



## NEUER CITROËN C4

AB CHF 21'300.– UND LEASING AB 0,99%

JETZT PROFITIEREN



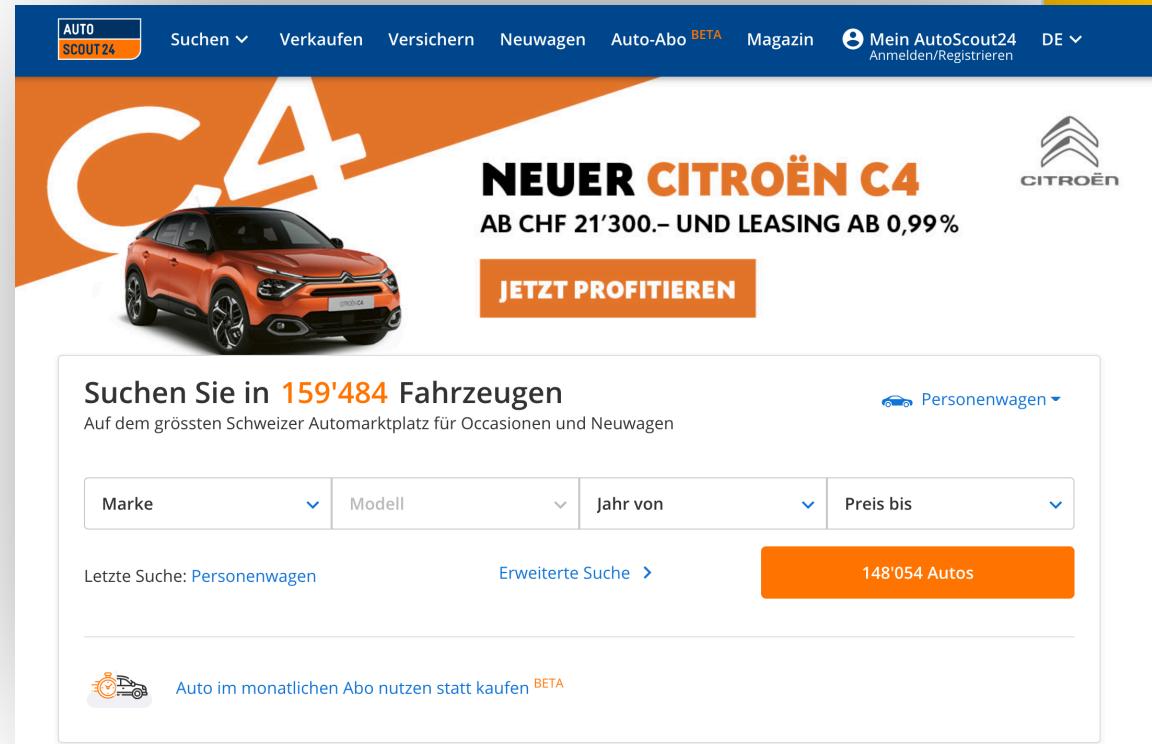
# Second-Hand Car Market in Switzerland

Jan Ruffner

# Motivation

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- Provides general information about the second hand car market in Switzerland
- Provides general information about the current car market
- Provides information about the price if car owners want to resell their cars



# Scraped Data

- *Car Type*
- *Date Sold (Age of Car)*
- *Number of Kilometers*
- *PS*
- *Price*

Dataset: 147'000 cars

288 TESLA

Sortierung ▾

Filter (1) Alle löschen

Suchauftrag erstellen

Marke: TESLA

Modell: Alle

Version:

+ Marke, Modell hinzufügen

Jahr von | bis: Alle | Alle

Preis von | bis: Alle | Alle

 TESLA Model S 85 D Performance NEU ☆  
07.2015 | 61'000 km | 772 PS | Elektro | Automatikge...  
CHF 45'000.- CHF 47'900.- Versicherungsprämie berechnen

