



The Dutch market continues its drive towards greener motoring with online B2C used BEV sales in May 50% up on May 2021 compared to a 4% increase in hybrid sales over the same period and sales of used petrol cars and used diesel cars falling 22% and 31% respectively year-on-year.

Total online B2C sales for all powertrains fell 8.2% month-on-month in May which equates to 18.6% lower than in May 2021. After five months have now passed it puts the market 5.7% down on the same period last year and 4.7% lower than in 2019.

Whilst not as constrained as in some markets online B2C stock levels are still not optimal with stock levels going into June 2.7% lower than a month earlier and 3.4% lower than in June 2021.

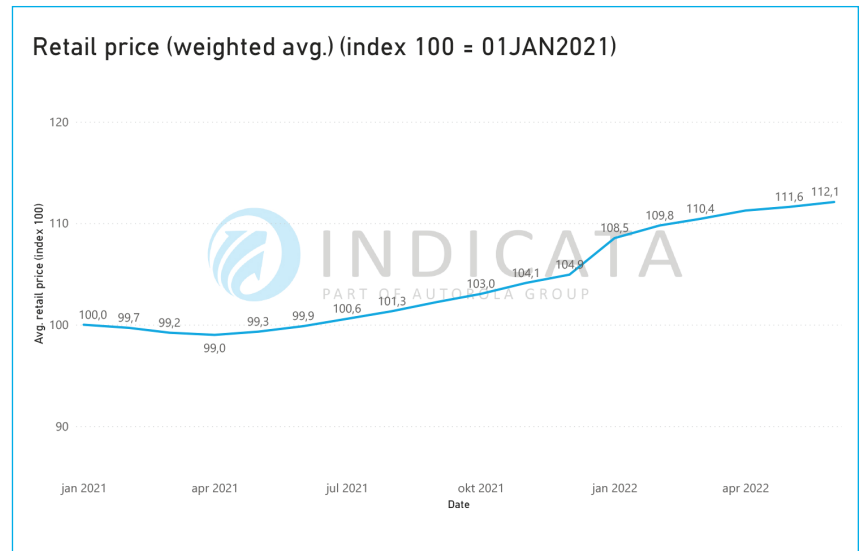
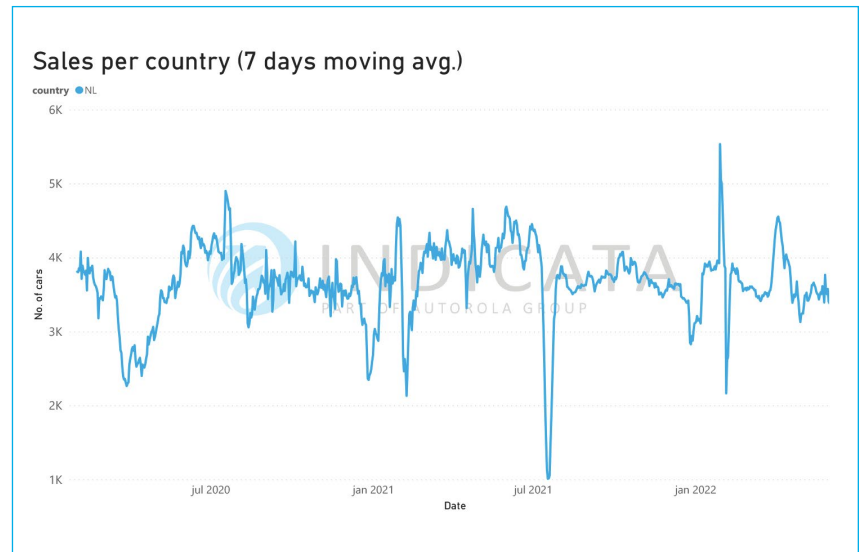
But stock constrain is still impacting the market for BEV powertrains due to the limited volumes available. Manufacturers are

struggling to support any tactical sales of very young used cars under 1-year-old resulting in a 28% fall in May YoY. This has meant any BEVs available are being snapped up resulting in stock turn leaping up 60% YoY to 5.2x. In contrast hybrid stock turn dropped 9% to 5.0x, petrol fell 17% to 4.8x and diesel fell by almost a quarter, 22% to 4.6x.

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. Whilst sales have eased back month-on-month and stock levels are not as low as in many markets the demand is keeping inflationary pressure on online B2C used car prices which rose a further 0.5 percentage points going into June MoM, and this means prices are now 7.2pp higher than at the start of this year.

