

## Supply of Phones Decreasing in the Grey market

The annual dip in handsets sales which traditionally occurs at this time of year appears to be driven not by lack of demand, but rather lack of supply! In contrast to previous years, [www.gsmExchange.com](http://www.gsmExchange.com) has recorded astonishing results with some models demand running up to 500% of supply on the grey market.

It is difficult to attribute the dip to any particular reason, although performances in previous years may have led to a reduction in the quantities being produced. According to [www.phonelot.com](http://www.phonelot.com) the industry's leading retail trading platform, models such as 5130, 6300 and the 1208 are all experiencing unexpectedly low levels of supply in the market. This has had a knock on effect with price increases across a large segment of the market. The 1208's wholesale price jumped up 5.5% from last month to €19.69 and even the Nokia Smart Phone range is experiencing price increases with the E72 up 3.8% to €239.48 and the N97 Mini up nearly 10% to €269.21 The trend is set to continue after feedback from the [gsmExchange.com](http://www.gsmExchange.com) community confirmed that the majority of traders are looking to buy as opposed to sell.

A recent survey by [www.phonelot.com](http://www.phonelot.com) has singled out the new iPhone 4 32GB as the most sought after phone in the market. Traders who have been lucky enough to obtain stock are now commanding prices in excess of \$850 per unit. The average amount of iPhone 4's being traded per transaction is 10 due to the difficulty distributors are finding to collect large quantities.

### About [www.phoneLot.com](http://www.phoneLot.com)

phoneLot.com is the fastest growing online trading platform for wireless retailers and wholesalers. It is dedicated to offering a purchasing solution to businesses looking to buy between 5 – 200 phones per order. Launched in February 2010, [phonelot.com](http://www.phonelot.com) has over 4,000 members using the platform as their primary source for mobile phones and accessories

### About [www.gsmExchange.com](http://www.gsmExchange.com)

[gsmExchange.com](http://www.gsmExchange.com) is the world's leading wholesale trading platform for the mobile phone and accessories industry. Established in 1999, [gsmExchange](http://www.gsmExchange.com) enjoys the status of world No.1 in this niche. There are over 40,000 members on the [gsmExchange](http://www.gsmExchange.com) network and the platform is visited by thousands everyday looking for new customers or suppliers across the world.

### About Price Watch

Price Watch is a statistics tool generated by [gsmExchange](http://www.gsmExchange.com) to track the performance of every model being traded on the trading floor. Price watch is currently being used by some of the world's leading networks, manufacturers and analysts to give them an insight into past performances and plan for the future. A Price Watch widget will be available shortly for interested parties' websites. If you are interested in more information on Price Watch or the Price Watch Widget, please get in contact with [dan@gsmexchange.com](mailto:dan@gsmexchange.com)

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