



INDICATA Market Watch COVID-19

Online used prices soar due to a perfect storm

Edition 21 | November 2021



Executive Summary

- October 2021 online B2C used car sales for the region increased by 1.4% month-on-month (MoM) but were down 2.5% year-on-year (YOY) due to supply constraints in most markets.
- October year-to-date online B2C used car sales are still 12.9% higher than the same period in 2020 and 10.9% above 2019 levels.
- Tactical registrations in October 2021 were 5% higher than the previous month and 18% above October 2020.
- BEV sales up 150% year-on-year as hybrids rise 79% over the same period.
- BEVs were the fastest selling powertrain in October in Denmark, the Netherlands, Portugal, and the U.K.
- Stock turn for the internal combustion engine remains the highest for the region with used diesel (8.6x) and petrol (7.9x) a 21% year-on-year increase for both.
- But BEV stock turn increased by 34% MoM in October with hybrids increasing by 13%, equivalent to a 82% and 44% YoY increase respectively, dramatically shortening the days in stock.
- For the third consecutive month it is status quo for the best-selling vehicles by volume under 4-years-old in October. Volkswagen Golf remained the overall best-selling used car and the best-selling internal combustion engine car. Toyota C-HR stayed the best-selling hybrid and Renault Zoe retains the top selling BEV slot.
- The fastest selling used cars under 4-years-old in October by Market Days Supply was the went to the Kia Carens (26.3 days) pushing the Opel/Vauxhall Zafira into third place (28.9 days). The Carens also grabbed the top spot for petrol and diesel with the Prius + for still the fastest selling hybrid (26.6 days) with the Audi e-tron (28.9 days) replacing the Mini Electric for BEVs.
- November opening stock levels 3.6% lower MoM and 16.7% lower than the same time last year.
- Stock levels now 19.3% lower at the start of November 2021 than November 2019.
- Our price index is based on the latest vehicles to provide a consistent pool of 3-year-old vehicles indexed against January 2021 which should result in a steady downward movement in average prices MoM due to lifecycle, but supply constraints and continuing strong sales demand mean prices are rising and quite sharply in many markets.

The shortage of semiconductors looks set to destabilise the automotive market for some time to come with analysts expecting the problem to remain throughout 2022 and potentially into 2023. When combined with the Covid19 pandemic, which was responsible for the semiconductor issue, it means the industry will have faced 3-4 years of disruption before there is some semblance of normality.

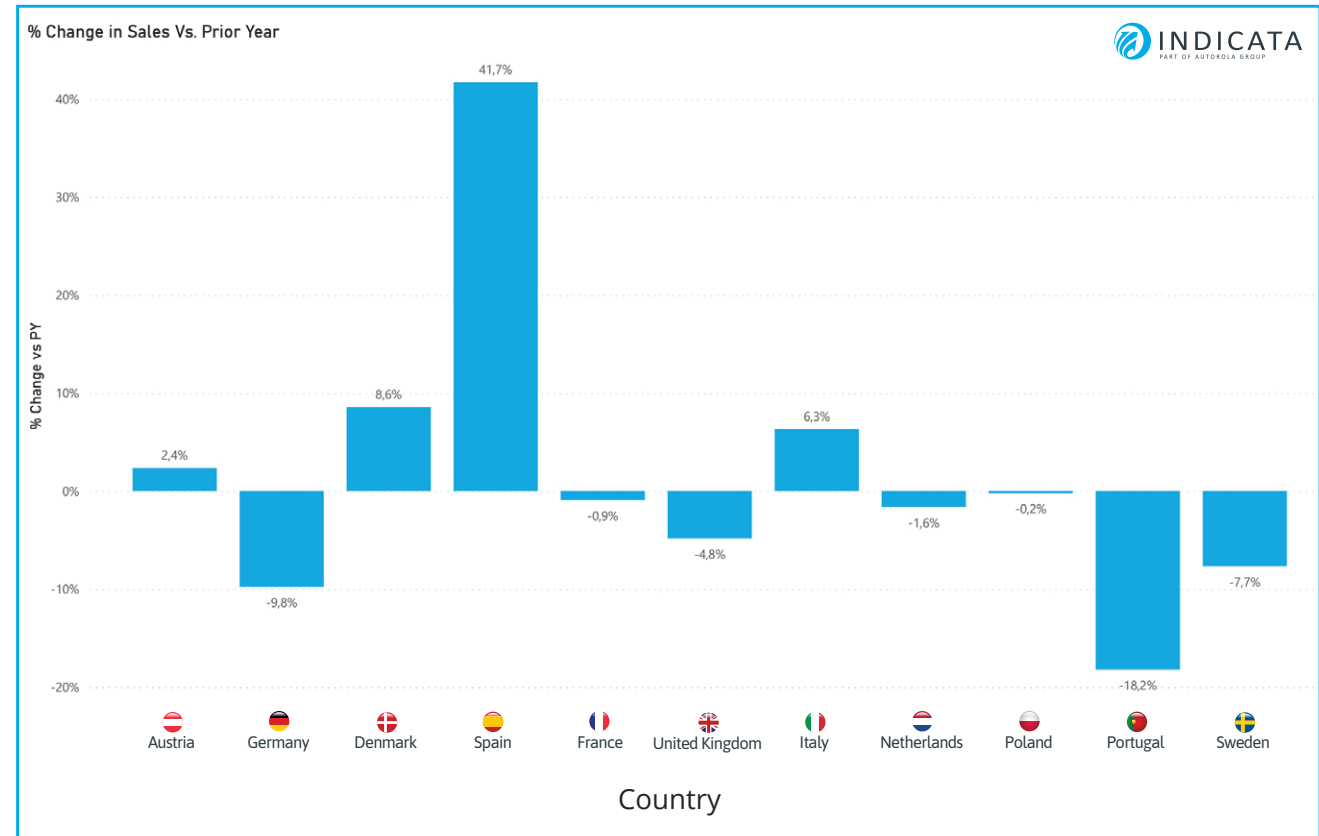
Generally OEMs are reporting plenty of demand for new cars but with such long lead times customers are still having to turn to the used car market for their next car. This has resulted in a further 1.4% increase in online B2C used car sales across the region in October 2021 compared to the previous month.

Whilst the chart looks at October 2021 sales versus October 2020 and shows a more negative picture with total sales down 2.5% across all countries combined, it is worth noting that this time last year saw an easing of restrictions in several countries resulting in pent-up demand pushing sales up 10.2% year-on-year and creating an unfair comparator for October this year. October 2020 sales in Germany were up 17.8% over October 2019, France increased by 28.8% over the same period whilst Italy (+14.9%) and Portugal (+19.0%) both saw double digit annual increases.

With just 2 months of the year remaining online B2C used car sales are 12.9% above the first ten months of 2020 and 10.6% above the same period in 2019.

The first three places in our top sellers of online B2C used cars up to 4-years-old by volume in October remain unchanged from last month but they continue to sell at an increasingly faster rate. The Market Days Supply "MDS" for Golf fell from 60.2 days to 56.0 days with Clio and Polo also seeing a smaller but still noticeable reductions. Amongst the other powertrains Toyota Corolla pushed the Audi A6 into fourth place in the hybrid category with the Audi e-tron doing the same to the Nissan Leaf for BEVs.

October 2021



Top selling cars up to 4-years-old by volume

Make	Model	MDS	ICE	Hybrid	BEV
Volkswagen	Golf	56.0	Volkswagen Golf	Toyota C-HR	Renault Zoe
Renault	Clio	45.0	Renault Clio	Toyota Yaris	BMW i3
Volkswagen	Polo	42.9	Volkswagen Polo	Toyota Corolla	Audi e-tron

Tactical registrations and BEVs underpin the market

For the second consecutive month manufacturer backed tactical registrations have played a key role in supporting the market with a further 5% increase in October 2021 versus the previous month which equates to an 18% increase year-on-year.

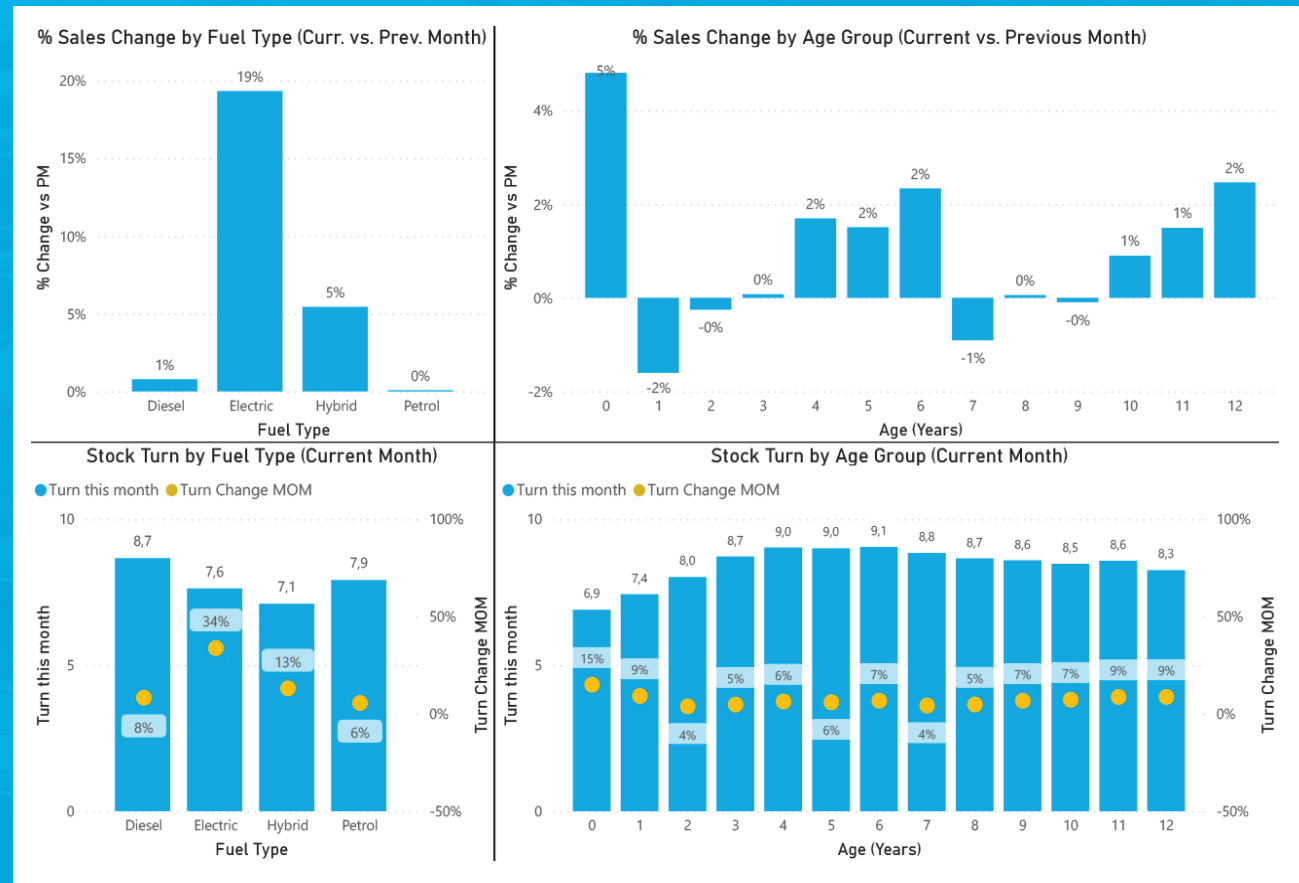
With a significant reduction in the availability of cars under 18 months old, due to the relatively low volume of cars registered to the daily rental industry last year, franchise dealers are struggling to find suitable stock to meet the extra demand. This stock constraint is seeing stock turn for cars between 1- and 6-years old increase by between 17% to 20% YoY.

The shortage of traditional powertrains from the ex-rental market, combined with the tactical registrations of cleaner powertrains has resulted in online B2C used BEV sales increasing by 150% YoY and leaping up 19% in a month. Hybrid sales also rose 79% YoY which is a 5% increase over September sales levels.

The push for greener mobility is also being met by a consumer pull. Stock turn for BEVs increased by 34% in October compared to September, an 82% jump over October 2020. At 7.6x stock turn it means BEVs are now selling almost as fast as used petrol cars with hybrids at 7.1x also closing the gap on the traditional powertrains.

