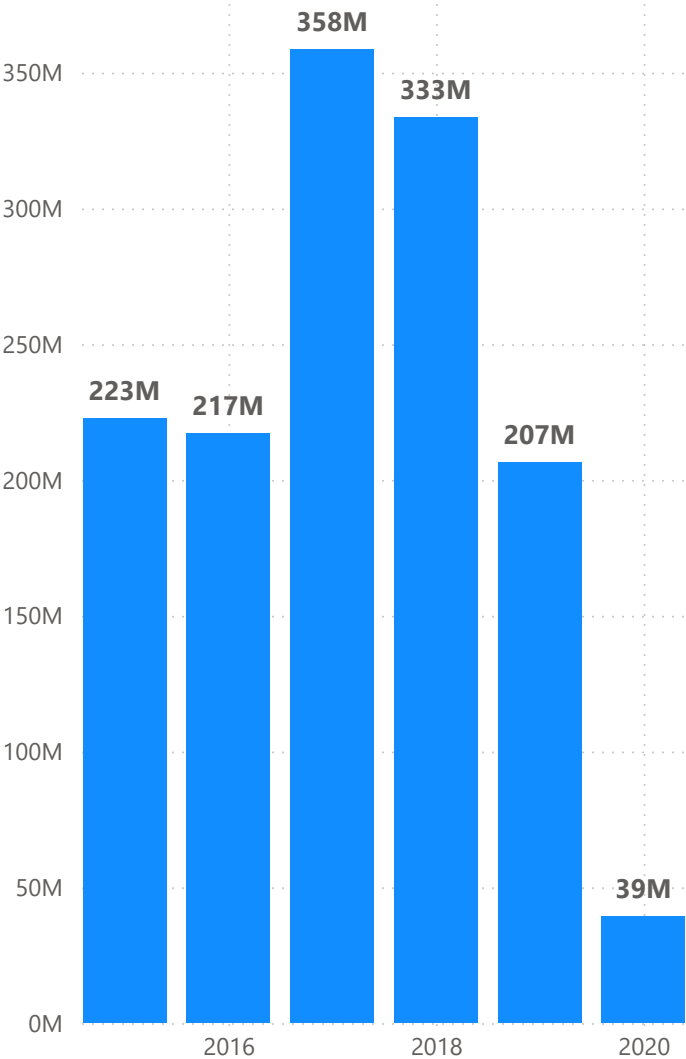


Used Car Market Analysis – Insights from CarDekho Listings

Last 5 Year Sales



Revenue

In Rs.

2188M

Sales

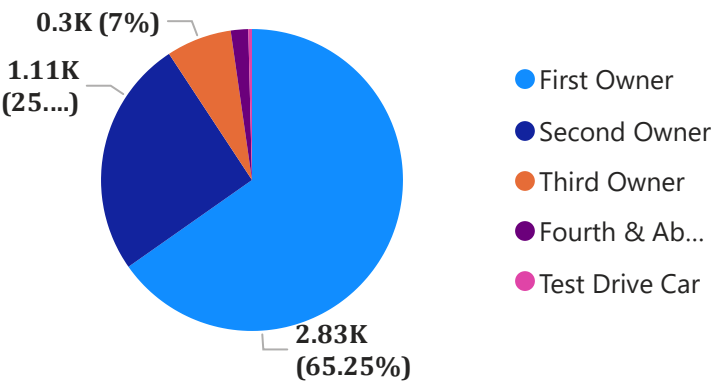
In Units

4340

Owner

All

No. of Sellers based on Ownership



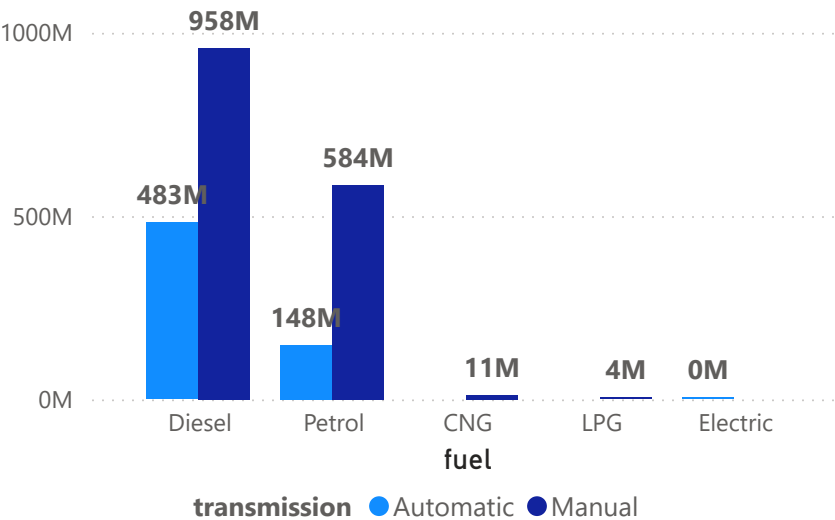
Sales by Ownership

owner	Count of name
First Owner	2832
Fourth & Above Owner	81
Second Owner	1106
Test Drive Car	17
Third Owner	304