Auto Tempel AG · 3608 Thun-Allmendingen Online-Beratung Heimlieferung +2

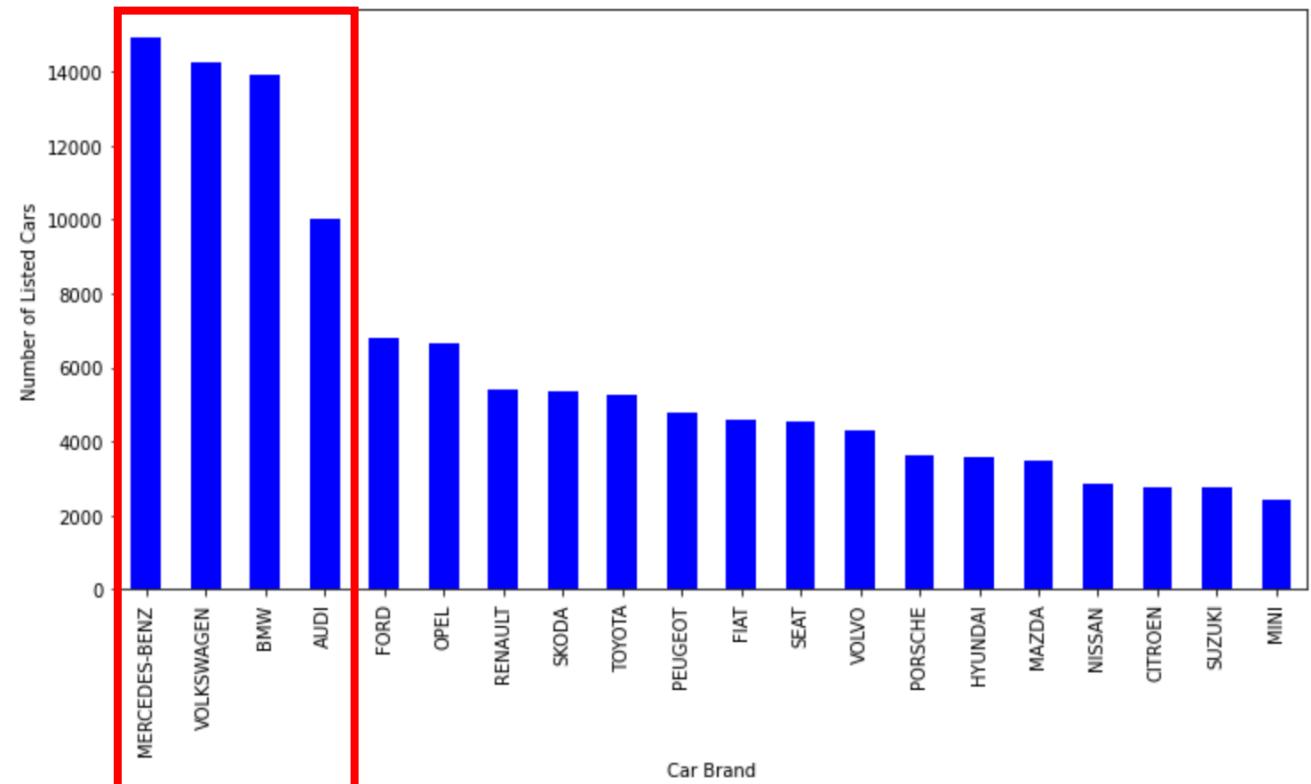
 TESLA Model S 100 D ☆  
CH-Fahrzeug! 1.Hand! 21" Sommerfelgen! 19" Winterrä...  
01.2018 | 40'000 km | 525 PS | Elektro | Automatikge...  
CHF 66'900.- Kredit ab CHF 926.- pro Monat  
Versicherungsprämie berechnen Kontaktlose Probefahrt

