



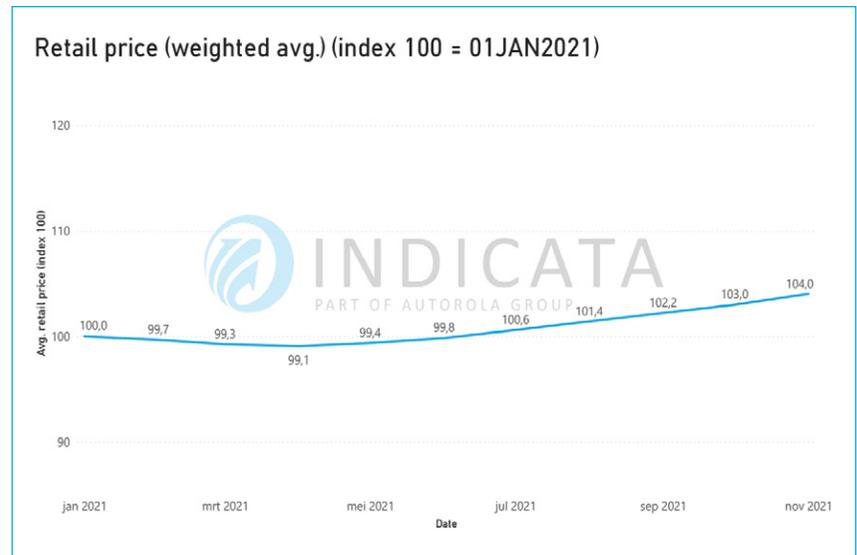
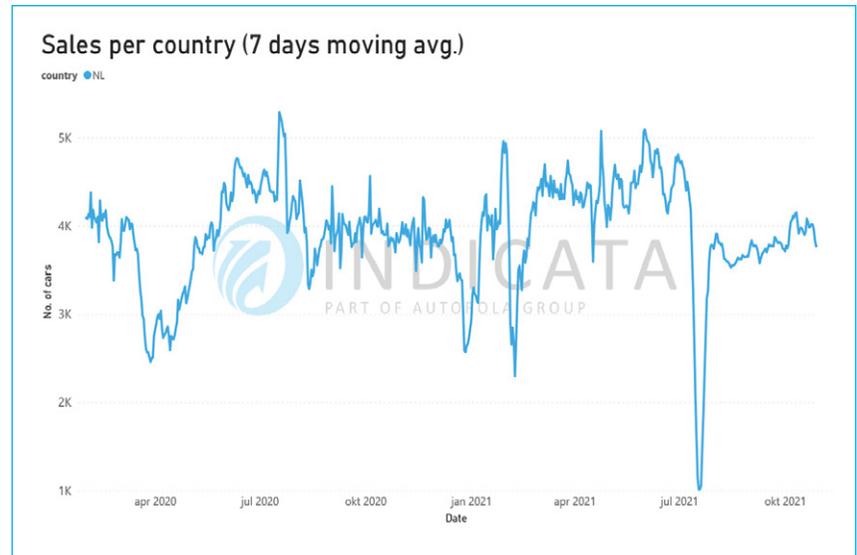
BEVs have clearly become the car to sell in the Dutch market with stock turn of online B2C used cars increasing by 60% in a month to 7.3x, well clear of second placed diesel at 6.4x.

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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