

Press Release

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VOLVO XC BRAND ESTABLISHES ITSELF IN THE USED MARKET

More than ten years after its launch, the Volvo XC (Cross Country) brand has established itself in the highly competitive 4x4/SUV sector by achieving consistently strong residual values at auction.

More than 100 Volvos went under the hammer at a recent open auction at BCA Bedford, including 10 XC60 and XC90 models. Volvo's used prices bucked the trend by performing well ahead of average market prices, despite used values of 4x4s falling in recent months.

A 60-plate XC60 D5 AWD R-Design finished with 16,889 miles on the clock made £30,600, £3,700 more than the CAP Clean valuation.

Meanwhile a 60-plate D5 SE R-Design AWD XC90 Geartronic with just 3,740 miles on the clock made £32,300, £3,150 more than the CAP Clean evaluation.

"Everybody knows that strong used values are a true measure of a car's desirability in the second hand market and both the XC60 and XC90 are becoming consistently sought after by used car buyers," said Selwyn Cooper, Volvo Car UK's national corporate operations manager.

"Strong used values are also the key drivers in reducing contract hire and Personal Contract Purchase (PCP) monthly rentals, which spells lower costs for business and personal motorists alike," he added.

Strong residuals are helping Volvo offer some attractive contract hire rates for corporate buyers through its in house provider Volvo Car Leasing. The XC60 D5 AWD 215hp ES Start Stop is available for just £379 per month, the XC90 D5 AWD 200hp SE Geartronic for £429 per month and the XC70 D3 DRIVE ES Start Stop for £339. All prices are ex VAT on three year/10,000 mile per annum contracts.

Plate	Model	Mileage	CAP	Sale Price
60	XC60 R-Design D5 AWD Geartronic	16,889	£26,900	£30,600
10	XC60 D5 SE AWD Geartronic	11,380	£25,290	£28,000
60	XC60 D5 SE AWD Geartronic	11,921	£25,850	£28,600
10	XC90 R-Design D5 Geartronic	9,655	£27,200	£28,400
60	XC90 R-Design D5 Geartronic	3,740	£29,150	£32,300
10	XC90 D5 SE Lux Geartronic	18,833	£25,950	£27,600

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