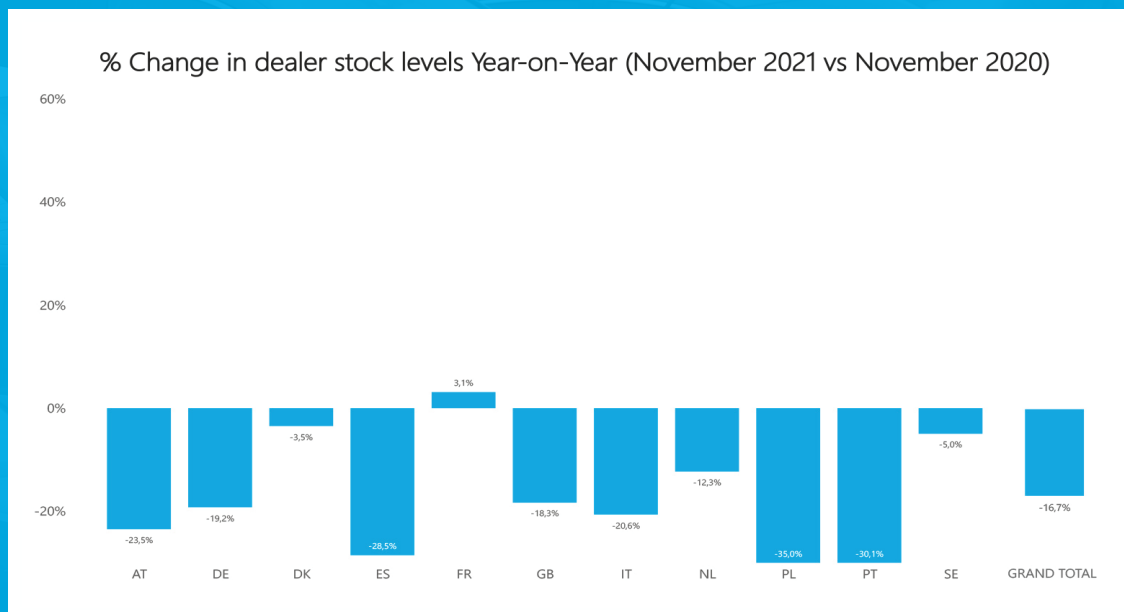
Looking at the fastest selling online B2C used cars under 4-years-old, excluding niche volumes, van derived cars and sports cars, shows how picking the right vehicles for any powertrain means none should stay in stock depreciating for long. The fastest selling hybrid in October, the Toyota Prius + has a MDS of just 0.3 days more than the traditionally powered Kia Carens. Even the 28.9 days for the Audi e-tron means it is only in stock a little longer and nowhere near the 40+ days BEVs were taking to sell earlier this year.

Month-on-Month Changes (This Month vs. Last Year, Same month):



Fastest selling cars up to 4-years-old by Market Days Supply									
Make	Model	Stock turn	MDS	ICE		Hybrid		BEV	
Kia	Carens	14x	26.3	Kia Carens	26.3	Toyota Prius +	26.6	Audi Q4 e-tron	28.9
Toyota	Prius +	14x	26.6	Opel/Vauxhall Zafira	28.9	Toyota Auris	29.3	Škoda Enyaq iV	29.3
Opel/Vauxhall	Zafira	12x	28.9	Citroën C3 Picasso	30.3	Lancia Ypsilon	30.2	Mercedes-Benz EQC	30.8

Online B2C used stock levels continue to plummet



When you combine online B2C used car sales rising with supply constraints on suitable stock coming from key sources like the daily rental industry and a new car market struggling to cope with the shortage in semiconductors then the inevitable counterbalance must be a sharp decline in stock levels and soaring prices.

Online B2C used car stock levels going into November 2021 fell a further 3.6% month-on-month, putting them 16.7% below the same month last year and 19.3% lower than in November 2019.

Whilst France remains the only country in the region covered by this report which has stock levels higher at the start of November compared to a year earlier, the levels are almost on a par with November 2019 at just 0.2% above.

The ability to move stock across borders has eased since the tightest coronavirus restrictions on movement but stock levels of online B2C left-hand-drive used cars across the region are now 15.3% lower than in November 2020 and 16.9% below the year before that.

The net effect of this high demand, constrained supply and limited stock is sharply rising prices. Online B2C used car prices are up in all the left-hand-drive markets with prices in France 3.2% higher than at the start of the year and the increases rising to 8.6% higher in Germany over the same period, 10.2% up in Italy, and Portugal seeing average prices 14.9% above January 2020 levels.

When you consider the next largest right-hand-drive car market after the U.K. is Ireland which is only about 8% of its size the issue of supply is even more heightened resulting in average online used car prices increasing by 28.3% over the last 10 months.



Online B2C (trade to retail) used car sales for October were 1.2% higher than in September as the long lead times on new cars due to the semiconductor shortages continues to push buyers into the used car market. That means October 2021 was 2.4% above the same month last year and with just November and December to go sales are 17.6% higher in 2021 than over the same period last year and 11.9% above the pre-Covid October 2019 year-to-date.

With supply from the ex-daily rental market limited manufacturers are having to support tactical registrations which were 7% higher in October month-on-month with hybrids (+17% MoM) and BEVs (+16%MoM) being the main beneficiaries of increased sales.

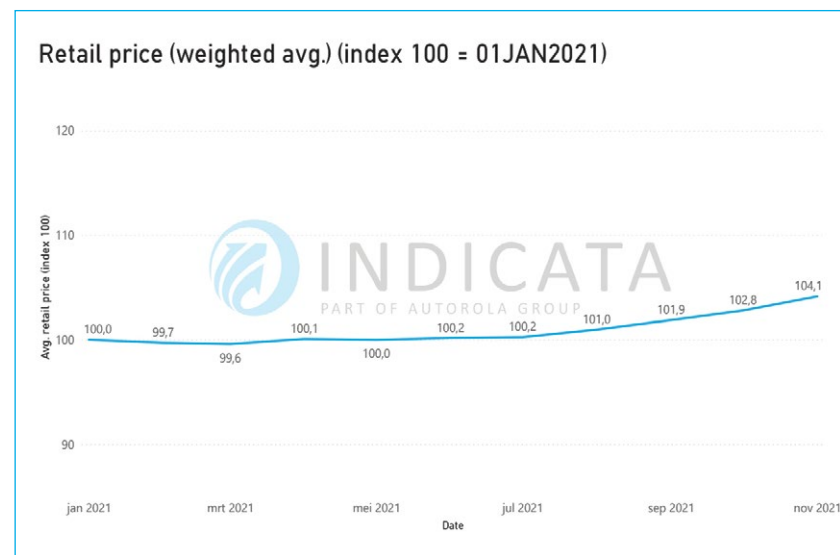
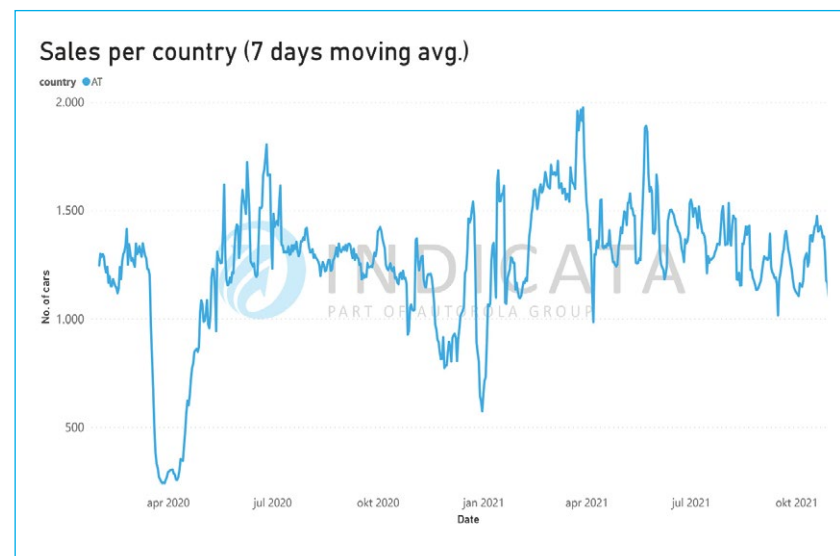
With stock levels going into November 23.5% down on this time last year and 5.8% lower than the previous month the increases seen in stock turn are to be expected given the increase in sales demand.

Our price index based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021, whilst a normal lifecycle curve would create a steady downward movement in average prices the sales demand and supply constraints mean average prices in October were 4.1% higher than at the start of the year.

The first two places in our top sellers of online B2C used cars up to 4-years-old by volume in October remain the same but the Audi A4 pushed the Volkswagen Passat down into fourth place. In terms of speed of sale of online B2C used cars under 4-years-old, excluding niche volumes, van derived cars and sports cars, the Dacia Sandero retains the top spot, but demand is such that there is now only enough stock to cover 16.5 days of Market Days Supply compared to 20.9 days in September.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	61.0
Škoda	Octavia	42.5
Audi	A4	57.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Dacia	Sandero	22x	16.5
Peugeot	5008	13x	28.8
Suzuki	Ignis	11x	33.6



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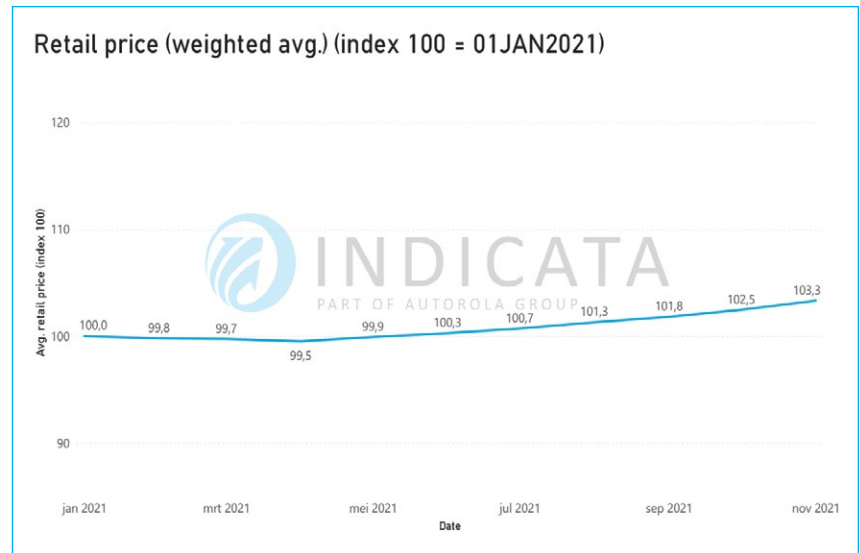
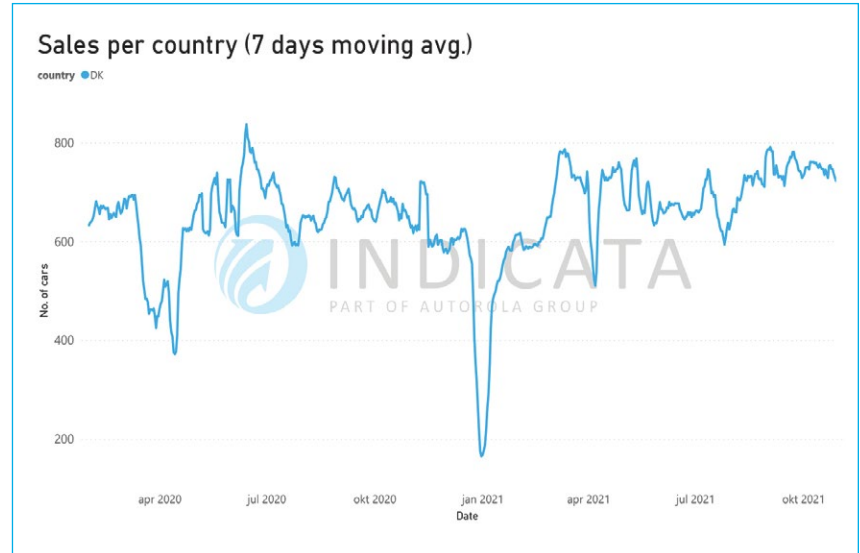
Online B2C used car sales fell 0.7% in October compared to the previous month but that is still 8.6% more than in October 2020. Sales to the end of October year-to-date are now 11.6% above the same period last year and 4.4% higher than the first ten months of 2019.