EB-CARS · 3184 Wünnewil



# Listed Cars on AutoScout 24

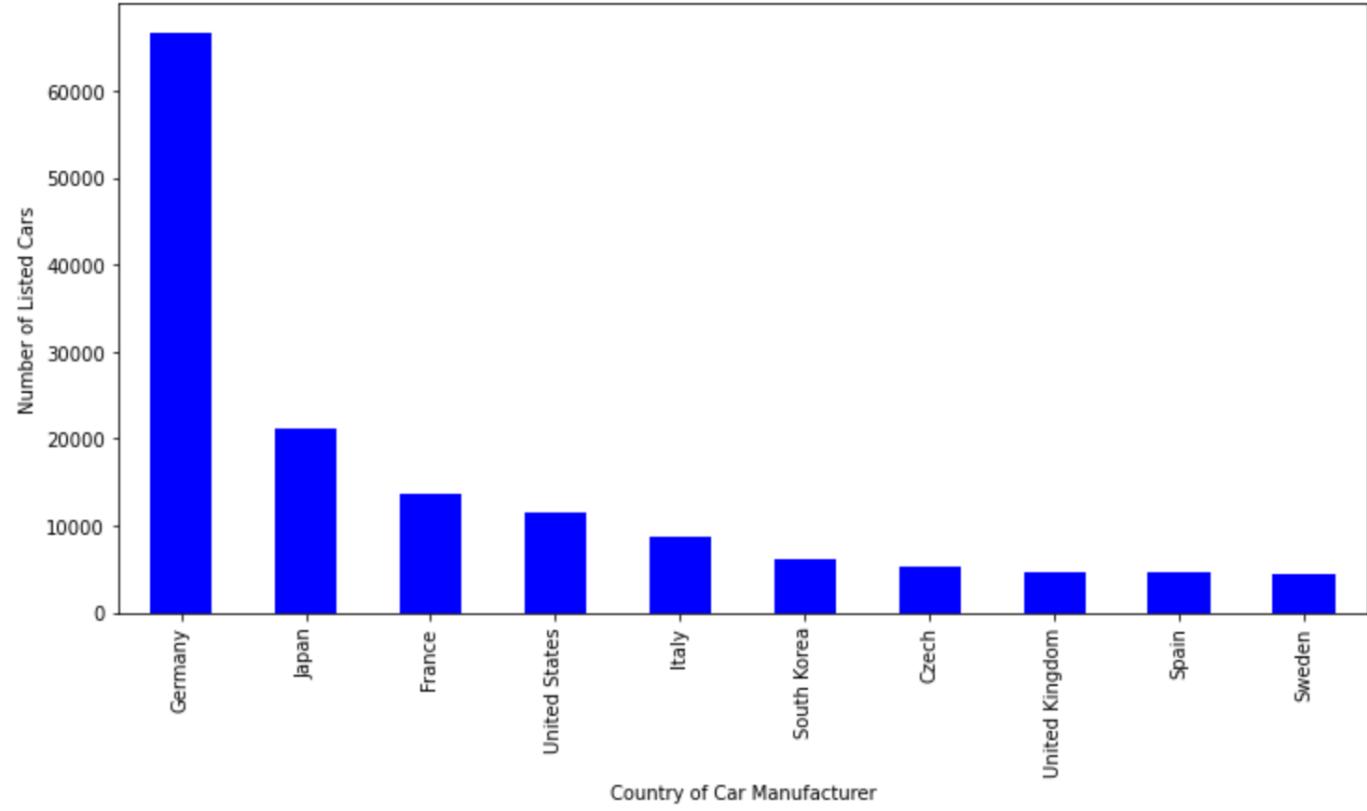
- *Market Share:*
  - *Mercedes-Benz : 10%*
  - *Volkswagen: 9.6%*
  - *BMW : 9.4%*
  - *Audi: 6.8%*
- *Big four have around 36% of the market share*



# Listed Cars by Country of Car Manufacturers

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- *10 countries have 99% of the market share*
- *Germany has the highest market share (45%)*