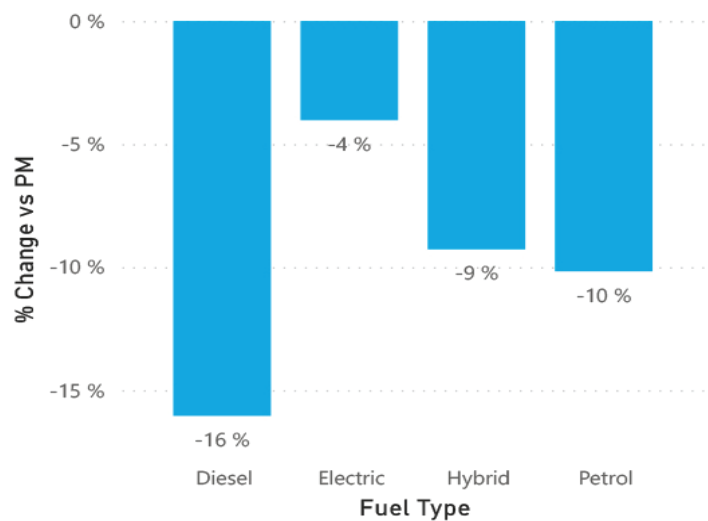
Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	85.5
Volkswagen	Polo	76.7
Renault	Captur	70.2

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Auris	9x	40.1
Volkswagen	Touran	8x	44.5
Hyundai	IONIQ	8x	46.7

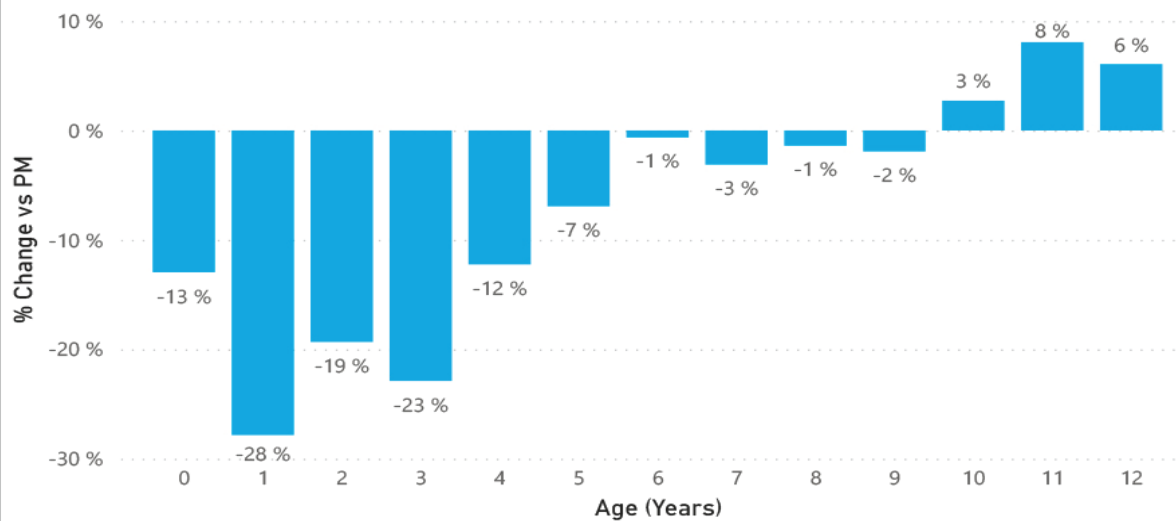


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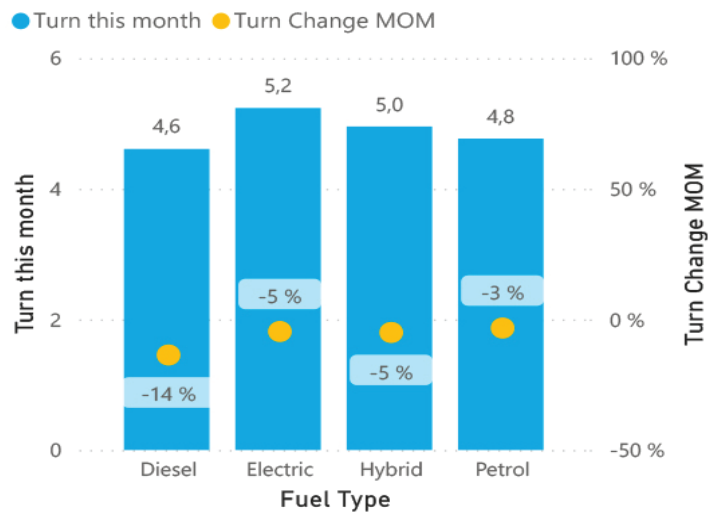
% Sales Change by Fuel Type (Curr. vs. Prev. Month)



% Sales Change by Age Group (Current vs. Previous Month)



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)

