

# INDICATA Market Watch

## Used car insights report

Battery Electric Vehicles deliver a blistering performance

**Edition 29** | July 2022



# Executive Summary

- June 2022 online B2C used car sales for the region increased by 1.6% month-on-month (MoM) and were 1.2% higher excluding Turkey.
- Despite this June sales were 15.7% lower year-on-year (YoY) across the region, but 7.5% higher than in June 2019.
- June 2022 YTD sales were 10.1% lower than for the first half of 2021 but 9.7% higher than for the same period in 2020, and just 1.0% down on 2019.
- Tactical registrations in June 2022 were 6% higher MoM but 44% lower than in June 2021 as sold orders get prioritised.
- June used BEV sales rose 27% YoY with used hybrid sales increasing by just 5% over the same period.
- Used diesel and petrol sales both saw YoY falls with drops of 22% and 18% respectively.
- Stock levels going into July fell by 2.8% compared to just a month earlier and are now 6.5% down YoY.
- All powertrains saw increases in the rate of stock turn MoM, but YoY saw used petrol car turn drop 10% to 7.1x and used diesel turn fall by 14% to 7.5x.
- BEV stock turn leapt up 87% YoY to 8.3x making it the fastest selling powertrain whilst hybrid stock turn increased by 7% to 6.3x over the same period.
- The three best-selling vehicles by volume under 4-years-old in June remained unchanged for the eleventh consecutive month but they sold at a 3.5% faster rate than in May.

- The fastest-selling used cars under 4-years-old in April by Market Days' Supply produced another clean sweep for alternative powertrains with Tesla retaining the top two slots with the Model Y staying top. The Polestar 2 overtook the Kia Niro to take third place with a MDS of 30.0 days.
- Our price index is based on a consistent pool of vehicles indexed against January 2021, but it gets reset in January which would produce a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. With new car lead times being quoted as late as early 2024 and used supply heavily constrained, prices are continuing to increase in all markets except the UK which saw a 0.8 percentage point fall MoM going into July. Prices shot up dramatically again in Turkey (+40.6pp) in a month with the rest of the region seeing an average 1.0pp increase over the same period.
- Since the end of last year prices in the UK are now 2.6pp lower, 112.7pp higher in Turkey over the same period and the rest of the region average online retail prices are now 8.9pp above the end of 2021.

Country	June 2022 used car price percentage point movement versus end of 2021
Turkey	112.7pp
Austria	11.6pp
Belgium	10.4pp
Portugal	9.5pp
Italy	9.4pp
Germany	9.4pp
Denmark	9.3pp
Poland	9.1pp
Spain	8.9pp
France	8.4pp
The Netherlands	7.2pp
Sweden	4.2pp
United Kingdom	-2.6pp
Average	16.0pp