Fuel Type

All

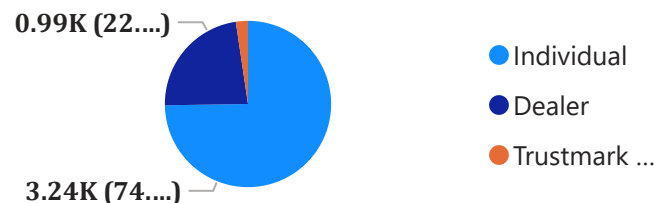
Revenue by Fuel and Transmission Type



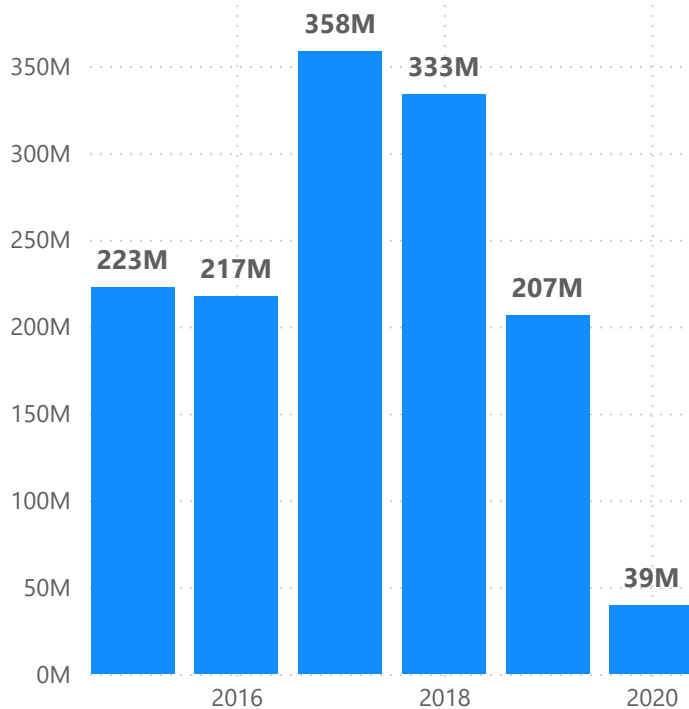
Used Car Market Analysis – Insights from CarDekho Listings

This report presents a data-driven analysis of the used car market using sample listings from CarDekho. It explores key factors that influence car resale pricing and market trends such as ownership history, fuel type, transmission type, and brand popularity.

Sales by SellerType



Last 5 Year Sales



Revenue

2188M

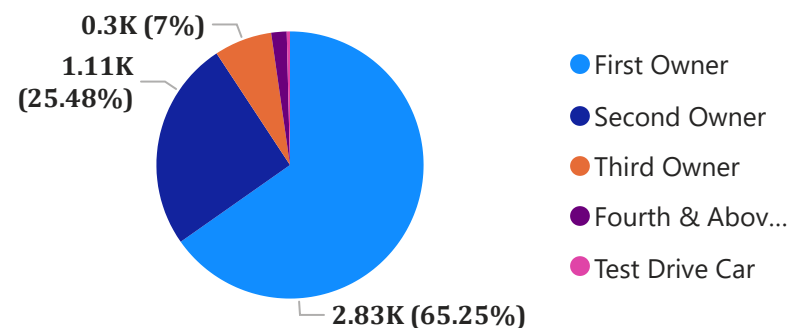
Sales

4340

Owner

All

No. of Sellers based on Ownership



Key Insights

- **First Owner** cars consistently command higher resale prices.
- A noticeable drop in price is observed with **Second Owner** and further decreases with **Third or Fourth Owner & Above**.

Car Dekho earned whopping amount of **Rs. 2188 billion** from used car sales. Among the **total sales of 4340 units**, 65% came from First Owners followed by 25% by Second and so on.

Car Dekho listing has seen a **major decline in total sales in 2020**. From clocking almost **Rs. 360 million in 2017**, their peak year, the total sales number dropped down to **just 40 million in 2020**.

This can be due to numerous factors, but majorly COVID- 19 impact of transportation and automobile industry and market competition from emerging players.

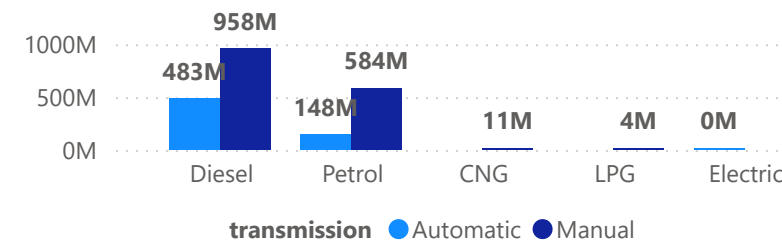
Sales by Ownership

owner	Count of name
First Owner	2832
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Test Drive Car	17
Third Owner	304

Fuel Type

All

Revenue by Fuel and Transmission Type



Key Insights

- **Petrol cars** are the most commonly listed, followed by **Diesel**.
- **Although**, Diesel cars tend to have higher mileage and are priced higher on average, possibly indicating long-distance utility.

Seller Type

0.99K
(22.9%)

3.24K
(74.75%)

● Individual ● Dealer ● Trustmark Dealer