With ex-daily rental cars in short supply due to the limited registrations by them in 2020, the 3% increase in sales of cars up to 3-years-old is mainly due to manufacturer backed tactical registrations with BEVs seeing sales increase by 27% in a month.

In September the Danish market became one of the first to see the stock turn for BEVs overtake any other powertrain and a 36% MoM increase in stock turn means it is now the fastest selling powertrain by some way. In contrast the once leading used diesel car now takes 1.8 times longer to sell.

This move to electric motoring can also be seen in our top sellers report of online B2C used cars up to 4-years-old by volume, where the Tesla Model 3 has jumped into second place squeezing last month's Volkswagen Polo down into fourth place. The Model 3 also becomes the second fastest selling online B2C used car under 4-years-old, excluding niche volumes, van derived cars and sports cars. Whilst the Toyota Aygo retains the top spot it is worth noting that two of the top three places are BEVs.

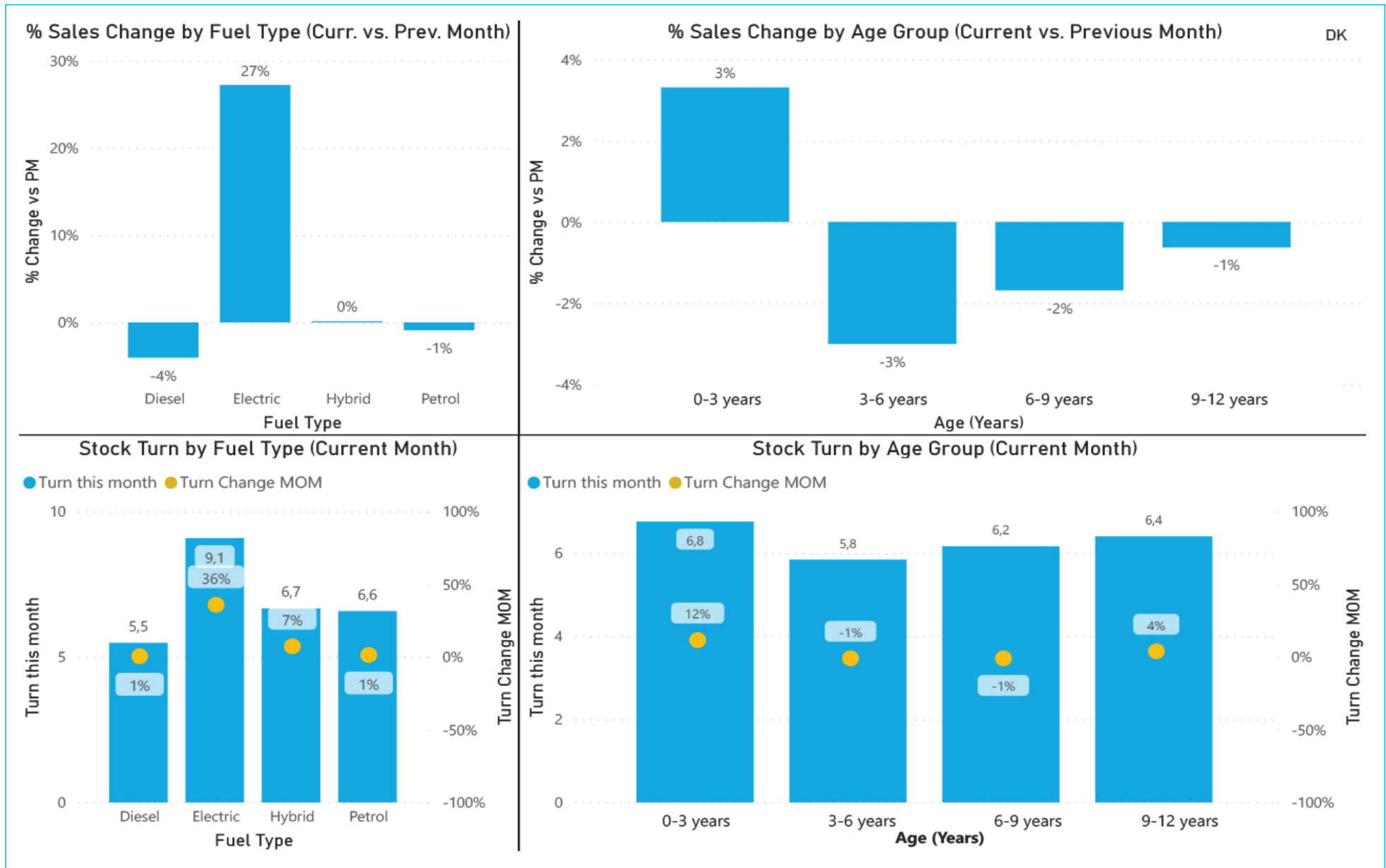
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021. Whilst a normal lifecycle curve would mean a steady downward movement in average prices for such a pool, the continuing sales demand, supply constraints and weak stock levels has pushed prices up 3.3% since the start of the year.



Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	49.3
Tesla	Model 3	25.2
Volkswagen	Passat	53.9

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Aygo	17x	21.7
Tesla	Model 3	14x	25.2
Volkswagen	ID 3	14x	25.7

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Online B2C used car sales eased back 0.6% in October compared to the previous month and were 0.9% down compared to October 2020 but that hides a significant level of demand. October 2020 saw a significant increase in sales due to pent up demand during lockdowns and this means the October 2021 result is actually very strong, 27.7% above the pre-Covid19 October 2019.

After 10 months 2021 is shaping up to be a good year for used car traders with online B2C used car sales 17.7% above October 2020 year-to-date and 13.6% above the first 10 months of 2019.

Whilst sales demand has remained strong this year prices were not increasing due to excess levels of stock which were still 28.4% higher YoY in September 2021. But the semiconductor shortages impacting new car sales has provided a boost to the used market and heading into November 2021 online B2C used car stock levels are only

3.1% above the same month last year.

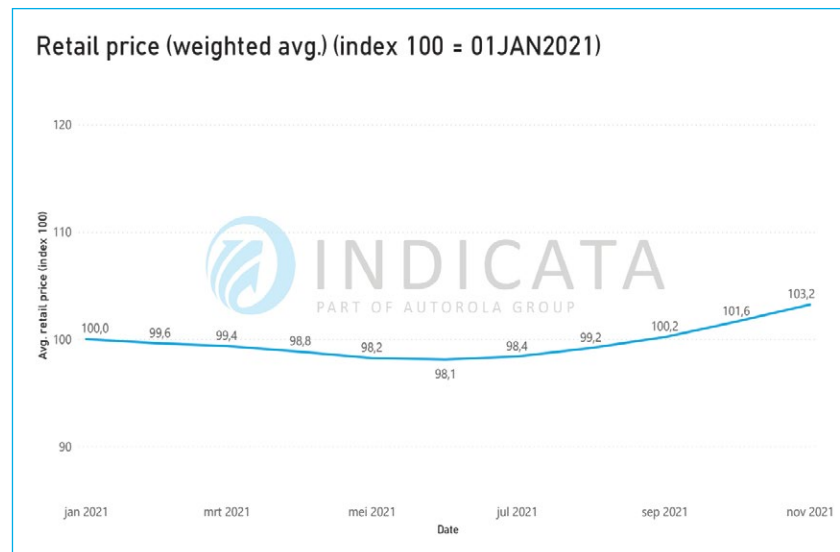
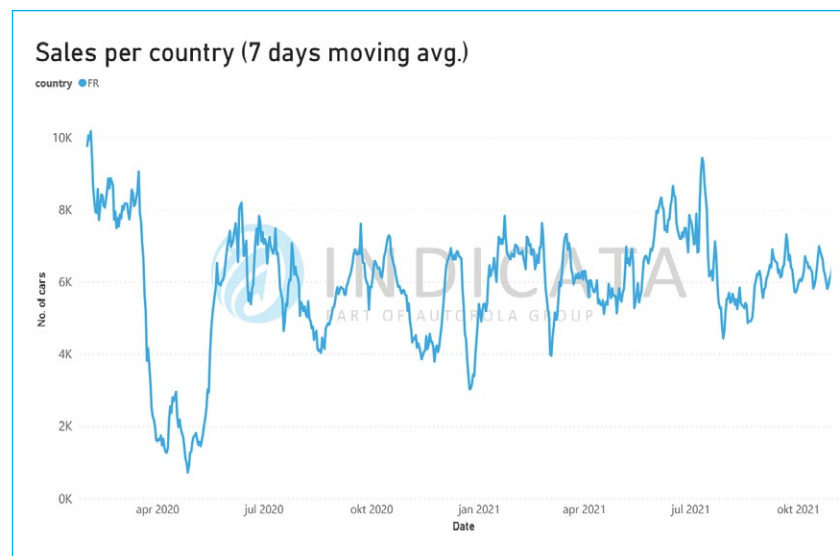
The French long held passion for the diesel car seems to be waning with used hybrids now selling as fast with a stock turn of 8.7x, whilst used BEVs are closing the gap with a 34% month on month increase in stock turn to 7.9x.

Clio and 208 retained first and second place as the highest selling cars by volume under 4-years-old in October whilst the Peugeot 3008 swapped places again with Citroën C3 to take third place.

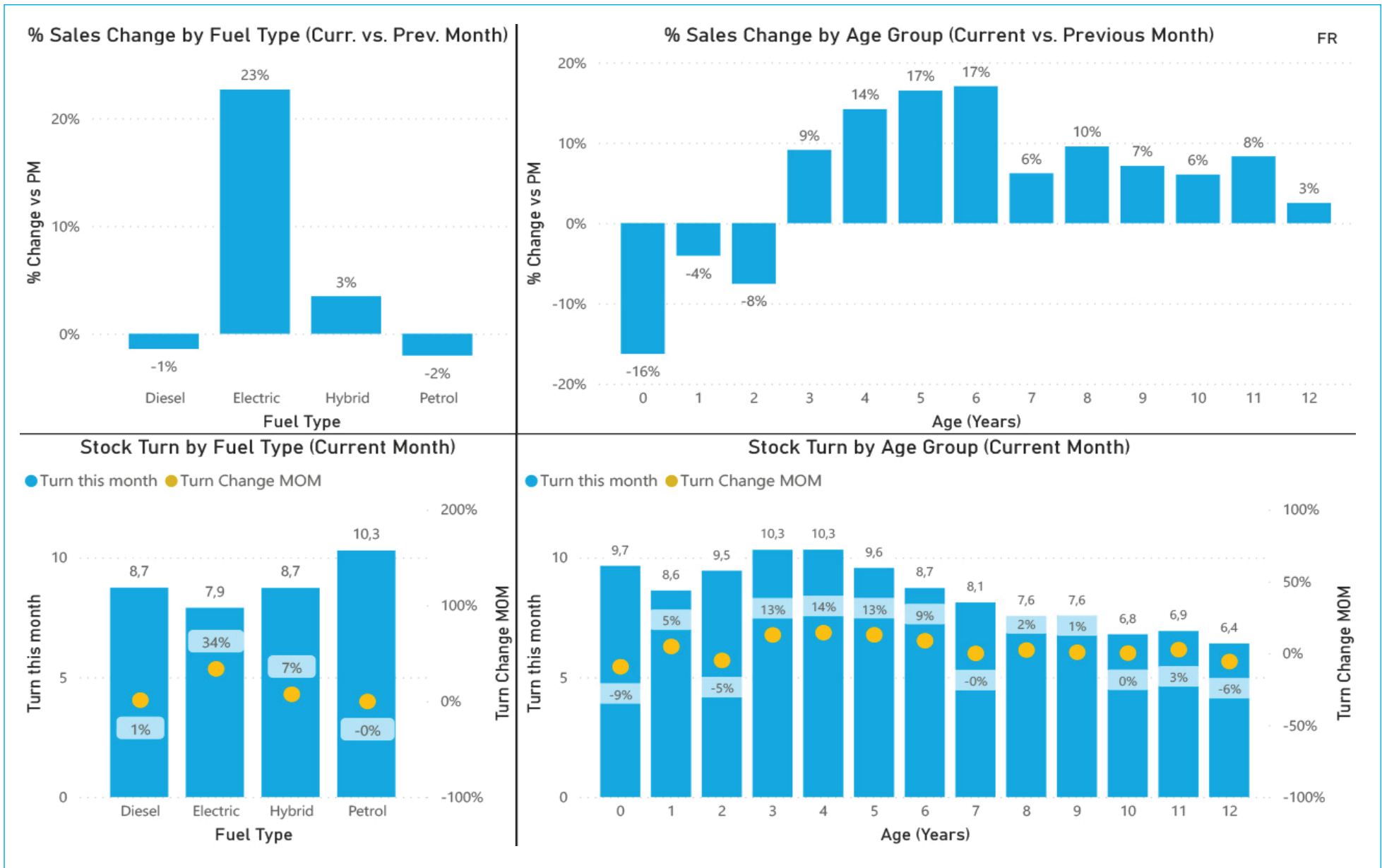
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021. Normally this would produce a steady downward curve in pricing due to lifecycle but with stock levels now close to normal and sales demand remains strong online B2C used car prices are continuing to increase.

