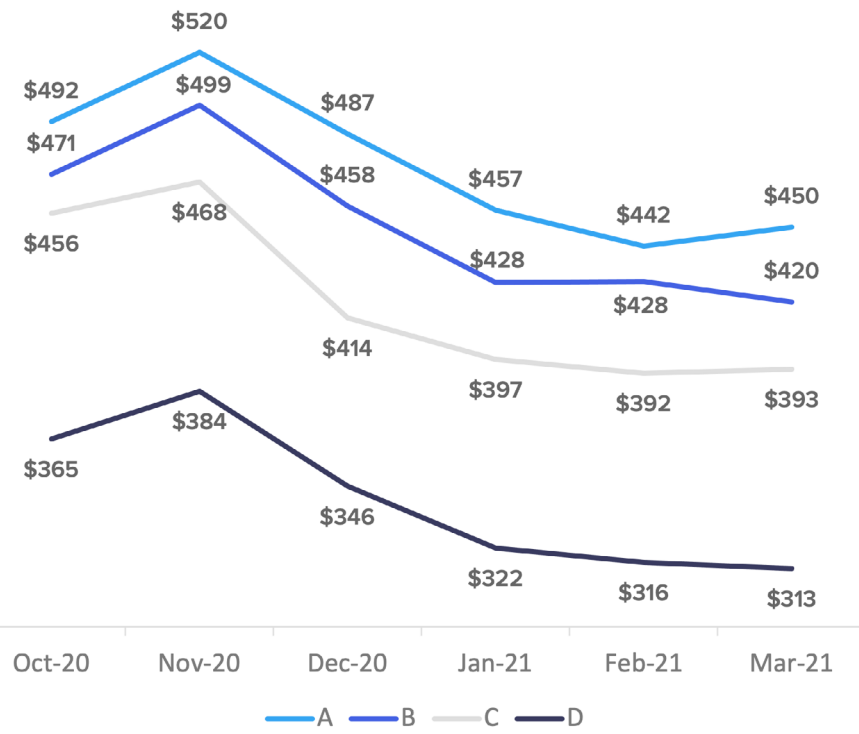


Mobile Digest: Q1 2021

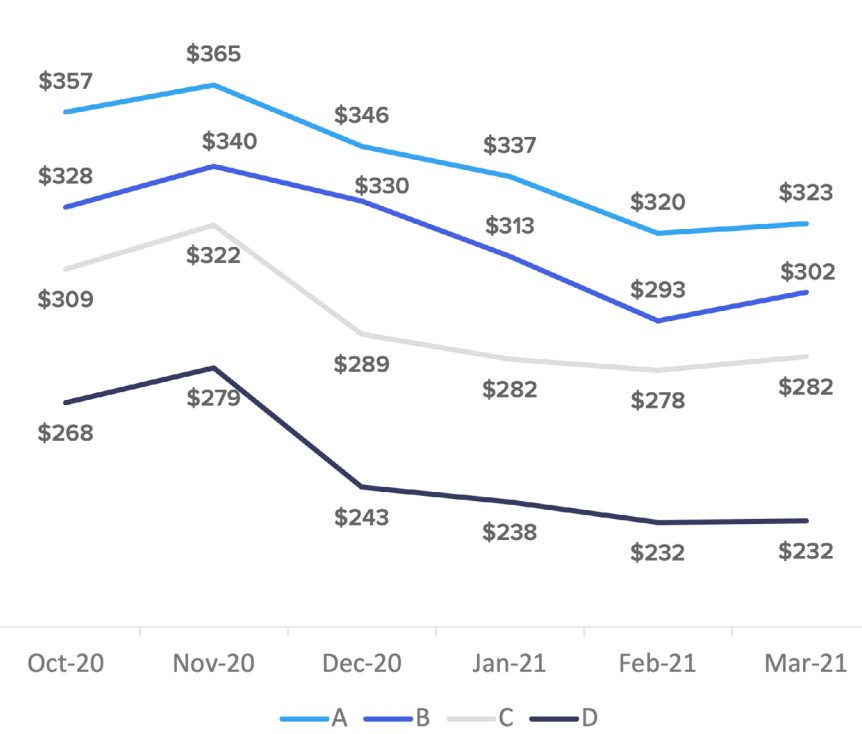


B2B Secondary Market Pricing Performance

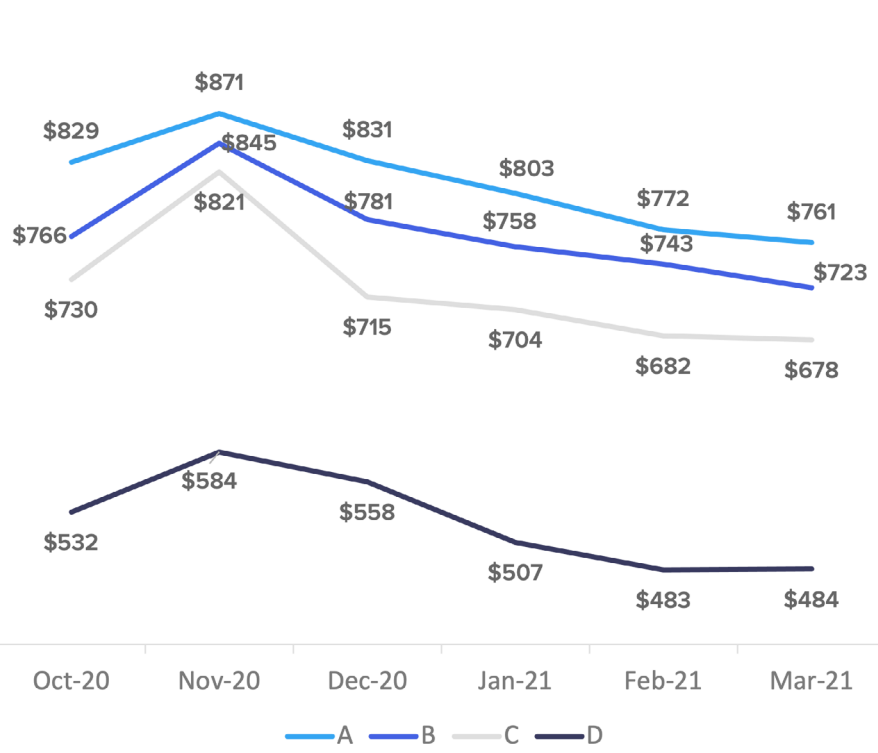
iPhone XS Max



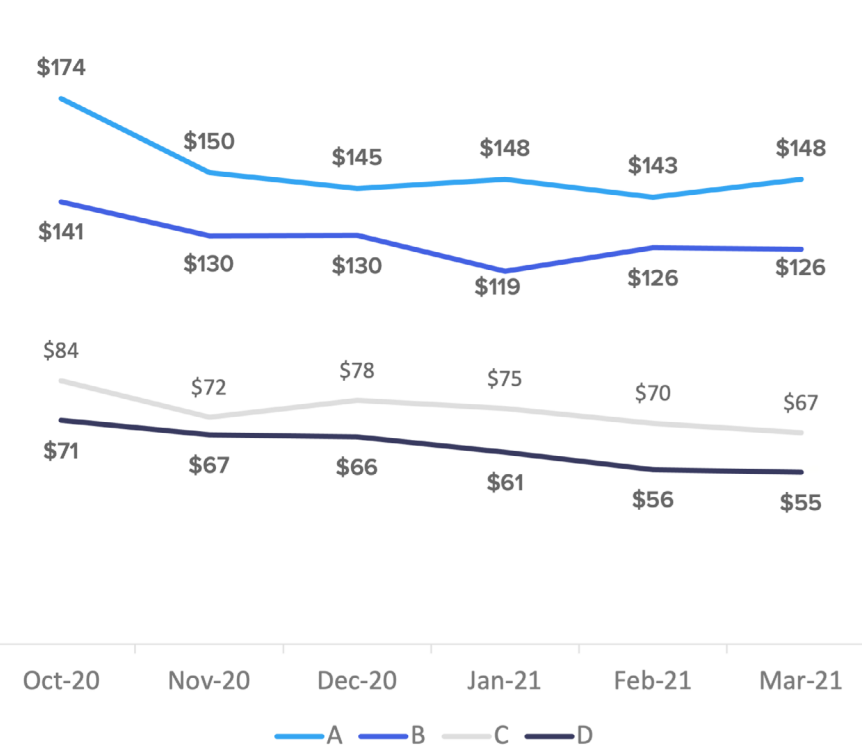
iPhone XR



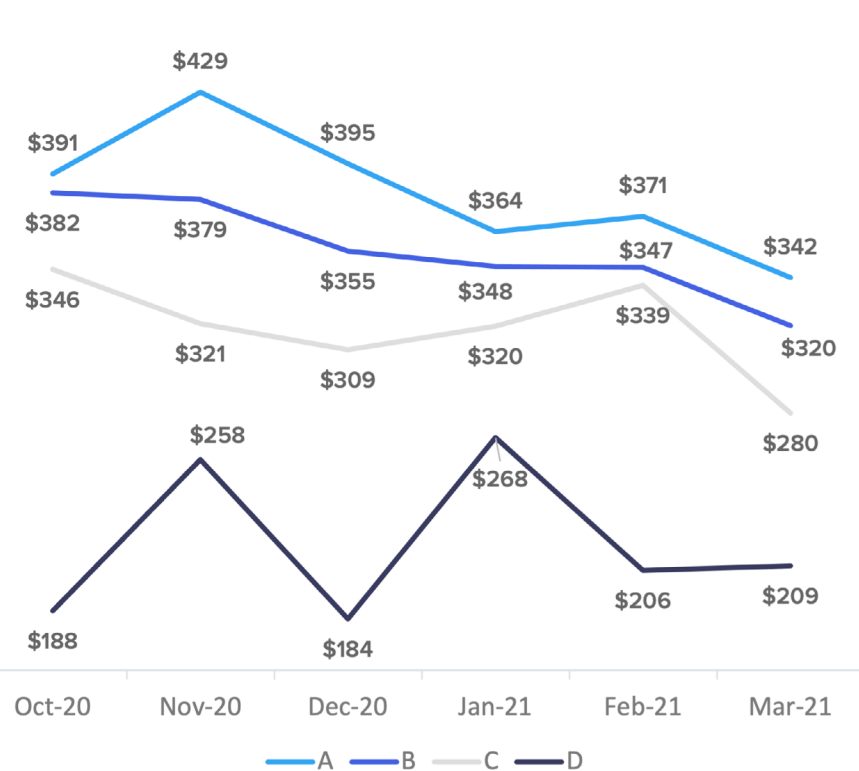
iPhone 11 Pro Max



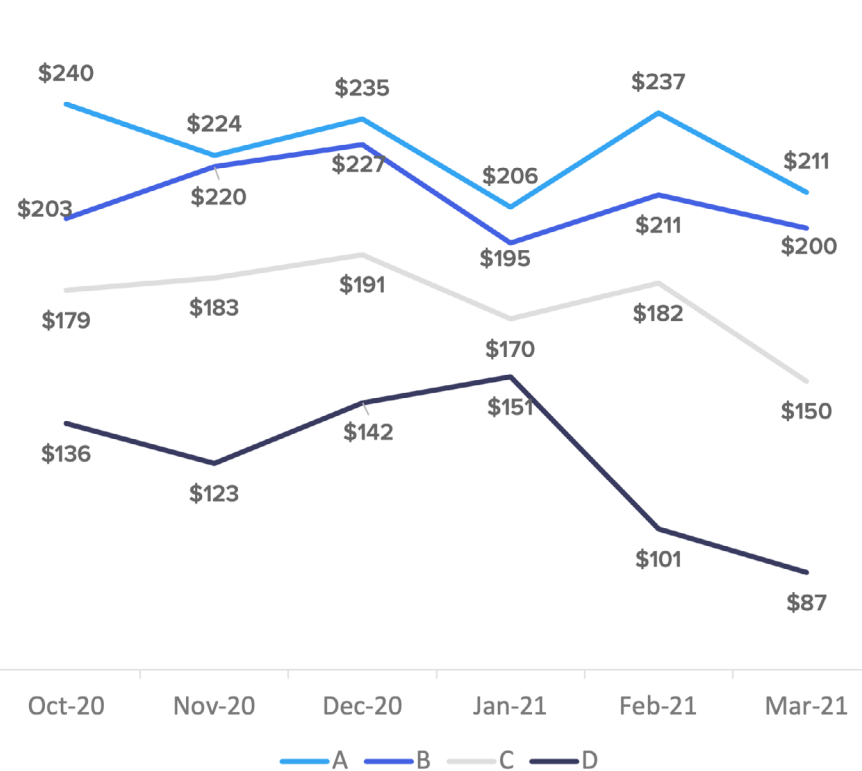
Galaxy S8



Galaxy S10+



Galaxy S9+



Key Takeaways



iPhone X®
iPhone X® Max

17.9% AVERAGE DELTA

The iPhone XS Max and iPhone XR remained the top two Apple models sold in the secondary market this