

APPENDIX 5.1
(referred to in paragraphs 2.381 and 5.5)

Sales of used and new cars, 1988 to 1998

	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Used—volume (m)	6.0	5.8	5.7	5.9	5.5	6.2	6.9	7.9	7.8	7.8	7.5
New—volume (m)	2.22	2.30	2.01	1.59	1.59	1.78	1.91	1.95	2.03	2.17	2.25
Used/new ratio	2.7	2.5	2.8	3.7	3.5	3.5	3.6	4.1	3.8	3.6	3.3
Used—value (£bn)	13.9	15.0	17.3	14.5	15.6	17.9	18.8	23.3	25.9	28.1	29.2
New—value (£bn)	<u>16.1</u>	<u>17.7</u>	<u>19.0</u>	<u>17.0</u>	<u>16.5</u>	<u>17.7</u>	<u>19.2</u>	<u>21.0</u>	<u>20.9</u>	<u>25.2</u>	<u>28.4</u>
Total (£bn)	<u>30.0</u>	<u>32.7</u>	<u>36.3</u>	<u>31.5</u>	<u>32.1</u>	<u>35.6</u>	<u>38.0</u>	<u>44.3</u>	<u>46.8</u>	<u>53.3</u>	<u>57.6</u>
Used—average value (£)	2,317	2,586	3,035	2,458	2,836	2,887	2,725	2,949	3,321	3,603	3,893
New—average value (£)	7,252	7,696	9,453	10,692	10,377	9,944	10,052	10,769	10,296	11,613	12,622
New/used ratio	3.1	3.0	3.1	4.4	3.7	3.4	3.7	3.7	3.1	3.2	3.2

Source: Commission calculations based on BCA's *The Used Car Market* 1999 and data from the SMMT.