Top selling < 4-years-old by volume		
Make	Model	MDS
Renault	Clio	41.3
Peugeot	208	41.6
Peugeot	3008	47.4

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Peugeot	Rifter	13x	27.1
Toyota	Yaris	12x	29.0
Dacia	Sandero	12x	29.8



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October online B2C used car sales increased by 1.7% compared to the previous month but whilst they were 9.8% down compared to October 2020, they were still 6.3% above October 2019. With just 2 months of the year remaining online sales are now 6.8% above October 2020 YTD and 9.3% above the same period in 2019.

A 7% month on month increase in very young used car sales, i.e. those less than 1-year-old, indicates another month of manufacturer backed tactical registrations. However, those registrations are finding homes with stock turn of all cars under 3-years-old increasing by 13%-15%.

Whilst a stock turn of 9.0x for used diesel cars means they are still the fastest selling on average, a 28% increase MoM for online B2C used BEVs to 8.2x combined with sales increasing by 13% in October compared to the previous month shows a pull towards greener motoring.

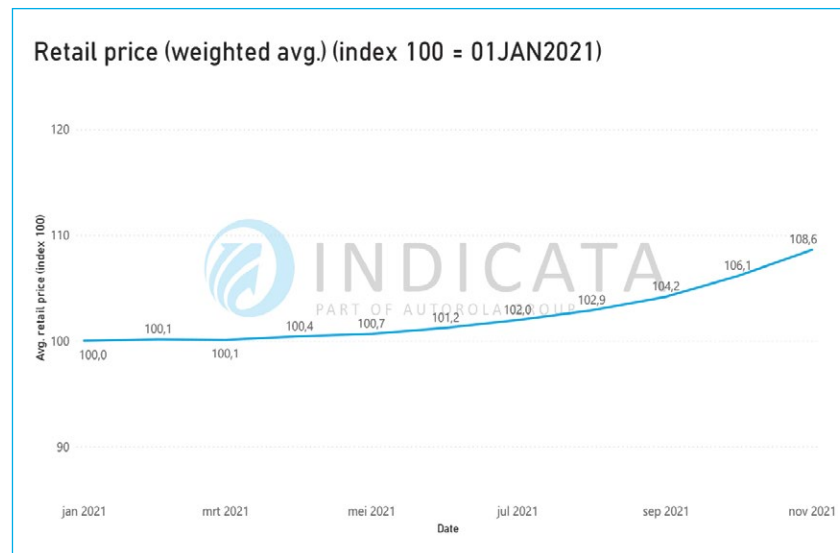
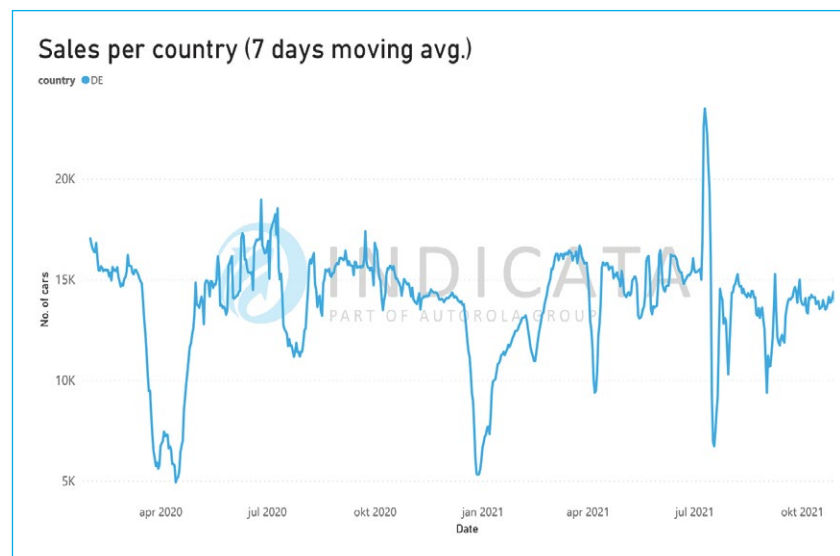
The appetite for alternative powertrains can also be seen from our top three fastest selling online used cars under 4-years-old with Prius + taking the top spot and the Škoda Enyaq iV in third place.

After dropping out of the top three online B2C used car sales by volume in our Top Sellers report last month the Volkswagen Tiguan bounced back in October squeezing Passat down into third place from second place last month.

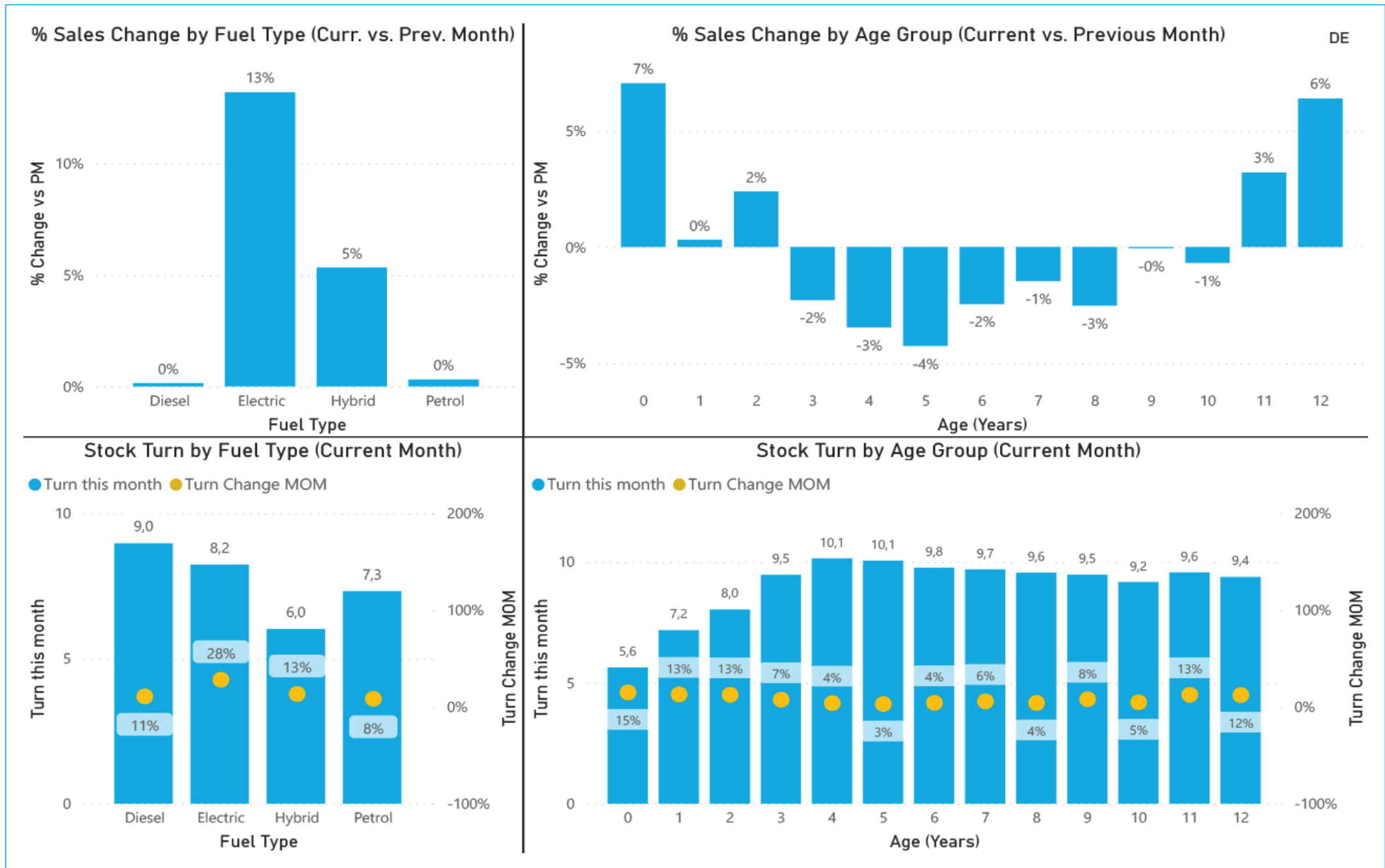
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021. This would naturally produce a lifecycle driven downward curve in average prices but with demand for used cars remaining so strong and stock levels continuing to fall average online used car prices are 8.6% above the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	66.1
Volkswagen	Tiguan	60.5
Volkswagen	Passat	58.3

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Prius+	35x	10.3
Mini	Hatch	34x	10.5
Škoda	Enyaq iV	20x	18.0



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October saw another healthy month for online B2C used car sales in Italy with volumes increasing by 3.3% month on month and 6.3% above October 2020. The impact of the semiconductor shortages moving buyers from new to used cars is even more apparent when you consider sales for the first ten months of 2021 are now 27.3% above the same period last year.

The semiconductor issue makes finding the right stock challenging and the net result is stock levels going into November are 4.0% lower than a month earlier and 20.6% below November 2020 levels.

BEV online B2C used car sales increased by 50% in October compared to the previous month whilst manufacturer backed tactical sales rose 31% as OEMs try to support dealers with whatever stock is available. Both elements can also be seen in the stock turn with very young used cars increasing by 42% to 10.2x and BEVs increasing by 46%

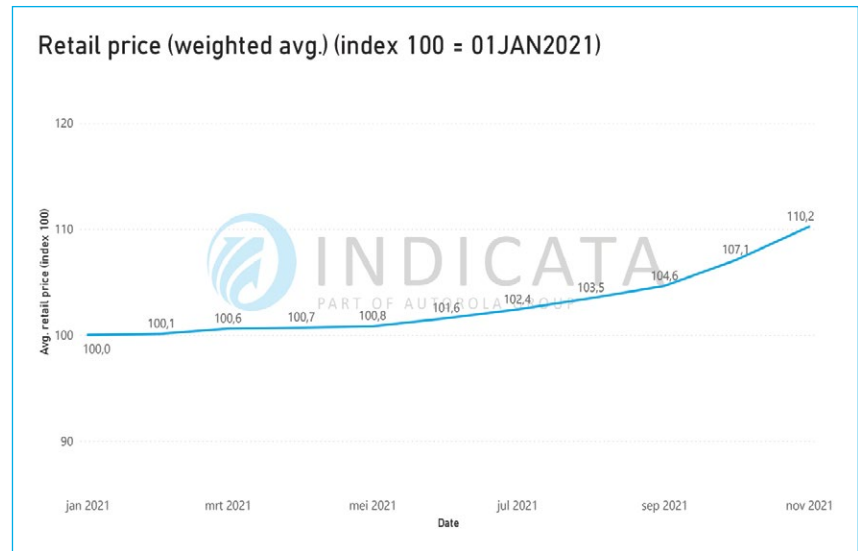
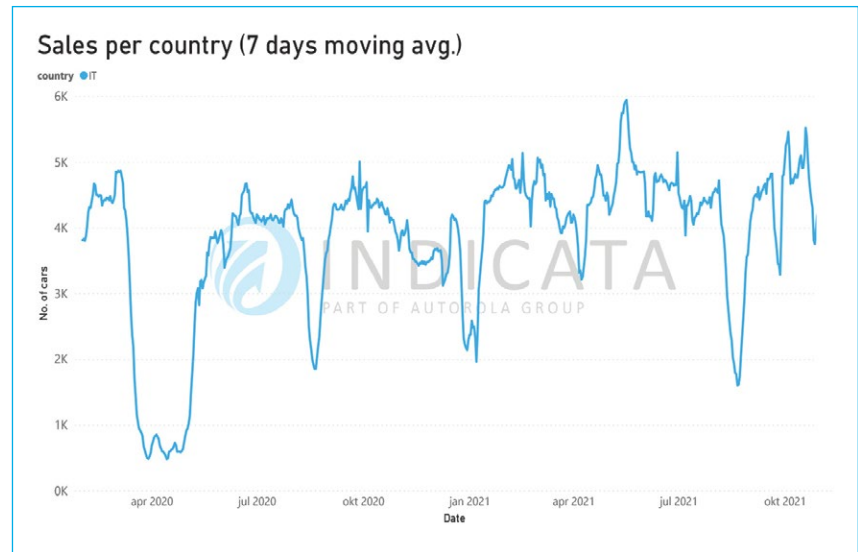
MoM to 6.5x. Whilst BEVs sold much quicker than in previous months they remain the slowest selling powertrain but there is no denying the gap is closing.

