

## Car Retailing - UK - August 2011

Report Price: £1750 / \$2837 / €1995



“Intel’s forecasts of car sales continue to make disappointing reading for the car industry. New car sales are forecast to decline year-on-year to 2016, although used car sales show better potential (forecast to rise 9% in the same period). Neither sector, however, will see a return to pre-recession sales levels for several years.”

– Michelle Strutton, Senior Consumer Analyst

### In this report we answer the key questions:

- What impact have the recent recession and rising motoring costs had on car purchasing?
- How are dealers performing?
- How is car retailing changing?
- How big is the role of the internet?
- How do consumers currently feel about their prospects of buying a car?

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