



The 12.9% fall in online B2C used car sales in November 2021 compared to October is a little higher than the usual slowdown in sales at this time of the year partly due to the constrained supply of used car into the market. With November sales also 12.9% down on November 2020 it means total sales for the first eleven months of the year are just 3.6% above the same period last year and 0.2% lower than in 2019.

Much of the fall in sales has come at the expense of online used diesel sales which were down 24% over November 2020 whilst used petrol car sales fell 7% over the same timeframe.

In contrast online used BEVs continued their unrelenting sales growth with sales up 38% year-on-year, whilst hybrids saw sales rise by 28% over the same period.

As recently as 3 months ago used BEVs were the slowest selling powertrain in the

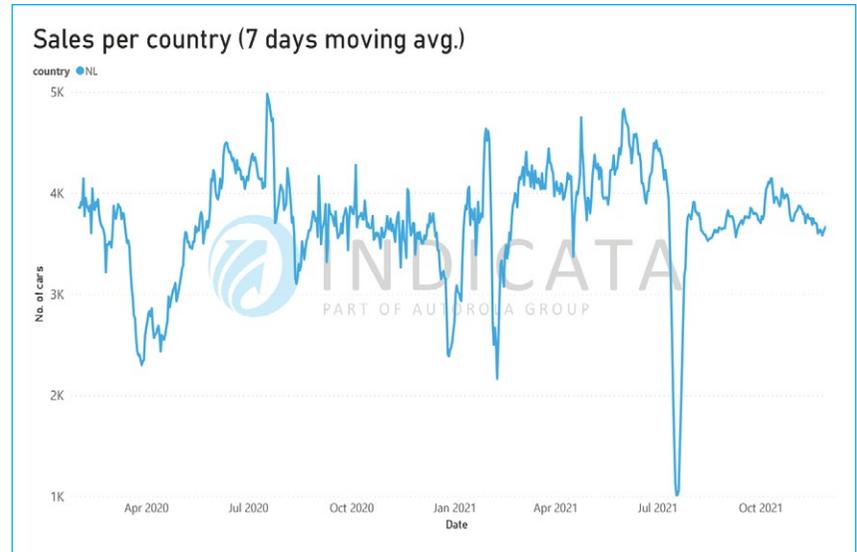
Dutch market, but in that short space of time demand has soared and now they are the fastest selling powertrain on average with a stock turn of 6.2x, a 65% increase YoY. This can also be seen in our Top Sellers Report of fastest selling used cars under 4-years-old where all three top places are taken by BEVs.

Online B2C used car stock levels rose 1% going into December compared to a month earlier, but they are still 14.1% down on December 2020 as dealer and traders continue to struggle to find the right quality stock.

Our price index is based on a consistent pool of vehicles indexed against January 2021 which would naturally produce a lifecycle driven downward trend. With online B2C used car stock levels still down and demand remaining strong, used car prices are still rising and now stand 4.8% higher than at the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	75.6
Volkswagen	Polo	58.1
Renault	Captur	71.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Volkswagen	ID.3	13x	27.5
BMW	i3	10x	36.5
Audi	Q4 e-tron	10x	36.6



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