Our Top Sellers report for the best-selling used cars by volume remains unchanged from last month with the Fiat 500X and Fiat 500 split by the Jeep Renegade. But all three models are selling at a faster rate with the 500x and Renegade seeing Market Days Supply dropping from a joint 55.8 days to 40.8 and 41.3 days respectively whilst the 500 went from 50.8 to just 36.6 days.

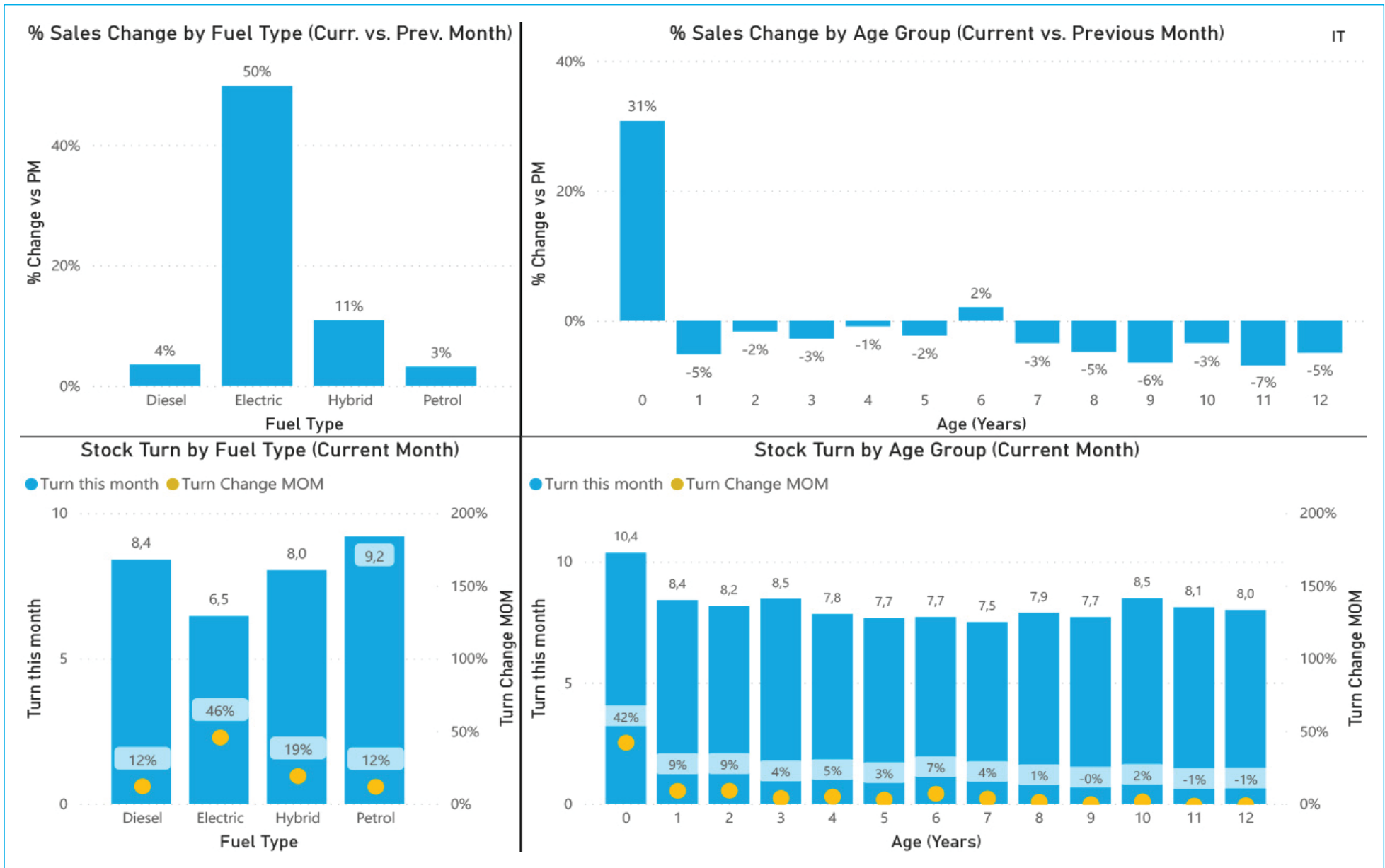
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which should result in a steady lifecycle driven downward pricing trend. With demand for used cars continuing to erode levels of stock, average online B2C used car prices are now 10.2% higher than at the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Fiat	500X	40.8
Jeep	Renegade	41.3
Fiat	500	36.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Fiat	Grande Punto	30x	12.2
Alfa Romeo	MiTo	15x	24.5
Toyota	RAV 4	13x	27.6



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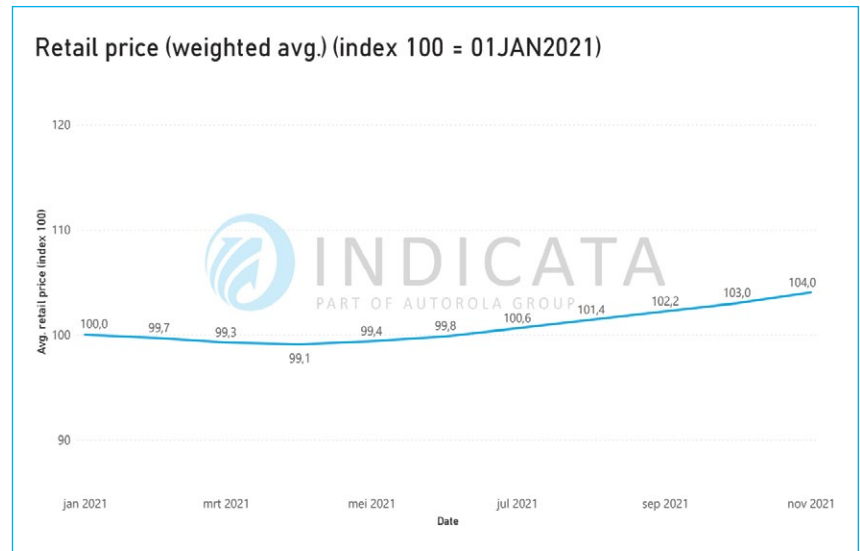
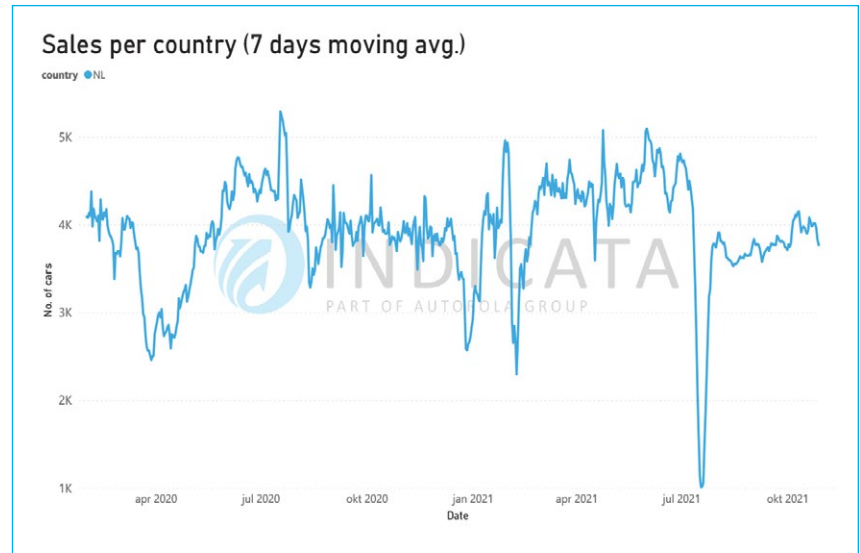
BEVs have clearly become the car to sell in the Dutch market with stock turn of online B2C used cars increasing by 60% in a month to 7.3x, well clear of second placed diesel at 6.4x.

A 36% MoM increase in used BEV sales also contributed to the 6.2% increase in total online B2C used car sales in October compared to the previous month. Year to date sales now stand 2.6% above the first ten months of last year and 5.7% above the same period in 2019.

Despite a 23% increase in sales of very young used cars supported by some manufacturer backed tactical registrations the used car sales demand is eating into stock levels which fell a further 1.7% going into November 2021 compared to a month earlier and stock levels are now 12.3% below the same month last year.

From our Top Sellers report the best-selling used cars by volume in October remained the same as the previous month but more interesting is the top three fastest selling cars where all three spots are taken by BEVs for the second consecutive month.

Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which would naturally produce a lifecycle driven downward trend. With used car demand remaining strong and stock levels continuing to fall the used car price inflation which started in May has now pushed average prices 4% above the start of this year.



Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	74.0
Volkswagen	Polo	48.1
Renault	Captur	68.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Mercedes-Benz	EQA	21x	17.2
Audi	Q4 e-tron	20x	17.7
Škoda	Enyaq iV	17x	21.7

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Online B2C used car stock levels continue to highlight a major challenge for the Polish market with stock falling a further 6.9% going into November compared to the previous month.

Despite this, used car dealers and traders still managed to sell 14.2% more online B2C used cars in October compared to a month earlier, which is only 0.2% behind October 2020 levels. That puts year to date sales by the end of October 0.9% above the first ten months of last year, although they are 11.4% below the same period in 2019.

As we have seen in most markets, manufacturers are supporting the market with tactical registrations resulting in an 11% MoM increase in sales of cars less than 1-year-old.