quarter. The iPhone 11 Pro Max joined the list of top sellers, and the iPhone 8 Plus fell out of the top 5.

17.9% average delta between ASPs across condition grades for Samsung devices; 10.8% across top iPhone models.

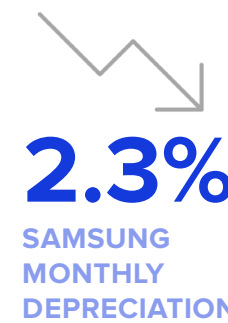


Galaxy S10+

5% IPHONE MONTHLY DEPRECIATION

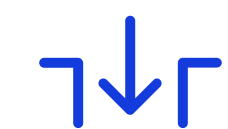
In Q1, the Galaxy S10+ entered the top five Samsung models sold and the Galaxy S8+ dropped off.

Top iPhone models averaged 5% monthly depreciation in January and February, but remained flat in March. Devices in grade A and B drove stronger performance.



2.3% SAMSUNG MONTHLY DEPRECIATION

Top Samsung models averaged 2.3% monthly depreciation in January and February, before coming down by 6.6% in price on average in March. The price of lower grade Samsung devices was particularly noisy this quarter, as demand for refurbished devices fluctuated.



We're seeing more devices than ever flow through the secondary market moving past last year's "shortage."

- Q2 2020 was down ~20% vs 2019.
- Q3 and Q4 were still short of 2019, but the gap was closing.

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