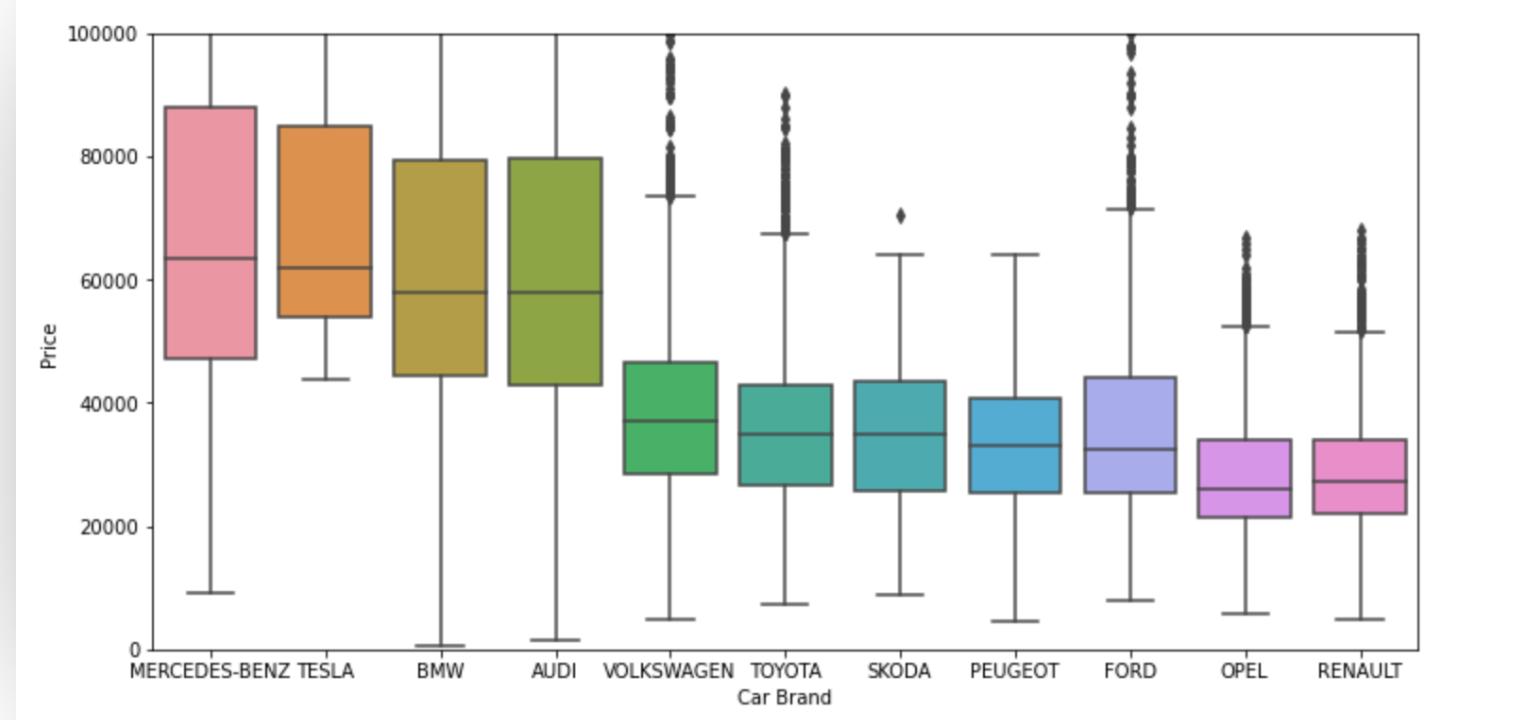
# Price Policy of Car Manufacturers (after 2017)