Currently the fastest way on average to turn stock into cash is by selling hybrids where stock turn increased by 33% MoM to

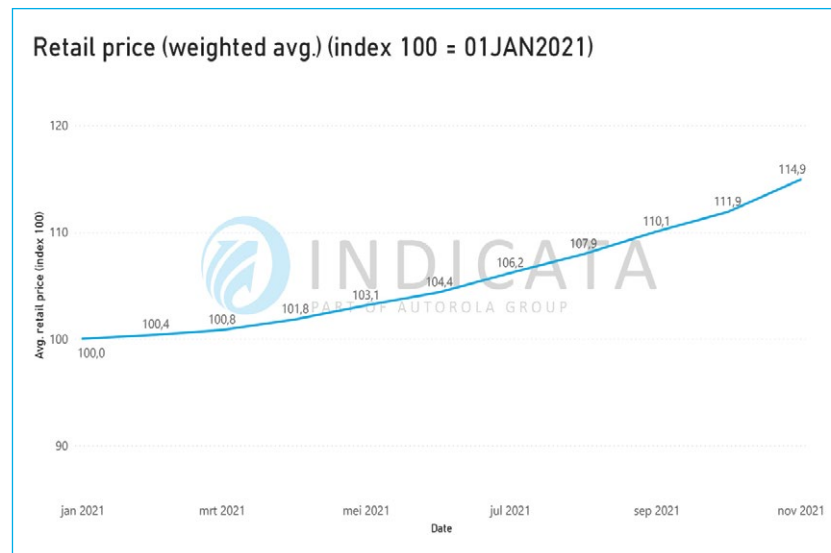
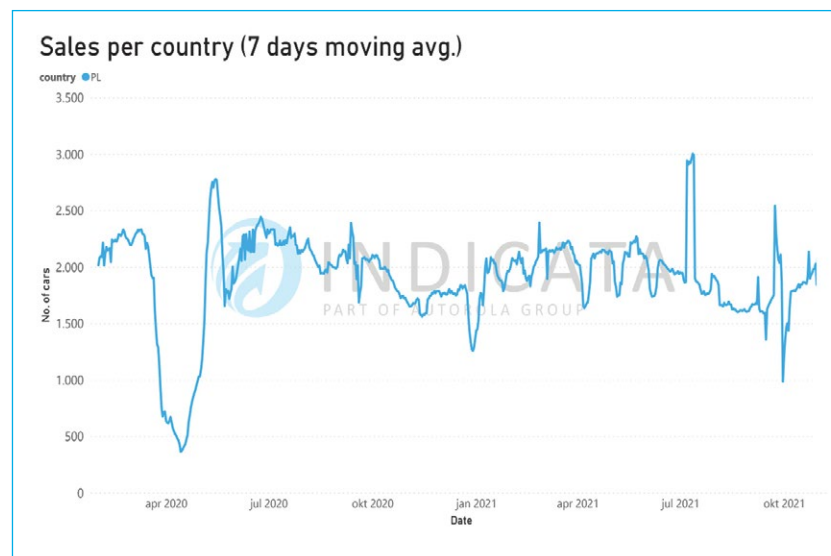
9.0x well above the 7.6x levels for used petrol and used diesel cars. However if you get the right models, you can turn your stock even faster, as you can see from our Top Sellers report on the fastest selling used cars under 4-years-old where Puma, T-ROC and Scala take the top 3 positions.

If volume is more important than speed of sale, then the top 3 slots as the best-selling online B2C used cars in October were taken by the same models as in September although the Astra swapped places with Octavia.

Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which would normally produce a downward trend due to lifecycle. With stock levels still falling and demand still rising average online used car prices are now 14.9% above where they were at the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Opel	Astra	49.7
Škoda	Octavia	44.3
Ford	Focus	44.1

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Ford	Puma	26x	14.1
Volkswagen	T-ROC	24x	15.2
Škoda	Scala	16x	22.7



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October online B2C used car sales eased back 0.6% month on month, equivalent to a drop of 18.2% compared to October 2020. Despite this sales for the first ten months of the year are still 13.2% above 2020 levels and 17.9% above the same period in 2019.

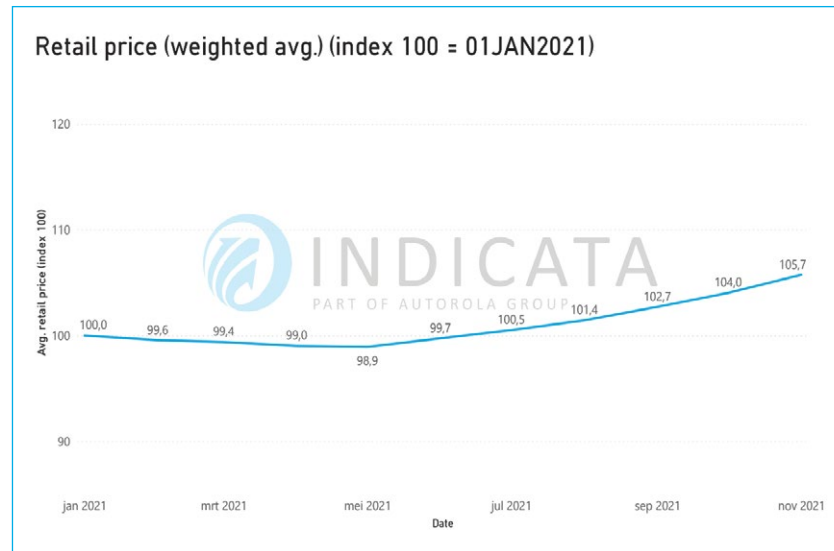
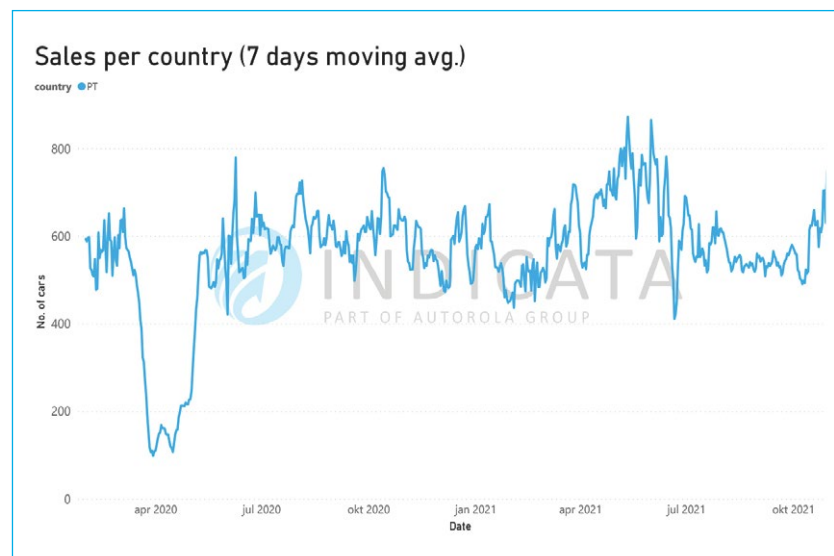
As we are seeing across most markets, used BEV sales are rising sharply with October sales up 33% MoM whilst hybrids also did well increasing sales by 15% over the same period. The increased demand for BEVs also means they are selling quicker with stock turn increasing by 62% to 6.5x in October making it the fastest selling powertrain in the market on average.

However the issue of getting the right quality stock to meet the demand is still a problem for dealers and traders as online B2C used stock levels fell a further

9.1% going into November compared to the start of the previous month.

From our Top Sellers report of best-selling used cars and looking at those under 4-years-old the top three spots in October remain unchanged from the previous month but Market Days supply for the top placed Clio fell from 65.2 days to 56.3 days shows how stock is an issue even for cars normally in plentiful supply.

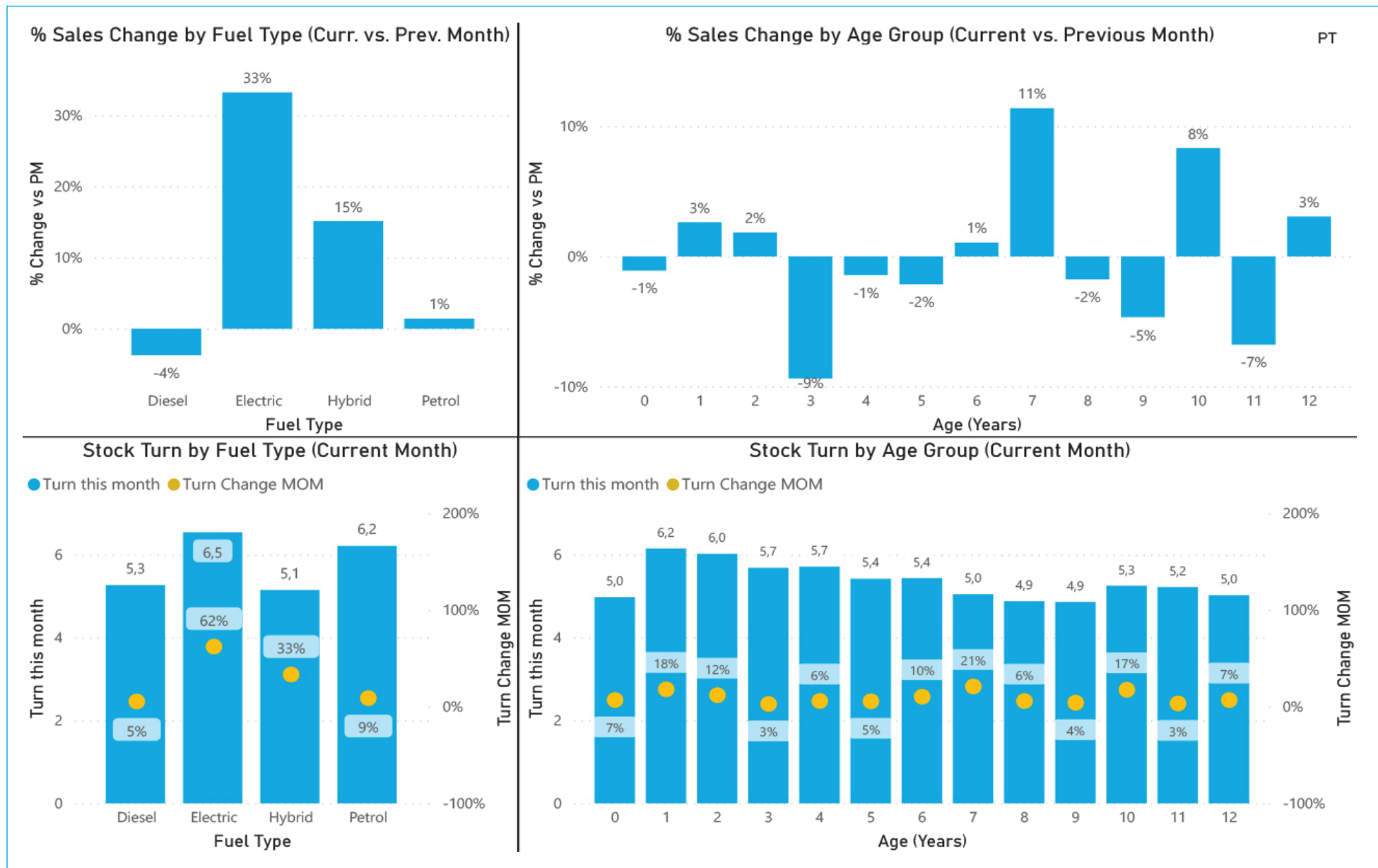
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which would normally create a steady downward curve due to lifecycle. With stock levels still down and demand strong average online B2C used car prices are now 5.7% above the start of this year.



Top selling < 4-years-old by volume		
Make	Model	MDS
Renault	Clio	56.3
Renault	Mégane	58.9
Mercedes-Benz	A-Class	60.8

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Volvo	XC90	33x	10.9
Peugeot	3008	13x	27.5
Dacia	Sandero	12x	29.3

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Online B2C used car sales leapt forward again in October rising 24.1% over September. The long leads times on new cars due to the semiconductor shortages has pushed Spanish car buyers into the used car market to such a degree total online B2C used car sales for the first 10 months of this year are 33.5% above the same period last year.

With the volume of ex-rent-a-car vehicles being considerably lower than usual due to the coronavirus pandemic, manufacturers are supporting tactical registrations resulting in the 25% increase in young used car sales, i.e. those less than 1-year-old.

But demand is high across everything with stock turn rising sharply in October versus September for all ages and all powertrains. However, unlike many markets used BEVs still take much longer to sell in Spain than other powertrains with a stock turn of just 6.0x compared to used diesel at 10.8x and petrol at 10.3x.

