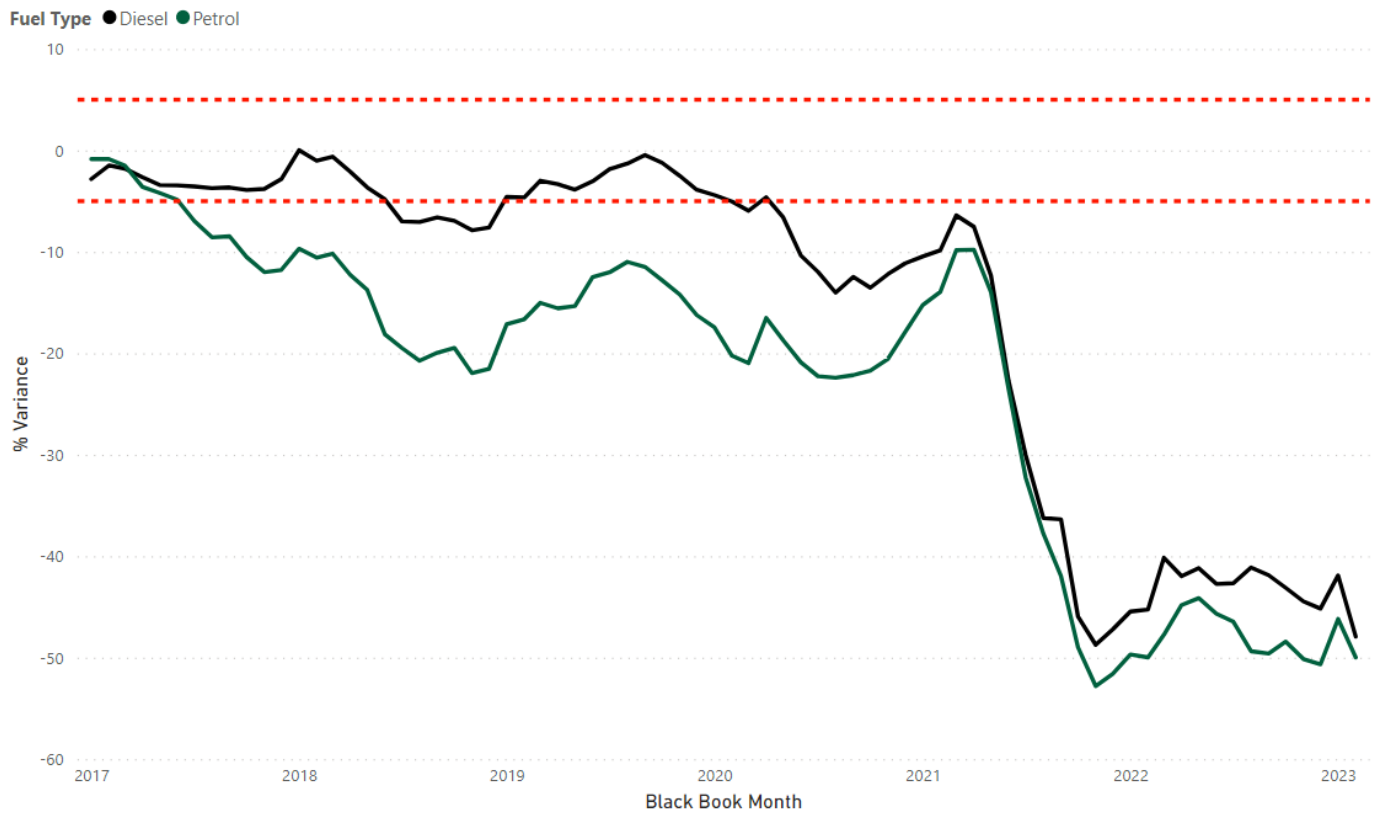
Overall results:



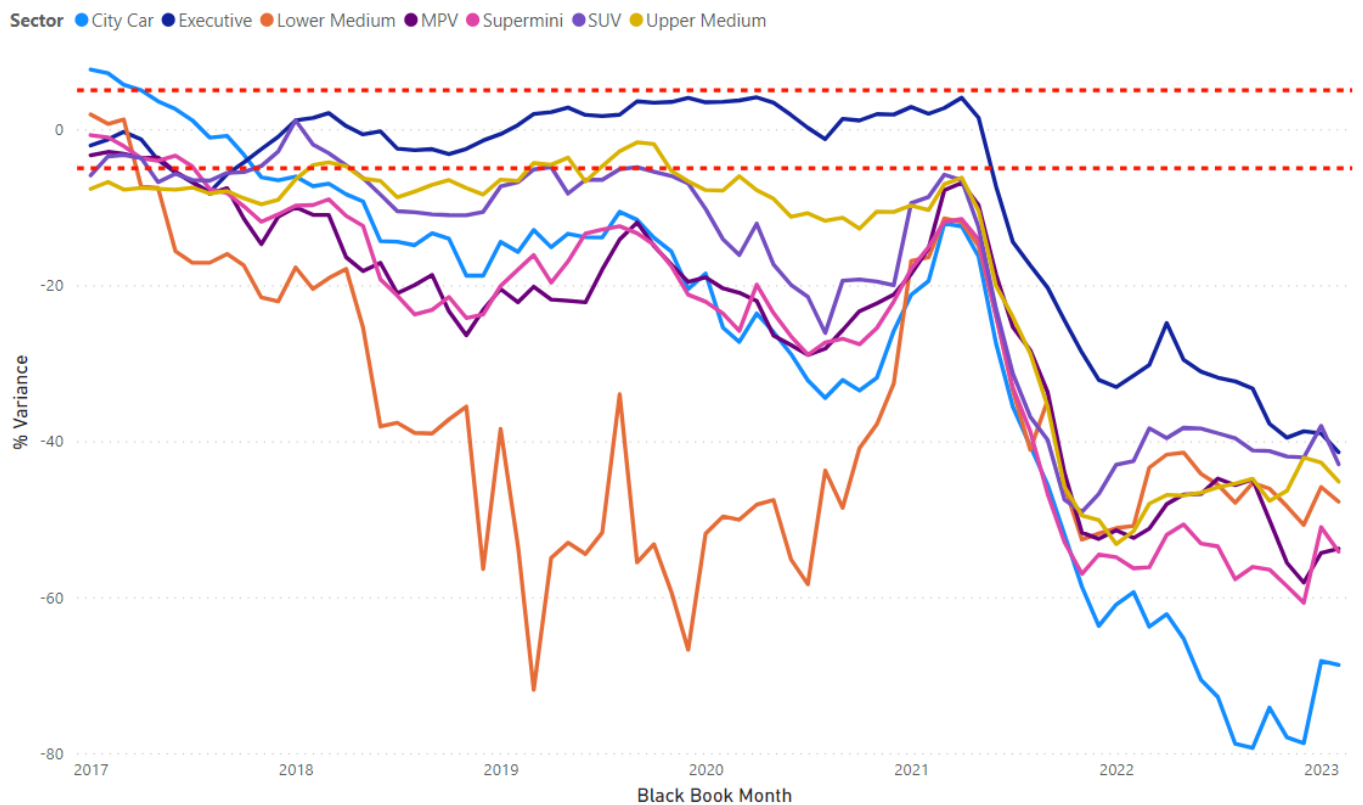
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Fuel type results:



Sector results



Car future editorial

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The most recent results for the main sectors are as follows:

February23	Average of Diff (%)
City Car	-68.7%
Executive	-41.4%
Lower Medium	-47.7%
MPV	-53.8%
Supermini	-54.2%
SUV	-42.9%
Upper Medium	-45.2%
Grand Total	-47.1%

4. Forecast methodology and products

Overview and gold book iQ

Our values take current month used values as a starting point (uplifted for model changes where necessary), are moved forward according to age/sector/fuel specific year on year deflation assumptions regarding future used car price movements and are then subjected to additional adjustments by the Editorial Team. Finally, the values are moved forward by the next month's seasonality adjustments which are differentiated by sector and fuel type and are based on analysis of historical used value movements.

All these assumptions and adjustments are available for scrutiny to our customers through our gold book iQ product: complete transparency in automotive forecasting.

Changes may be actioned wherever there is reason to do so outside of the sector reforecast process and we continue our monthly interproduct analysis with our used value colleagues exactly as before.

Short term forecast (0-12 months)

Our short-term forecast product, (covering 0-12 months) was launched in 2014. This is a live, researched product with a dedicated editor and filled a gap in our historical forecast coverage.

Forecast daily feed

In December 2017 we introduced a daily feed of forecasts for new models launched onto the market, so that customers do not have to wait until the next month to receive these forecasts.

Forecast output

Individual forecasts are provided in pounds and percentage of list price for periods of twelve to sixty months with mileage calculations up to 200,000. Each forecast is shown in grid format with specific time and mileage bands highlighted for ease of use.

All forecast values include VAT and relate to a cap hpi clean condition and in a desirable colour. Values are for a "naked" vehicle and do not reflect any added option content.

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Parallel imports

Particular care must be taken when valuing parallel imports. Vehicles are often described as full UK specification when the reality is somewhat different. These vehicles should be inspected to ensure that the vehicle specification is correct for the UK. Parallel imports that are full UK specification and first registered in the UK can be valued the same as a UK-sourced vehicle.

Grey imports

cap hpi gold book does not include valuations for any grey import vehicles, (i.e., those not available on an official UK price list)

5. Reforecast calendar 2023/2024

The table below shows our future schedule of sector reforecasts:

Monthly Product	Sector 1	Sector 2	Sector 3	Sector 4
Apr-23	SUV			
May-23	Convertible	Sports	Supercar	
Jun-23	City Car	Supermini		
Jul-23	Upper Medium	Executive	Large Executive	Luxury Executive
Aug-23	Lower Medium	MPV		
Sep-23	Convertible	Sports	Supercar	
Oct-23	SUV			
Nov-23	City Car	Supermini		
Dec-23	Upper Medium	Executive	Large Executive	Luxury Executive
Jan-24	Lower Medium	MPV		
Feb-24	Convertible	Sports	Supercar	
Mar-24	SUV			