*Highest Average Price:*

- *Mercedes-Benz, Tesla, BMW*

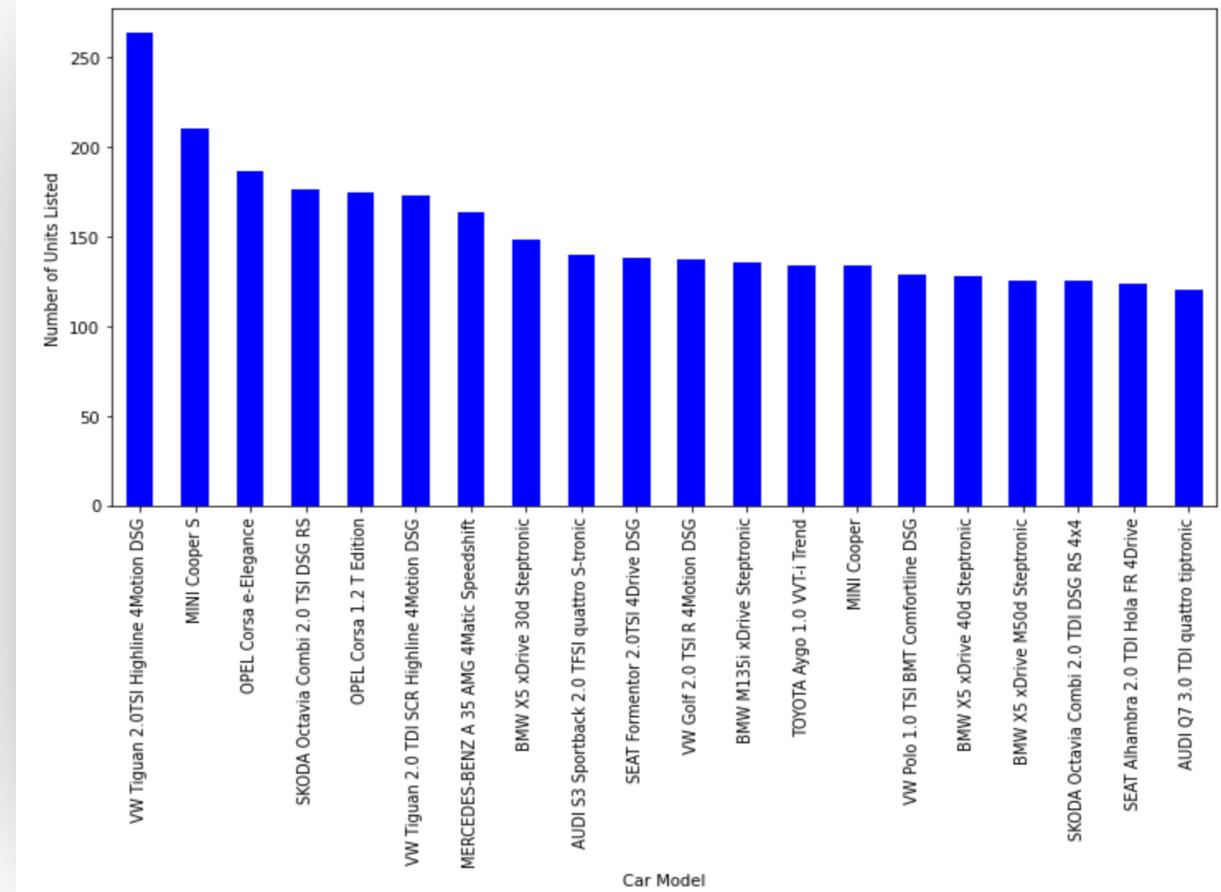
*Lowest Average Price :*

- *Opel, Renault*



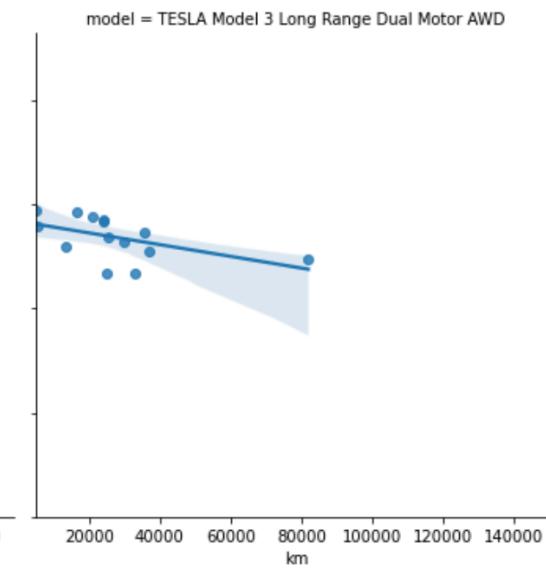
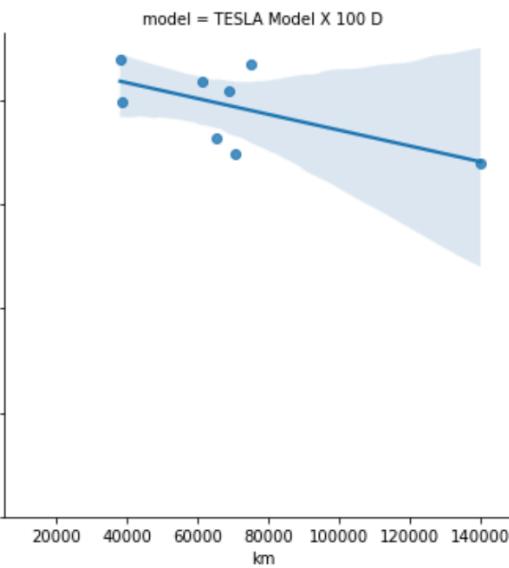
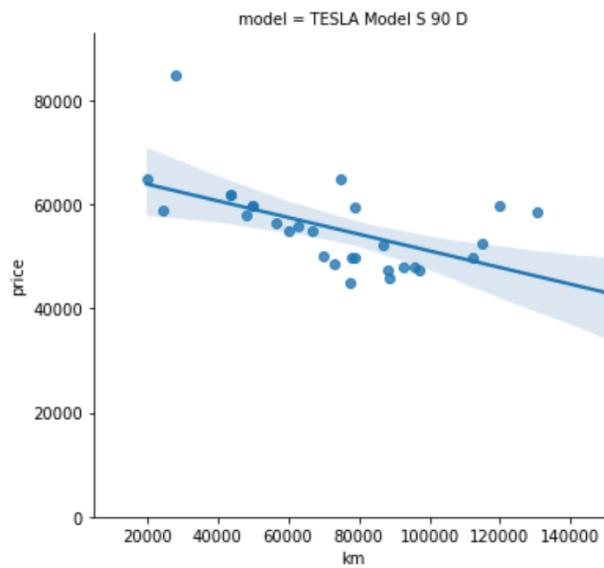
# Most Listed Cars