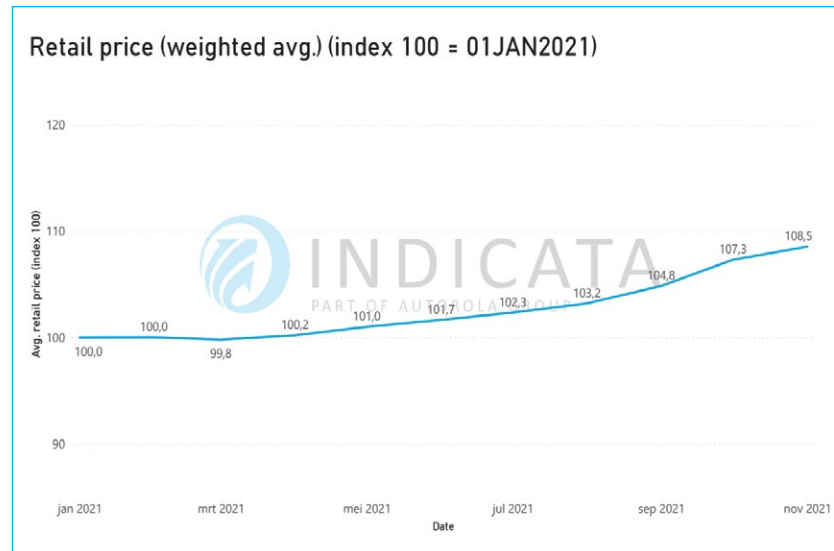
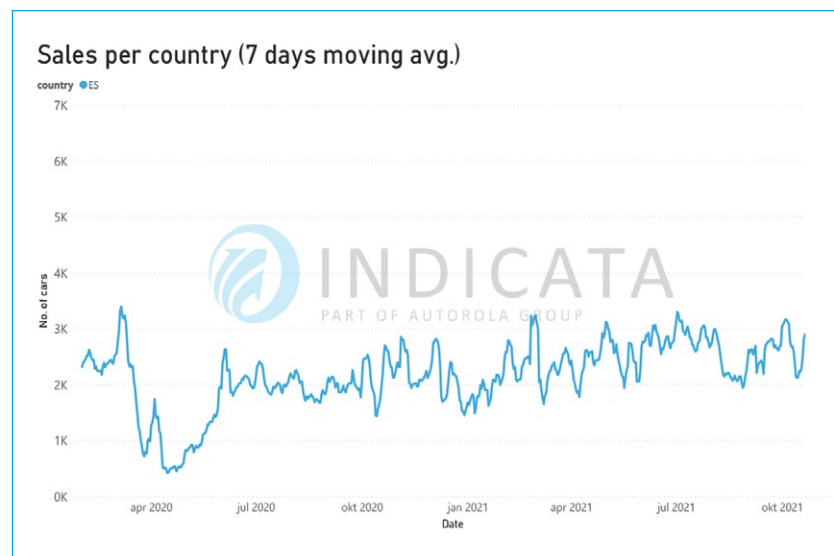
Because of such strong demand and the constraints on supply of replacement vehicles, online B2C used cars stock levels fell sharply in October ending the month 24.8% lower than at the start of the month.

From our Top Sellers report of best-selling used cars and looking at those under 4-years-old the Seat Leon slips out of the top three in October as the Qashqai takes its second place and the 3008 moves into third. Amongst the fastest sellers in October Yaris retained the top spot again although, as is the case with the other models, Market Days Supply has dropped sharply from 25.3 days in September to just 16.0 days in October.

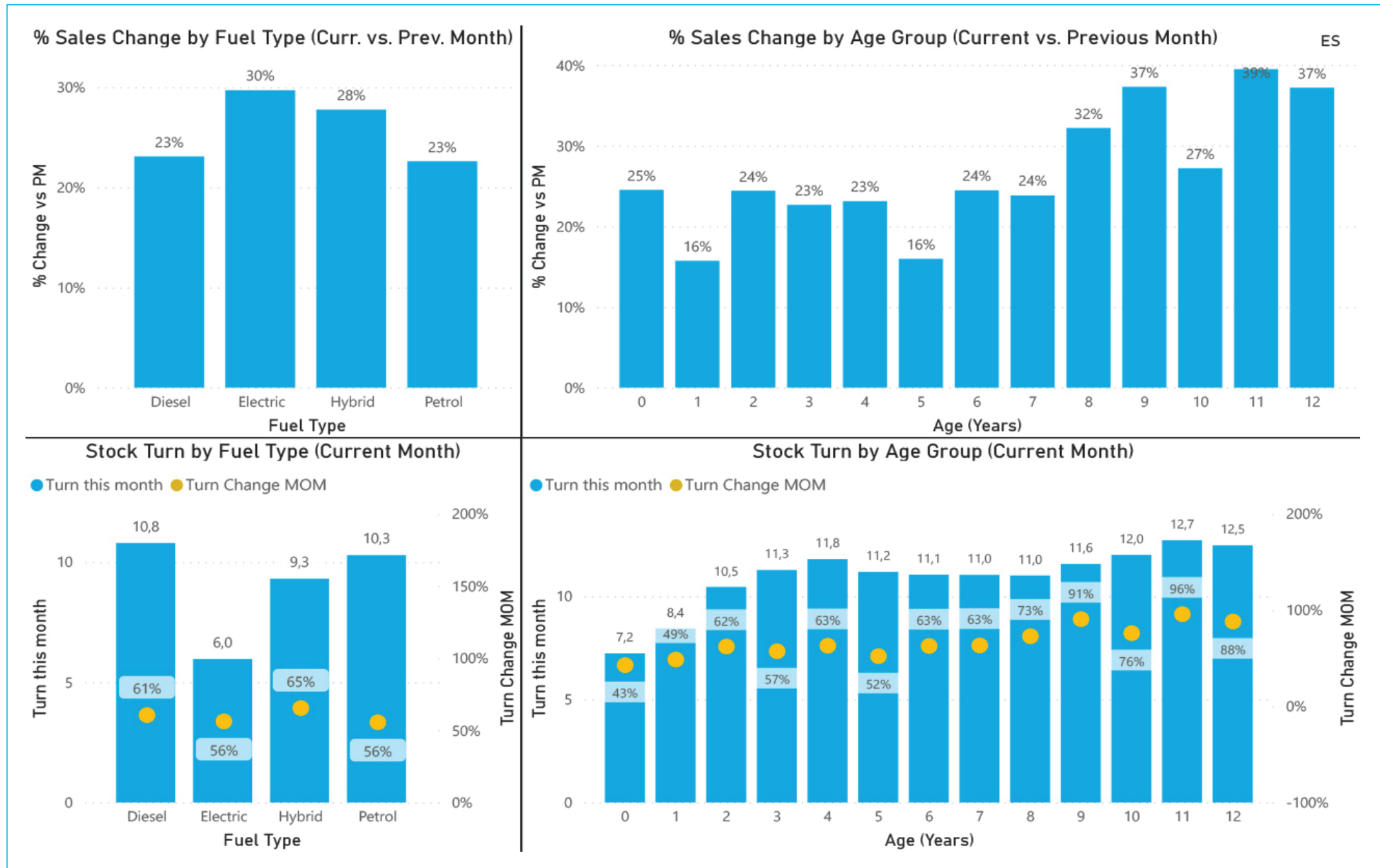
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which would normally produce a downward curve because of lifecycle. With falling stock levels and no end in sight for rising used car sales prices have now risen 8.5% since the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	28.6
Nissan	Qashqai	24.0
Peugeot	3008	40.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Yaris	23x	16.0
Toyota	Corolla	22x	16.2
Kia	Carens	21x	17.3



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After increasing in September online B2C used car sales fell 10.5% in October month on month which also means it was 7.7% lower than in October 2020. The monthly fall impacted all ages of vehicles and all powertrains although BEVs fared better than the traditional used petrol and used diesel cars.

Whilst the slowdown in demand helped online B2C stock levels rise 2.1% going into November compared to the start of October they are still 5% lower than a year ago.

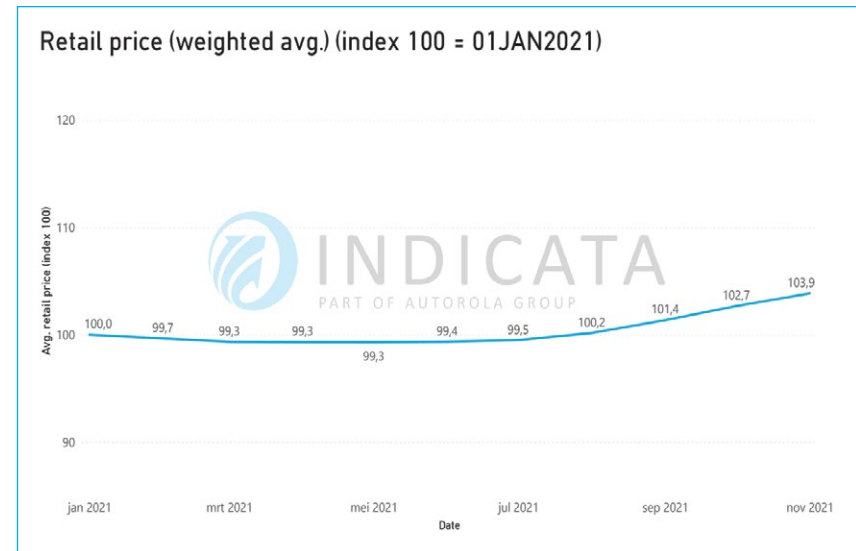
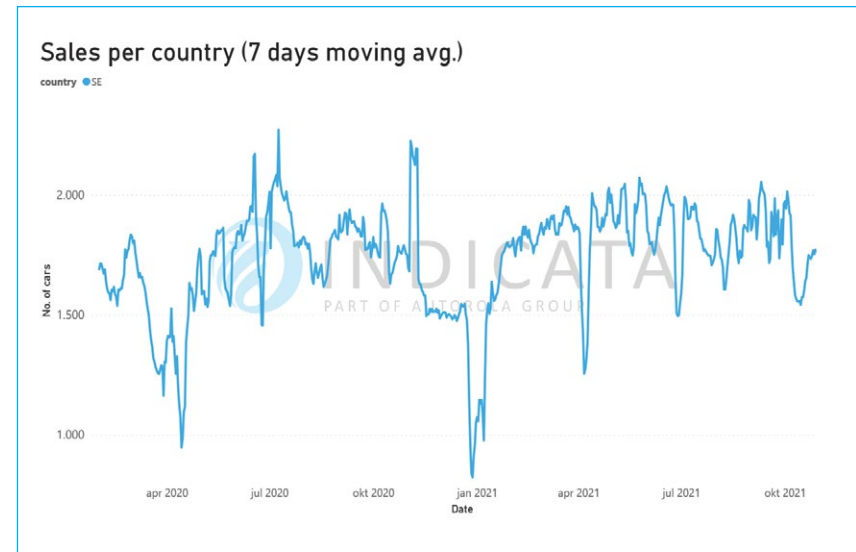
With used BEVs being the only powertrain to see stock turn increasing, up by 8% over September, the gap between it and the other powertrains has closed considerably leaving just a single stock turn between it and the fastest selling used diesels.

From our Top Sellers report of best-selling used cars and looking at those under 4-years-old the top three remained the same in October as the previous month with Volvo grabbing first and second place. However, they are selling nowhere near as fast as the three fastest selling cars where Toyota C-HR has just enough stock for 12.7 Market Days Supply. Last month's third fastest selling car the Toyota Yaris drops out of the top three in October to be replaced by the Renault Zoe.

