



# TransUnion Vehicle Pricing Index Q3 2019

## About the Vehicle Pricing Index (VPI)

TransUnion publishes the VPI on a quarterly basis. The vehicle risk intelligence company calculates the VPI from data it receives on monthly sales returns from thousands of dealers throughout the country, as well as vehicle financing registrations from all of the major banks and vehicle finance houses.

**127,967**  
VIN numbers

**15** top volume manufacturers

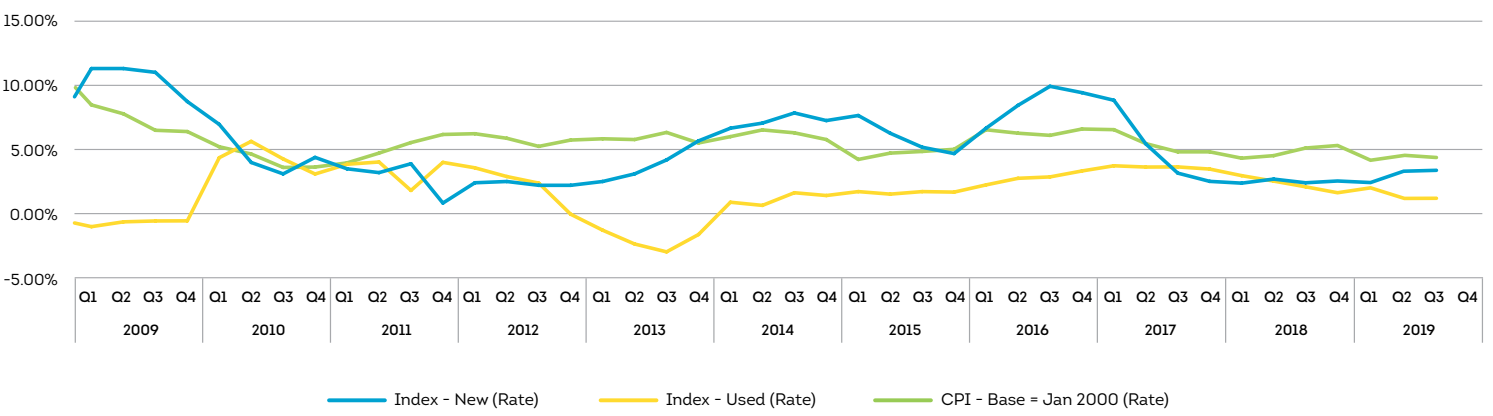
**39,216 NEW**  
vehicles financed

**88,751 USED**  
vehicles financed

**17 YEARS**  
going strong

## VPI Q3 2019 - RESULTS

Vehicle Pricing Index (VPI) and Consumer Price Index (CPI)



### New Price Index

New vehicle price increases have remained below inflation for the last two years. This is the longest consecutive period since the creation of the index in 2000.

### Used Price Index

Used vehicle price increases have slowed down to 1.1% - an indication that the used market is also under strain.

**2.3%** ▶ **3.3%**

### Vehicle Price Inflation: NEW

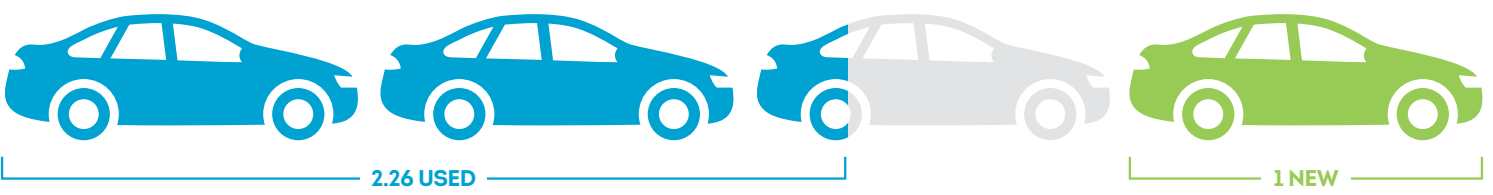
New vehicle pricing increased from 2.3% in Q3 2018 to 3.3% in Q3 2019.

**2.1%** ▶ **1.1%**

### Vehicle Price Inflation: USED

Used vehicle pricing decreased from 2.1% in Q3 2018 to 1.1% in Q3 2019.

USED-TO-NEW RATIO: **2.26 : 1**



The used-to-new ratio is based on finance deals registered in the last quarter. The ratio indicates that finance houses are financing 2.26 used vehicles for every 1 new vehicle. This follows another VPI trend where new car prices have slowed down over the last year.

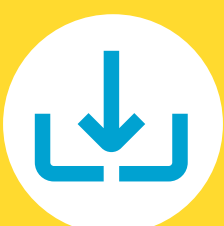
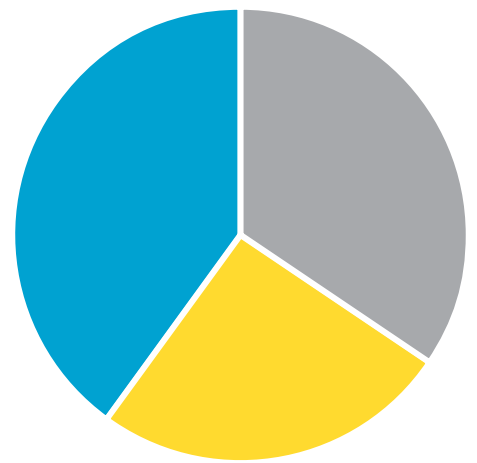
## Q3 2019 Vehicle Asset Finance Results

We have seen a shift back to vehicles priced under 200k as consumers continue to feel the strain on disposable income.

**38%**  
<R200,000

**28%**  
R200,000 - R300,000

**34%**  
>R300,000



## Want to learn more?

Download the full report at  
<https://www.transunion.co.za/lp/VPI>