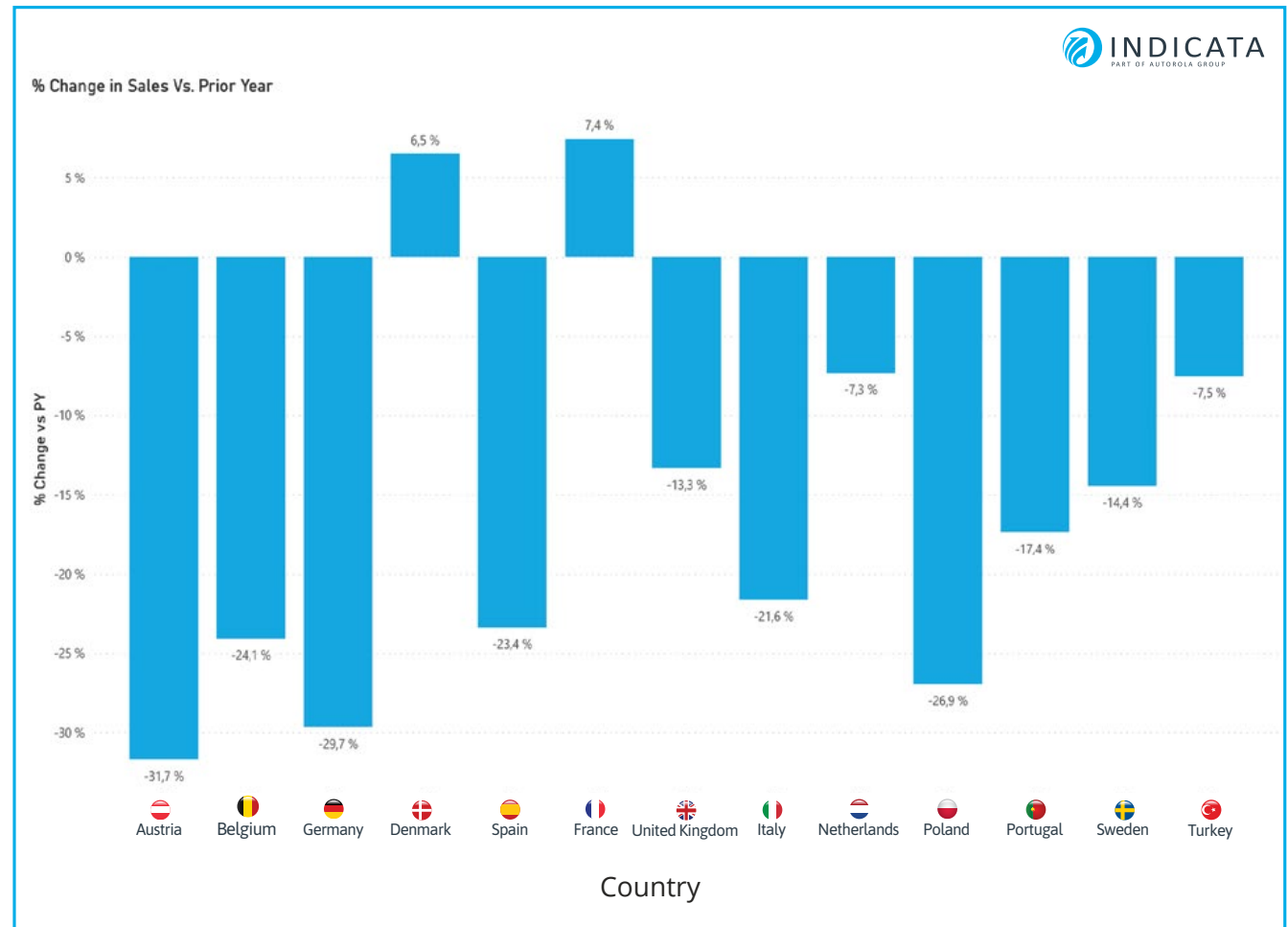
The semiconductor shortages are continuing to blight the new and used car market. New car buyers are reportedly being given delivery estimates going into 2024, whilst the daily rental industry is struggling to get the right quality and quantity of new cars to meet the resurgent tourist industry. This leaves dealers and traders struggling to find younger used car supply to meet the increased used car demand coming from both traditional used car buyers and new car buyers forced to find a mobility solution until their new car arrives.

Whilst online B2C used car sales for the region in June were 1.6% higher than in May they were 15.7% lower than in June 2021. This puts total sales for the first half of this year 10.1% lower than for the same period last year.

The only countries not seeing a year-on-year fall in online B2C sales is Denmark and France who also happen to be the only two countries where levels of online B2C used car stocks rose month-on-month. Amongst the other countries, some of the lowest YoY falls like the UK, Netherlands and Turkey are also ones which have some of the best levels of stock going into July compared to the start of July 2021.

Combining the two points proves that sales are being blighted by supply constraints. With those reports of lead times going out to 2024 and new car sales now seeing three consecutive depressed years supply is unlikely to ease for at least another 12-18 months.

### June 2022



Top selling car models up to 4-years-old by volume							
All powertrains		ICE		Hybrid		BEV	
MDS		MDS		MDS		MDS	
Volkswagen Golf	67.2	Volkswagen Golf	68.7	Toyota C-HR	34.9	Renault Zoe	31.7
Renault Clio	46.2	Renault Clio	46.0	Toyota Yaris	36.4	Tesla Model 3	28.2
Volkswagen Polo	57.1	Volkswagen Polo	57.1	Audi A6	78.7	BMW i3	34.0

# BEVs selling at record breaking levels

BEVs typically use anything from double to up to ten times the number of semiconductors compared to a traditional petrol or diesel car which is constraining supply whilst demand is still pushing up sales.