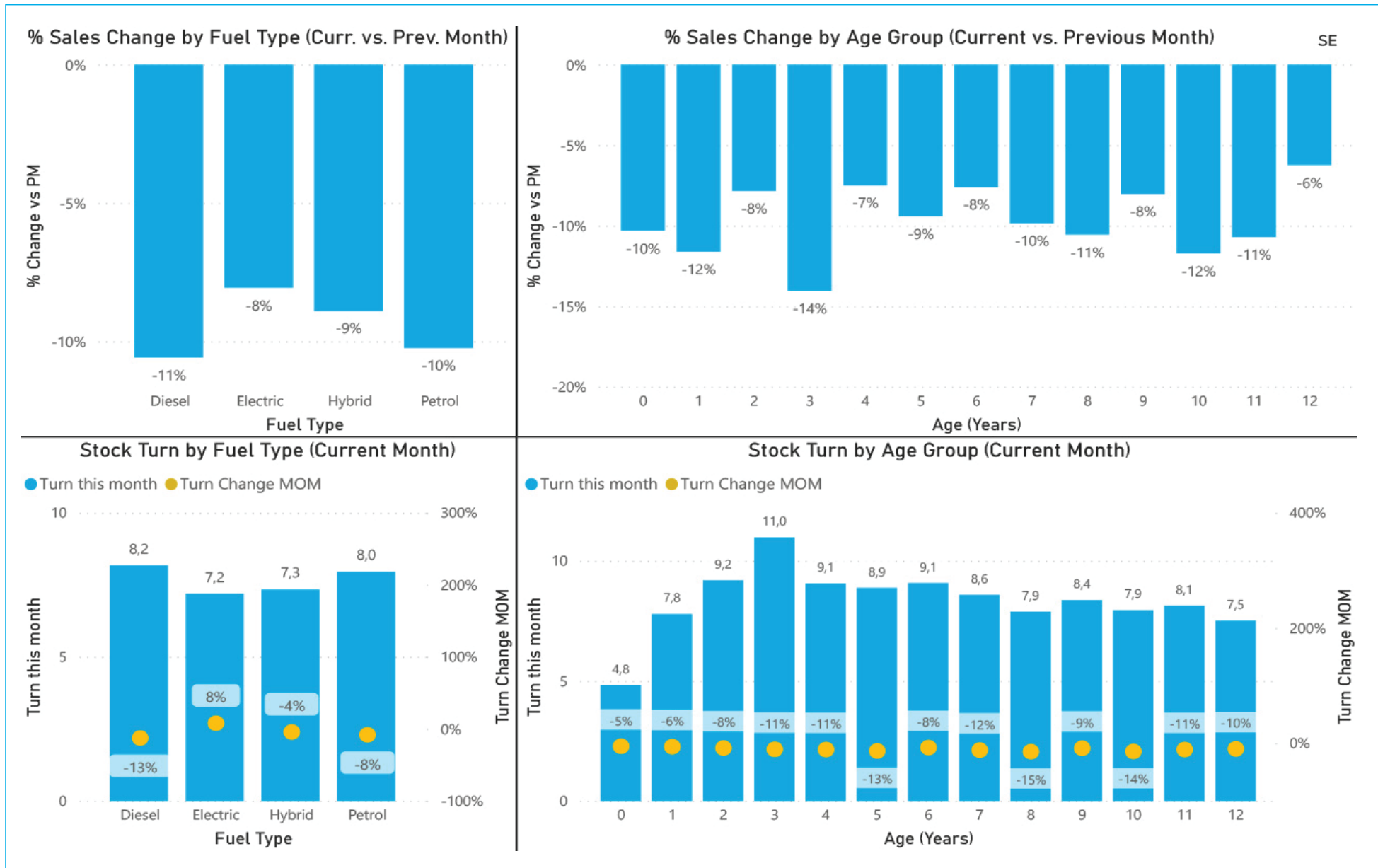
Our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 which would normally create a steady downward movement in average prices due to lifecycle. Whilst demand has slowed, supply constraints mean stock levels are still falling resulting in online used car prices by October being 3.9% higher than at the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volvo	V60	39.7
Volvo	V90	41.1
Volkswagen	Golf	31.5

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	C-HR	28x	12.7
Toyota	Auris	28x	13.0
Renault	Zoe	23x	15.4



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With new car sales hit by the semiconductor shortage and only limited levels of right-hand-drive cars available locally or from imports, the U.K. online used car market is on fire. Used car prices were 28.3% higher in October than at the start of the year as dealers struggle to find the stock to meet demand.

Because our price index is based on the latest vehicles to provide a consistent pool of vehicles indexed against January 2021 there should be a downward trend due to lifecycle so factoring that in means the true increase in used car prices is closer to 30%.

Despite strong demand and rising prices, sales are being held back by supply constraints. October online B2C used car sales were 4.8% lower than in September and by coincidence also 4.8% lower than October 2020. However, total online B2C used car sales for October YTD are still 17.7% higher than the first ten months of

2020 and 2.8% above the same period in 2019.

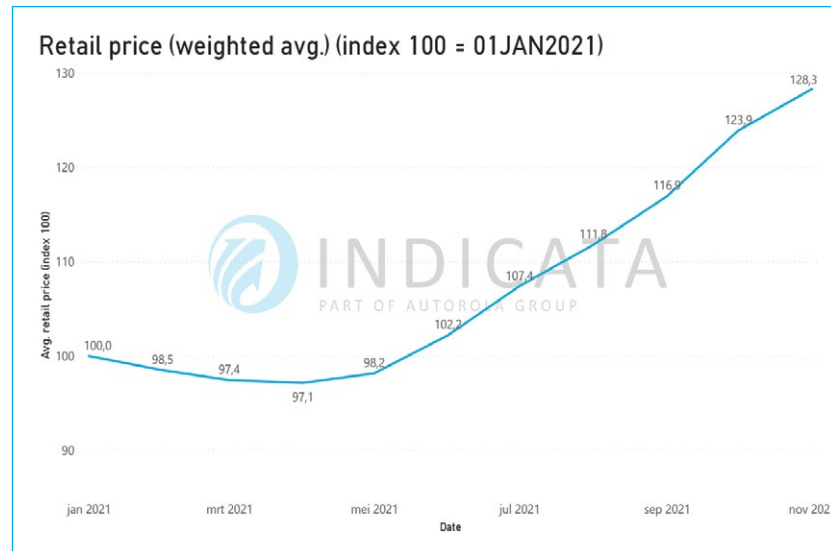
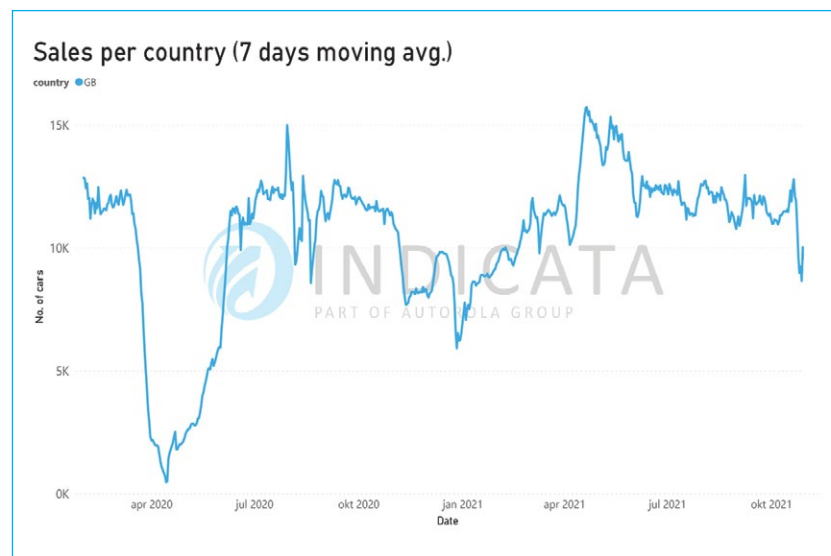
These sales have been draining online B2C stock levels which eased back a marginal 0.1% from the start of October to the start of November but they now stand 18.3% below November 2020 levels.

With stock turn for BEVs increasing by 22% in October to 10.5x they are now the fastest selling powertrain on average and more than a complete stock turn ahead of second placed diesel at 9.4x.

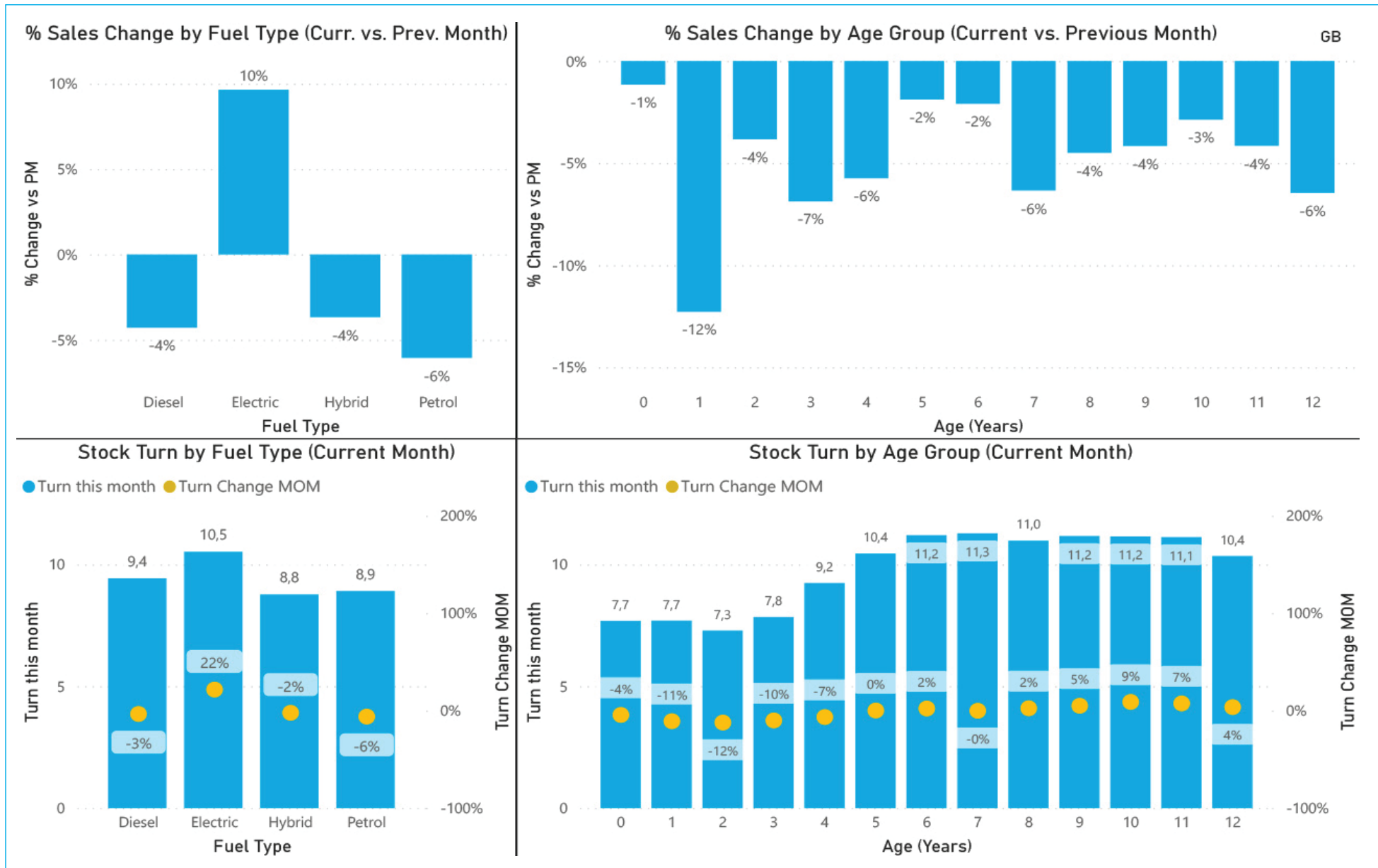
There was no change in the top three best-selling cars under 4-years-old by volume in our Top Sellers report but there was regarding the fastest selling cars. The Nissan Note moved from second place in September to take the top spot in October pushing the Logan down into second place whilst the Suzuki Baleno overtook the Nissan Pulsar to clinch the third spot.

Top selling < 4-years-old by volume		
Make	Model	MDS
Ford	Fiesta	43.2
Volkswagen	Golf	41.2
Vauxhall	Corsa	43.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Nissan	Note	31x	11.7
Dacia	Logan	25x	14.5
Suzuki	Baleno	17x	20.8



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Background

On the 24th March 2020 INDICATA published its White Paper *“COVID-19 To what extent will the used car market be affected (and how to survive)?”*

This document explored:

- **Early market trends** - Initial impact of the virus and the social distancing measures implemented.
- **Market scenarios** - A range of impacts based on infection rate development and historical market data.
- **Mitigation** - Risk assessment by sector coupled with potential corrective actions.

We committed to keeping the market updated with live data, volume and price, to keep abreast of the fast-moving environment.

As such we are pleased to announce **INDICATA Market Watch**.

What is INDICATA Market Watch?

INDICATA Market Watch takes two forms:

1. **A regular PDF** - Regular market overviews available for all on the INDICATA country websites (this document)
2. **Free-to-access web-based reporting** - Available for senior management in all major Leasing, Rental, OEM and Dealer Groups.

If you would like FREE access to the web-based INDICATA Market Watch tool (and are a Senior Manager within the auto industry), please contact your local INDICATA office.

How do we produce our data?

INDICATA analyses 9m Used Vehicle adverts across Europe every day. In order to ensure data integrity, our system goes through extensive data cleansing processes.

The Sales (deinstall data) in this report are based on advertisements of recognised automotive retailers of true used vehicles. As such, it does not include data related to private (P2P) advertisements.

Where an advert is removed from the internet, it is classified as a “Sale”.



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