

# Used Car Monitor

future residual values

**To** ensure anyone needing to understand their exposure to the future used market has all available information at their fingertips, CAP Used Car Monitor provides future residual values for used cars. Designed to complement CAP New Car Monitor, *the industry standard guide to the future used values of today's new cars*, Used Car Monitor covers almost all cars in the market between six months and six years old. Vehicle values can be forecast up to four years into the future.

CAP Used Car Monitor is produced by a highly experienced team who manage one of the most comprehensive and proven economic modelling systems in Britain. This team of editors, researchers, analysts and economists research every specification and physical detail available on all new cars. Sophisticated analysis and computer-based modelling, combined with the team's fund of personal experience and interpretive skills, result in a range of products built on accuracy, reliability and real knowledge. This provides the basis for accurately predicting future residual values of over 13,000 used car models and derivatives.

The data is published monthly and reflects CAP's own analysis of current and forecast market trends. CAP examines current and historic trends in residual values as part of this analysis. Assumptions are also made regarding the effects of anticipated legislative or market changes, such as block exemption.

Indexed by manufacturer, model and derivative, CAP Used Car Monitor is presented to provide a grid of values for each vehicle. All values relate to a 'Fleet Clean' condition, reflecting normal fleet usage. Valuations are provided for each year and letter, up to a maximum age of six years.

All major assumptions underlying the published data are outlined in the editorial each month, together with a summary of the major changes to forecast values in the current edition.

## Available Formats

### Windows™

Updated Monthly

**Easy** to use format. Data is included for 52 manufacturers and over 12,500 model and derivatives in 12 and then 6-monthly increments up to 48 months and in three standard mileages. Includes easy adjustment and calculation of mileages for greater accuracy. User defined groups provided to select vehicles to track and compare values. History file available for all data installed to allow customers to track monthly price movements.

**Delivery by Post or Web Download - First Launched in April 1997**

**Systems required:** Can be run on virtually every pc. Internet connection required for web download.

### ASCII

Updated Monthly

**Residual** values are included for 52 manufacturers and over 12,500 models up to 48 months and 150,000 miles. Raw ASCII files enable users to import the data into their own specialist system. The product comprises:

- Codes and Descriptions for Used Car Monitor - the unique CAP code easily facilitates the seamless flow of data on new and used cars between different systems
- Used Car Monitor price file - contains the Used Car Monitor pricing data, with forecast values for vehicles between six months and six years old

**Delivery by Post or Web Download - First Launched in April 1997**

**Systems required:** Bespoke.

## Vehicles Covered

**Used** cars from six months up to 6 years old.

## Support Available to Customers

**Customers** are provided with a **unique free valuation service** for specialist vehicles (calls charged at standard rate). CAP's experienced Monitor Editorial Team is available to assist with any difficult valuations, offer opinion and guidance or discuss any market related issues a customer may have. A dedicated customer support team to handle and solve any delivery method, delivery address or product related issues is available on 0113 222 2007.

## Data Sources

<b>Automotive Industry</b>	Regular dialogue with, and feedback from, the automotive industry on forecast issues.
<b>CAP Black Book</b>	Analysis of this product is a key element to forecast residual values.
<b>Contract Hire and Leasing Industry</b>	Disposal data supplied by most of the major contract hire and leasing companies with over 11,000 valuations a month.
<b>Economic Sources</b>	To create an independent view, CAP's own economics team use a wide range of governmental and other respected data sources.

## Use of Used Car Monitor within Sectors

<b>Contract Hire and Leasing Industry</b>	Used to set future values on used contract hire business. Also used to manage risk within either CAPcalc or bespoke revaluation systems.
<b>E-commerce</b>	Provision of data to support websites and components.
<b>Finance</b>	Used by major UK vehicle finance houses to set future values of used vehicles, for example on Personal Contract Plan.

# CAP Portfolio

**CAP Used Car Monitor is just one example of CAP's portfolio of data solutions. CAP's expertise within the market place, coupled with its close relationship with key industry influencers and dedication to developing key business solutions, has established CAP as the benchmark valuations, data and solutions provider throughout many automotive sectors.**

## Used Values

CAP Used Values - Black Book, Red Book, Grey Book and Green Book, contain all the data needed to value used cars, commercial vehicles, grey imports and motorcycles with total confidence. The range of used value guides equips users with the information to make the right purchase and disposal decisions for faster stock turnaround and increased profit. Vehicles are valued on condition and mileage, further reducing risk, improving returns and making better profits.

CAP's used values play an important role throughout the industry, forming a benchmark measure of current market values for professionals. For example, the leasing industry typically uses the 'CAP Clean' valuation standard as the benchmark for cars against which not only vehicle but disposals staff performance is measured. Whether for purchase or disposal of a vehicle, CAP data is involved at some stage in the transaction process.

## Future Residual Values

CAP Monitor is the UK's leading future residual values forecasting system, designed for any business carrying risk on new cars, vans, trucks or motorcycles. Car Monitor, for example, contains residual values and whole life costs for thousands of vehicles. This enables the user to make the right fleet purchase decisions, plan disposals, control costs, set competitive leasing and contract hire rates and calculate running costs. Manufacturers use this influential data when positioning their own product in both consumer and business markets.

Used Monitor for Future Residual Values offers forecast values for today's used vehicles up to five years ahead (depending on product format). This enables users to re-appraise residual risks, plan disposals for optimum efficiency and set prices competitively. Adjustments for variations in mileage or time produce management information on groups of benchmark vehicles and enable a customer to easily apply global percentage and seasonal adjustments. It means a customer can test 'what if' scenarios or integrate fresh information into residual value forecasts.

CAP Monitor-SMR couples CAP's benchmark future residual values data with a budgetary service, maintenance and replacement figure to provide a powerful yet easy-to-use risk management tool. Monitor-SMR therefore provides the most comprehensive picture yet for whole life costs.

## New Vehicles

By unravelling manufacturers' combinations of new vehicles prices, standard equipment and available options, CAP's range of products associated with new vehicles is rapidly being adopted throughout the automotive and related markets. This clearly laid-out and accurate data on new vehicles has many applications. For example, with CAP's data powering vehicle searches or specification comparators on websites and showroom systems, customers can offer their own systems to provide online car or van selections, saving time in quotations and providing an enhanced service.

As the UK's most comprehensive database of passenger cars, light and heavy commercial vehicles and motorcycle information, it can be used to aid identification and decision making through all industry sectors. Manufacturers use this data for their own competitive positioning.

Designed with a choose-and-build philosophy, a number of product options are available to allow users to develop their own new vehicle data reference system, dependent upon their requirements.

New Vehicle Prices and Options provides the latest data on cars, commercial vehicles and motorcycles, offering updates on price changes and vehicle and option prices on all models. Standard Equipment, Colours and Trims data is an unrivalled addition that gives access to a valuable bank of specification details for every model included. The Colour and Trim Combination data for cars gives all the information required to identify interior trim and exterior colour combinations available in the market place. This comprehensive database also reveals any additional costs associated with chosen paint or trim combinations. The CAP Technical Data File gives fast and accurate access to separate technical specification data fields for cars, light commercials and motorcycles, including CO2 emissions, fuel economy, service intervals and more. Image files are particularly useful for website applications, for example where there is a requirement for a visual image of the vehicle in question. CAP's Image Files contain current and historic images of cars, going back as far as 1993.

All of CAP's ASCII data products seamlessly integrate with each other thanks to the unique CAP coding system. CAP codes are fast becoming another industry standard, ensuring the effortless integration of CAP products not only with each other but within the user's own systems.

**For more information on CAP and its product range, contact us on 0870 122 2211**

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