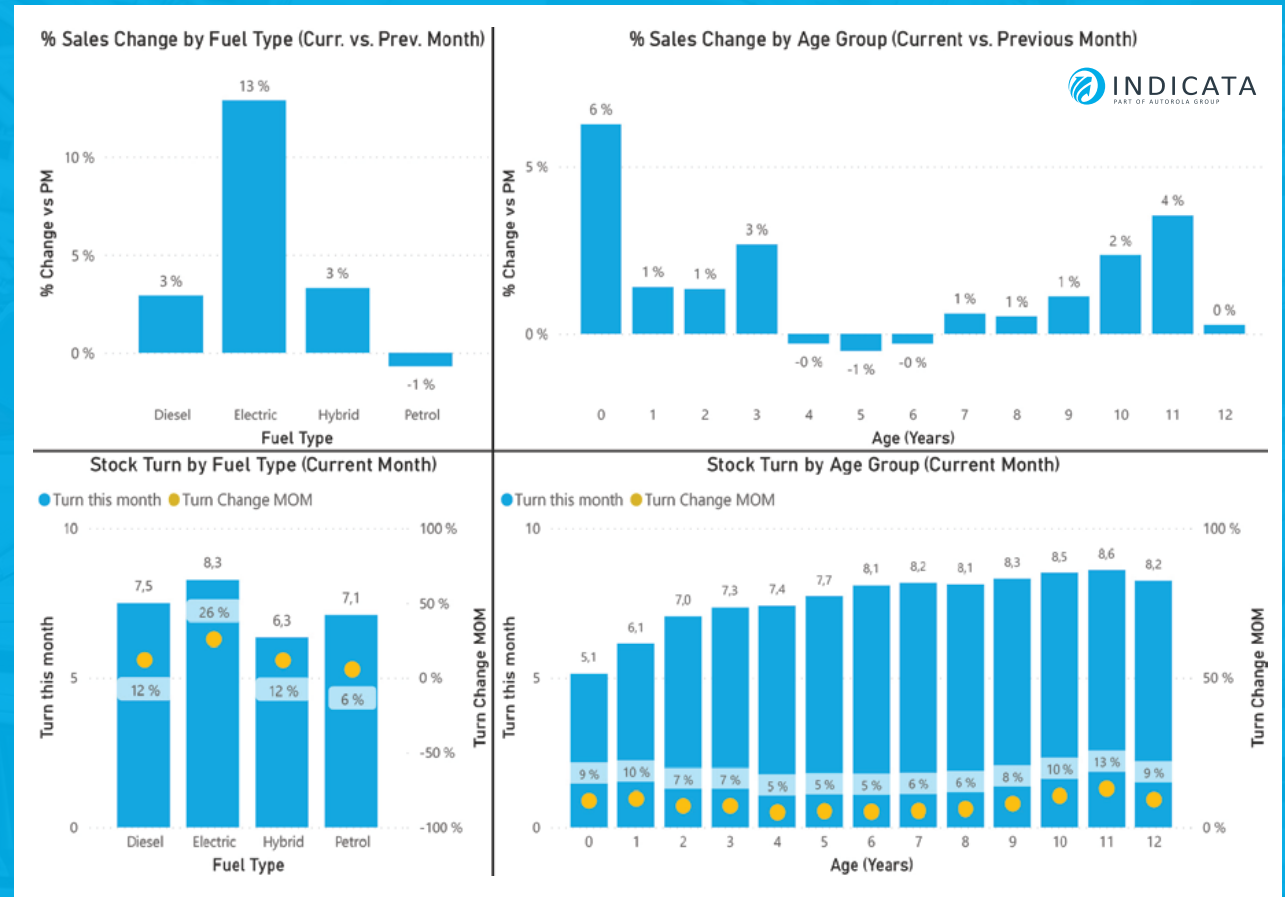
Online B2C used BEV sales increased by 27% year-on-year in stark contrast to the 15.7% fall for all powertrains across the region. Hybrids also saw sales edge slightly upwards with a 5% YoY increase but used petrol sales dropped 16% whilst the increasingly out of favour used diesel sales fell by 20%

All powertrains saw healthy demand throughout June with stock turn increasing month-on-month but compared to the previous year stock turn fell for both used petrol (-10%) and used diesel (-14%). With BEV stock turn shooting up by 87% it is by far the fastest-selling powertrain across the region with a stock turn of 8.3x compared to second place diesel at 7.5x.

In a normal market this would be good news, but dealers and traders are struggling to meet this demand. Low sales volumes of new BEVs in previous years is limiting the volume coming into the used car market whilst manufacturers are currently unable to support tactical registrations as they would normally do. Whilst tactical registrations increased by 6% in June compared to the previous month, they were 44% lower than in June 2021 as supplying sold orders are prioritised over tactical registrations.

This move to BEVs can be seen in our report on the fastest-selling online B2C used cars under 4-years-old, excluding niche volumes, van derived cars and sports cars. June saw the second consecutive monthly clean sweep by alternative powertrains for the top 3 slots. The Tesla Model Y retained first place, selling 36.7% faster than the fastest-selling ICE car the MG 3.