- *Most listed cars:*
  - *VW Tiguan 2.0TSI Highline 4Motion DSG*
  - *Mini Cooper S*
  - *Opel Corsa e-Elegance*





# Km vs. Price: TESLA Model S/X/3

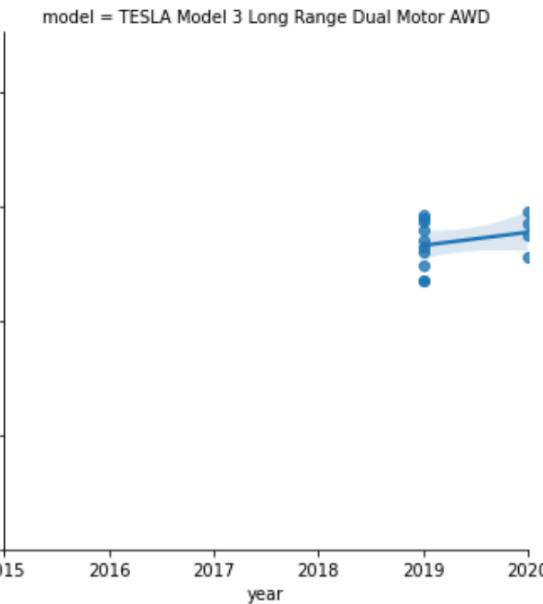
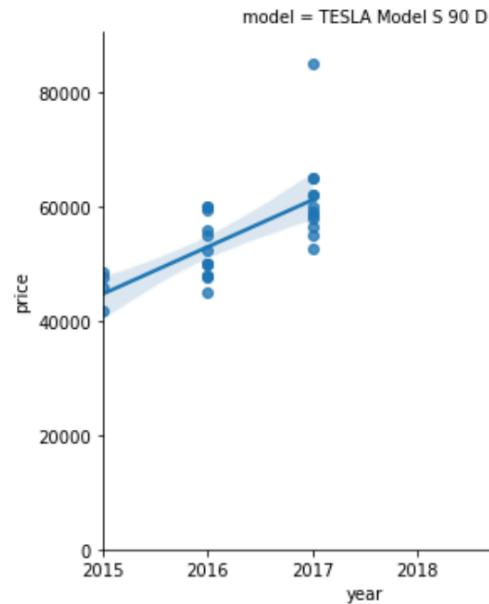


-1604 CHF / 10'000 km

-1517 CHF / 10'000 km

-1125 CHF / 10'000 km

# Car Age vs. Price: TESLA Model S/X/3

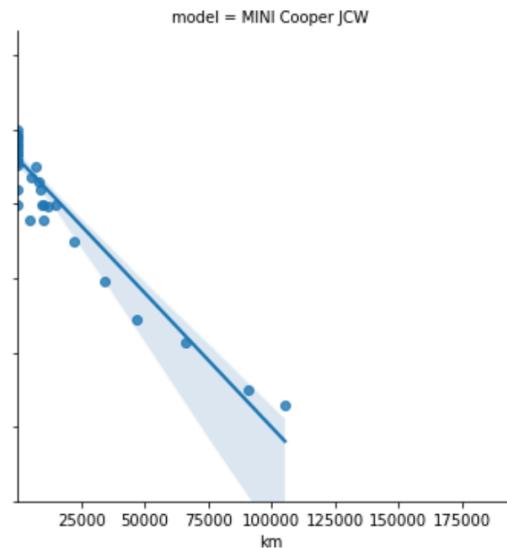
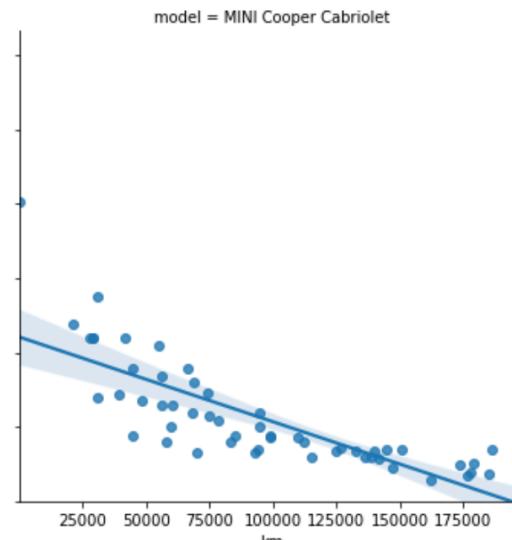
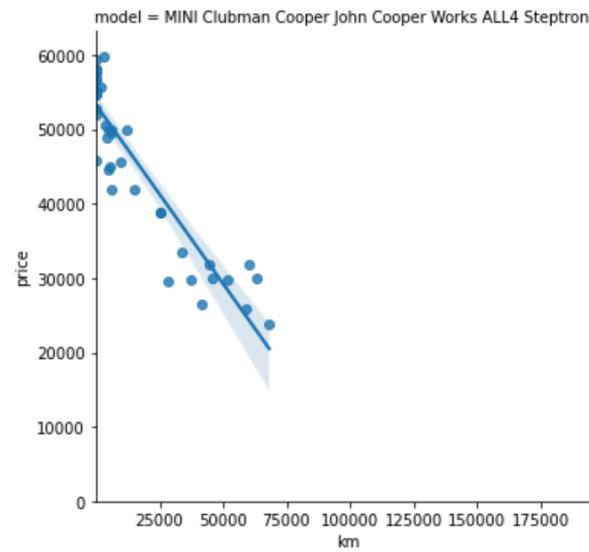


