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Manheim Express Hits Two Major Milestones as Client Adoption Soars

Significant growth in dealer and commercial clients, now at over 35,000 active participants, leads the Manheim Express team to cross 1,000 members.

ATLANTA – February 25, 2022 – As 2022 gets underway, Manheim Express has crossed two major milestones. More than 1,000 Manheim team members now serve Manheim Express dealer and commercial clients across the U.S. This explosive growth of the team is driven by soaring client adoption, with Manheim Express having exceeded 35,000 active marketplace participants. Since 2019, which was the first full year Manheim Express was available to clients, sales of inventory listed through the app have increased over 700 percent, with hundreds of thousands of vehicles being sold from dealers' lots in that time. Significant growth rates continued more recently. Comparing Q4 2020 to Q4 2021, Manheim Express sales grew more than 188%.

“Manheim Express’ fast client adoption since its release bears out its position as the most effective dealer-to-dealer app in the market,” said Zach Hallowell, senior vice president, Manheim Digital. “Our Fyusion-powered imaging, industry-leading condition reports, unmatched protection for buyers and sellers and highly trained Concierge specialists combine to make Manheim Express the preferred way for dealers and commercial clients to wholesale from their locations.”

Manheim Express inventory offers industry-leading condition information, such as immersive 360-degree images, movable images to see depth of damage, audio and video tags to assess engine noise, interior imaging and more. Dealers can choose to capture the vehicle themselves using the app or have the imaging and condition report created by a trained Manheim Express Concierge specialist.

Dedicated Concierge Service and Benefits

The Concierge service gives dealers a dedicated expert to do all of the legwork on listing vehicles—from high mileage units to frontline-ready ones—as well as consult on dealers’ wholesale strategies. In addition to the standard Manheim Express listing features, Concierge-generated listings also include an Inspection Grade, undercarriage video, OBD2 engine codes, and the Concierge Inspection Guarantee—where Manheim stands behind the inspections done by its specialists.

With the complimentary Concierge Inspection Guarantee, Manheim will arbitrate claims on behalf of sellers for vehicles that are inspected by a Manheim Express Concierge. This gives sellers extra peace of mind that once the vehicle is sold, it’s off their hands. Similarly, buyers gained extra protections on digital purchases as well with Manheim’s Digital Buyer Protection, which expanded the number of items eligible for arbitration. For vehicles with a Concierge-generated condition report, the program covers items ranging from exterior damage, glass, interior, tires and other mechanical and structural items. For more information on these protections, click [here](#).

More Exposure for Manheim Express Inventory

Beyond those industry-leading benefits of Manheim Express, its connection into the broader Manheim marketplace lifts it further above the competition. Manheim Express inventory is listed on Manheim.com and OVE, exposing that inventory to the largest audience of wholesale buyers in the nation. Additionally, inventory listed by a Manheim Express Concierge can be run in a live, auctioneer-led Simulcast sale—without that inventory being transported to an auction location—an industry **first-and-only** benefit exclusively for Manheim Express sellers. Manheim’s digital sales are attended by more than 110,000 weekly attendees.

For more information about Manheim Express, visit MyManheim.com/Express.

About Manheim

Manheim® is the nation’s leading provider of end-to-end wholesale vehicle solutions that help dealer and commercial clients increase profits and efficiencies in their used vehicle operations. Through its physical, mobile and digital sales network, Manheim offers services for decisioning, buying and selling, floor planning, logistics, assurance and reconditioning. Operating the largest vehicle wholesale marketplace, Manheim provides clients

with choices to connect and transact business how and when they want. With nearly 8 million used vehicles offered annually, Manheim team members help the company facilitate transactions representing nearly \$80 billion in value. Headquartered in Atlanta, Manheim North America is a [Cox Automotive](#)™ brand. For more information, visit <http://press.manheim.com>

About Cox Automotive

Cox Automotive Inc. makes buying, selling, owning and using vehicles easier for everyone. The global company's more than 27,000 team members and family of brands, including Autotrader®, Dealer.com®, Dealertrack®, Dickinson Fleet Services®, Kelley Blue Book®, Manheim®, NextGear Capital®, VinSolutions®, vAuto® and Xtime®, are passionate about helping millions of car shoppers, 40,000 auto dealer clients across five continents and many others throughout the automotive industry thrive for generations to come. Cox Automotive is a subsidiary of Cox Enterprises Inc., a privately-owned, Atlanta-based company with annual revenues of nearly \$20 billion. www.coxautoinc.com