



Online B2C used car sales fell for the third consecutive month-on-month in January as sales dropped 3.5% versus December and 10.6% against January 2021.

Whilst sales fell for all powertrains compared to the previous month online B2C BEV sales in January were 10% higher than January 2021 whilst hybrids increased sales by 16% over the same period.

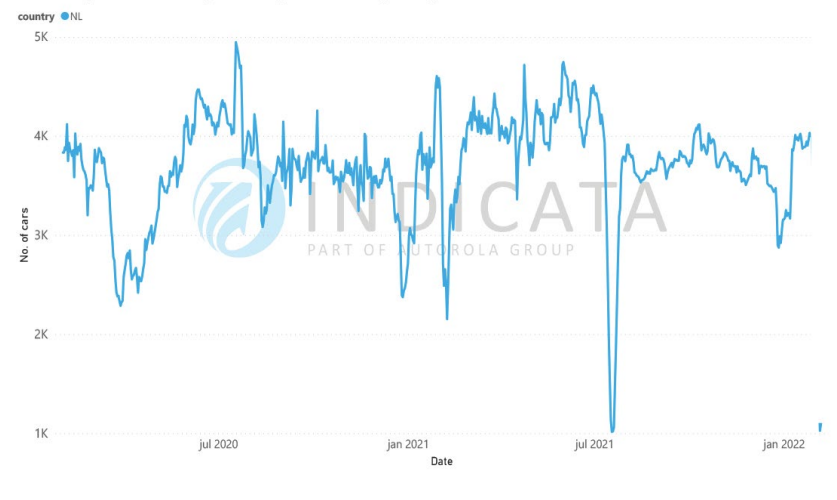
For some of last year manufacturers were supporting the used car market with tactical registrations, but the 25% year-on-year reduction in the sale of cars under 1-year-old indicates less of an appetite to continue this trend so far into 2022. This could be due to the semiconductor issue making the fulfilment of new car sold orders a higher priority.

Dealers and traders are struggling to source the right quality stock and despite sales demand falling month-on-month

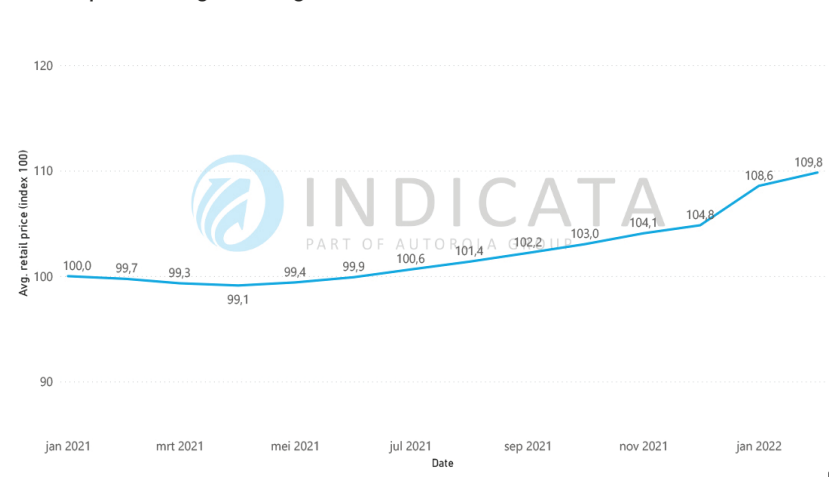
resulting in stock turn for three of the four powertrains falling in January compared to December it was not enough to halt the erosion of stock levels. Going into February online B2C stock levels were a further 1.3% down on the start of the previous month and 13.9% down on the previous year.

Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. The shortage of the right quality stock across Europe means prices are rising everywhere but with demand not as strong as in some markets it seems prices are plateauing in the Netherlands.

Sales per country (7 days moving avg.)



Retail price (weighted avg.) (index 100 = 01JAN2021)



Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	79.2
Volkswagen	Polo	72.6
Renault	Captur	99.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Nissan	Leaf	9x	39.4
Land Rover	Defender	9x	40.3
Audi	Q4 e-tron	8x	42.5

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