8204 CHF / Year

8988 CHF / Year

2294 CHF / Year

# Km vs Price: Mini

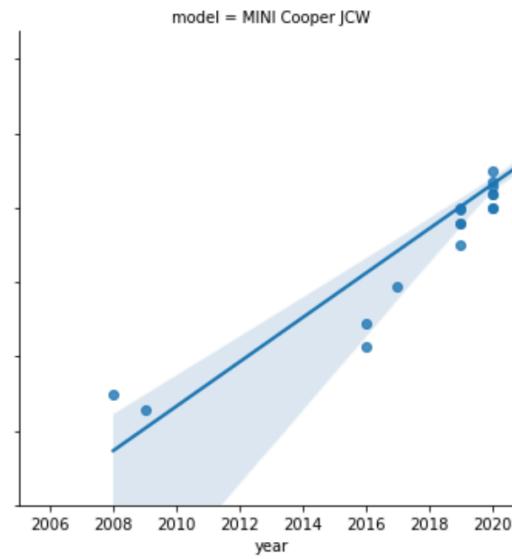
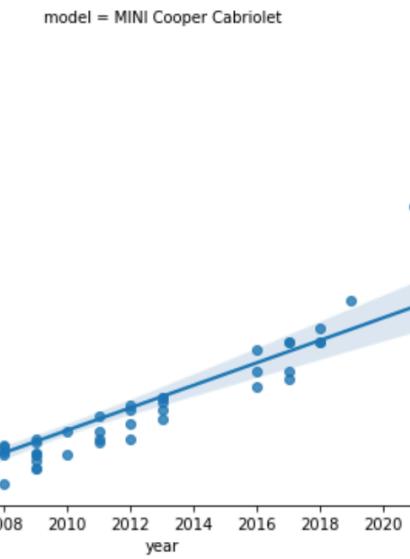
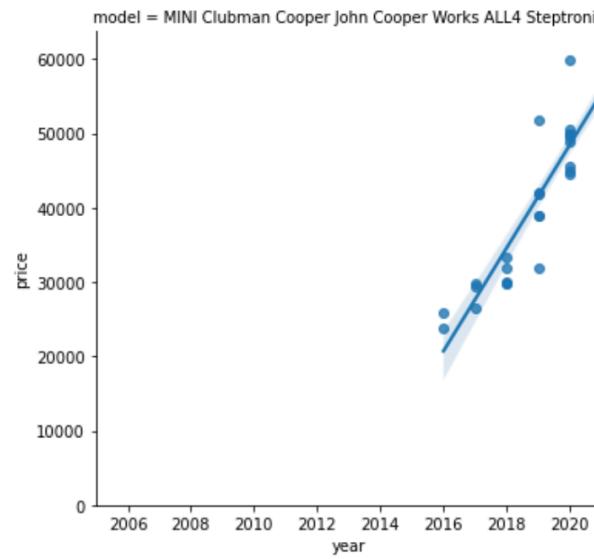


