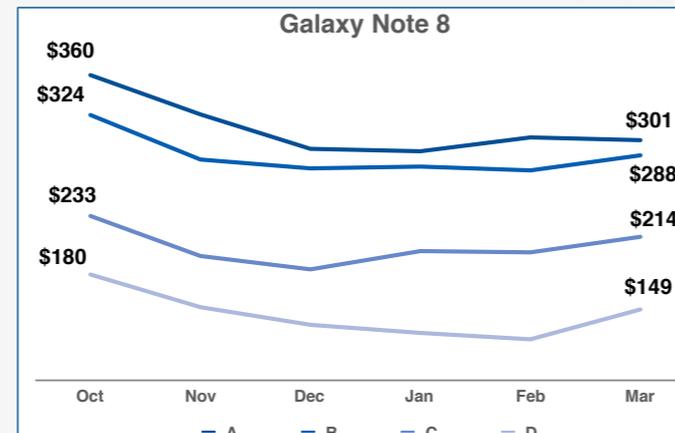
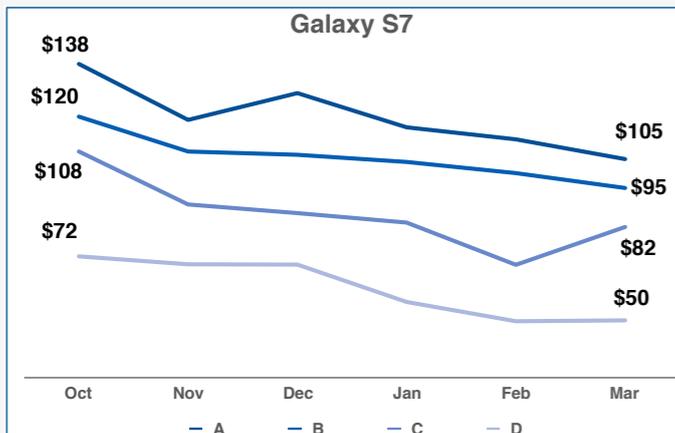
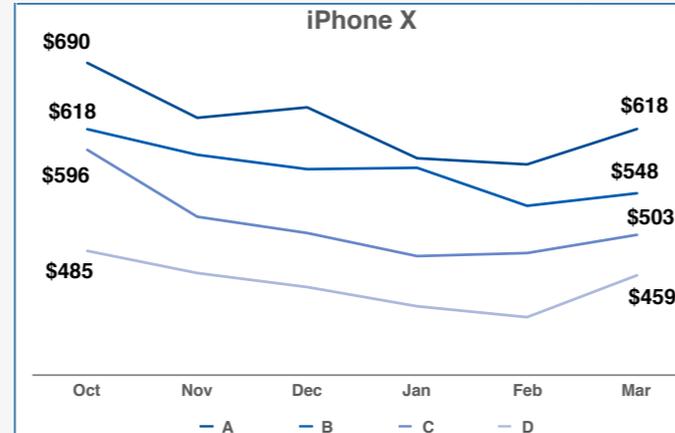
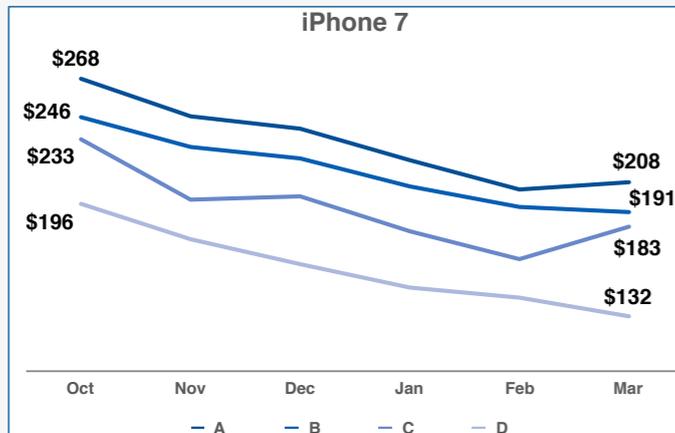
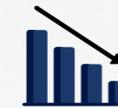


B2B Secondary Market Pricing



Key Takeaways



1.7% average month-over-month depreciation across top Apple and Samsung smartphones



iPhone X continues to outperform previous flagship iPhone models in terms of maintaining value in the secondary market



11.5% average delta between ASPs across condition grades for Apple devices



A/B grade iPhone X is selling for 53% of original retail value 17 months post launch (11/2017). Prior generations averaged 44% of original retail at this stage of the product lifecycle



23% average delta between ASPs across condition grades for Samsung devices



Breaking down wearables

Pricing and inventory for smartwatches should follow the same trends set by phones due to the advent and popularity of trade-in programs.

[Read more.](#)



R2 Certification: What Does it Mean for the Mobile Secondary Market?

When R2 certification was first introduced in 2008 (through the SERI nonprofit), the goal was to create best practices for the repair and recycling of electronic devices. Currently, there are over 700 facilities with R2 certification.

[Read more.](#)



Meet Frank! The newest member of the B-Stock Mobile team

Frank Borowski joins B-Stock as the Director of Sales – Mobile. In this role Frank will be responsible for leading global sales initiatives for the Mobile division.

[Meet Frank.](#)