-4805 CHF / 10'000 km

-1139 CHF / 10'000 km

-3610 / 10'000 km

# Car Age vs. Price: TESLA Model S/X/3/

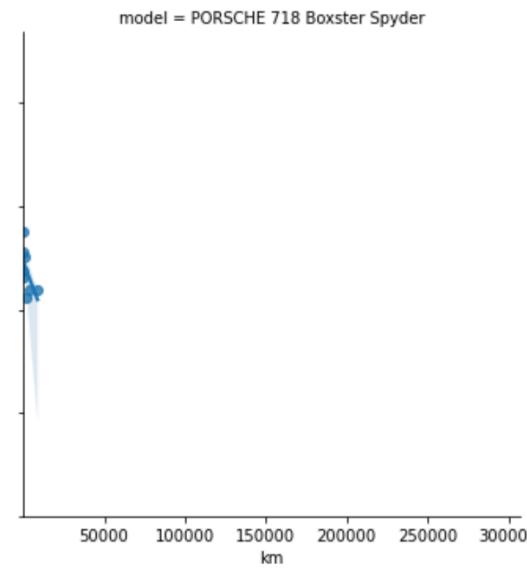
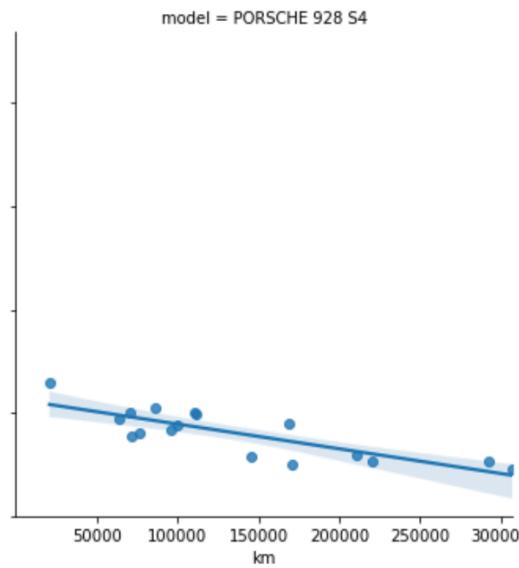
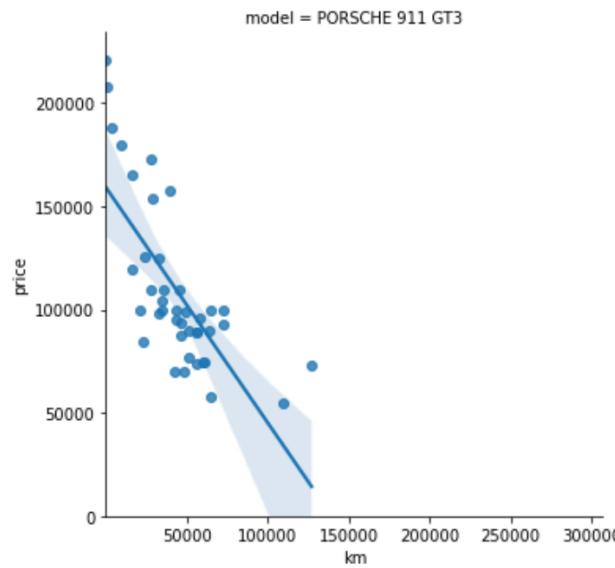


6935 CHF / Year

1512 CHF / Year

2985 CHF/ Year

# Km vs. Price: Porsche Model



-11396 CHF / 10'000 km

-1199 CHF / 10'000 km

-20926 CHF / 10'000 km

# Km/Year vs. Price: Summary

## Price decline with 10'000 additional kilometers

TESLA Model S D 90	TESLA Model X 100 D	TESLA Model 3
-1604 CHF	-1517 CHF	-1125 CHF
Mini Clubman Cooper	Mini Cooper Cabriolet	Mini Cooper JWC
-4805 CHF	-1139 CHF	-3610 CHF
Porsche 911 GT3	Porsche 928 S4	Porsche 718 Boxster Spyder
-11396 CHF	-1199 CHF	-20926 CHF

## Price decline with every additional year

TESLA Model S D 90	TESLA Model X 100 D	TESLA Model 3
- 8204 CHF / Year	- 8988 CHF / Year	-2294 CHF / Year
Mini Clubman Cooper	Mini Cooper Cabriolet	Mini Cooper JWC
-6935 CHF / Year	-1512 CHF / Year	-2985 CHF/ Year

# Conclusion

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## *Market Analysis*

- *Mercedes-Benz has the highest market share (10%)*
- *German car makers have the highest market share (45%)*

## *Individual Analysis*

- *Strong price decrease with additional km, but depends strongly on the car*
- *Strong price decrease based on age, but as well high variance between different car types*