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

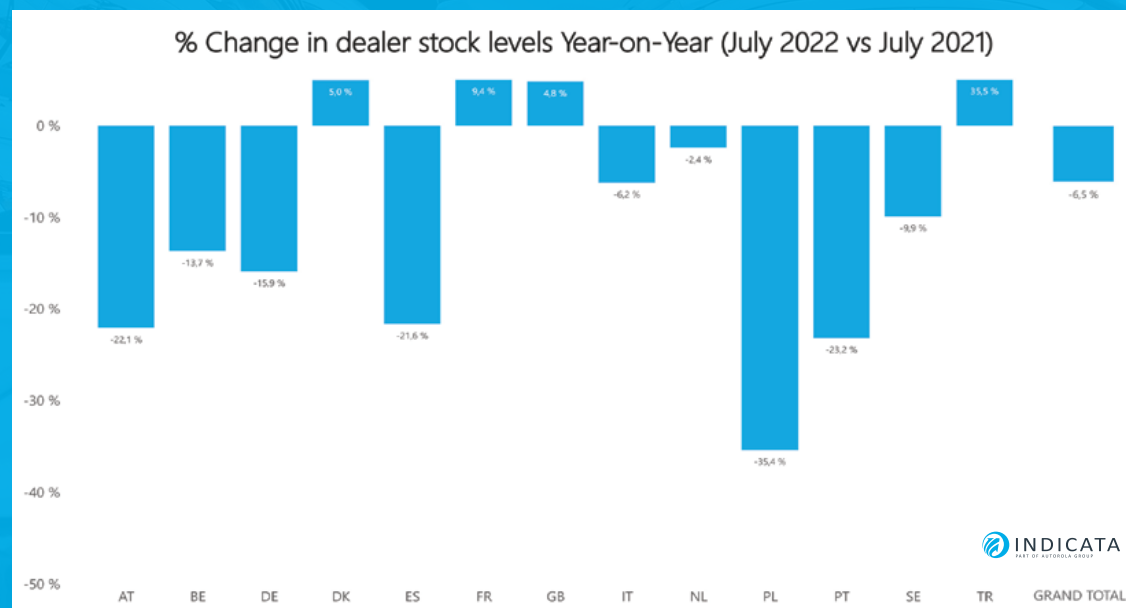
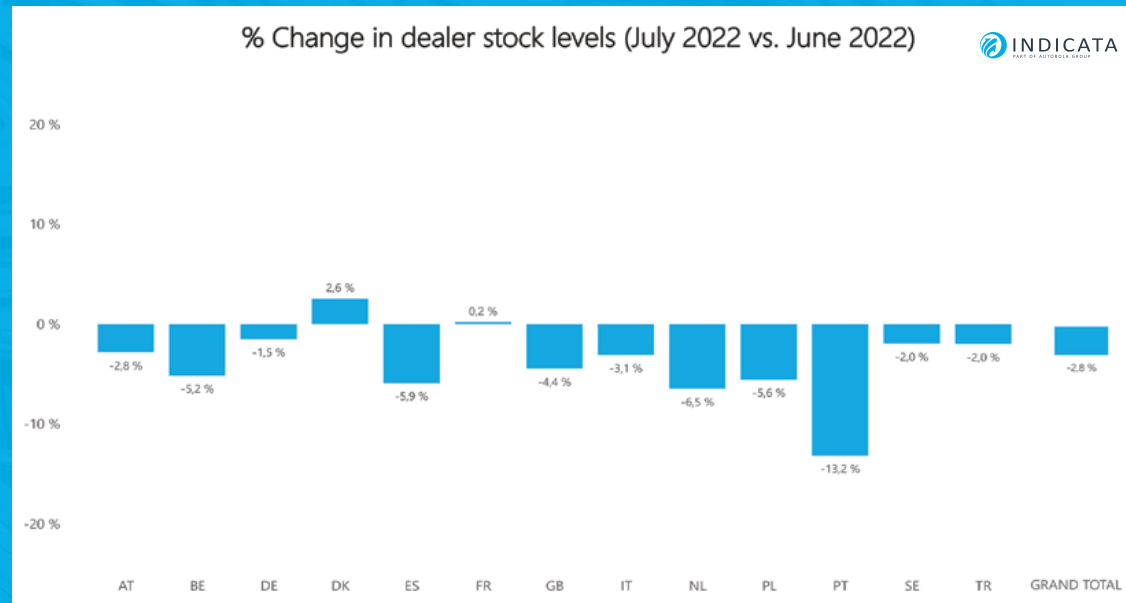


## Fastest selling car models up to 4-years-old by Market Days Supply

All powertrains	MDS	ICE	MDS	Hybrid	MDS	BEV	MDS
Tesla Model Y	23.5	MG 3	37.1	Kia Optima	20.6	Volkswagen Golf	16.9
Tesla Model 3	28.1	Mini Cabrio	38.4	Toyota Auris	29.4	Opel/Vauxhall Corsa	22.5
Polestar 2	30.0	Opel/Vauxhall Zafira	39.2	Kia Niro	30.3	Tesla Model Y	23.5



# Online B2C used car stock levels 8.3% lower year-on-year excluding Turkey



With demand for used cars creating record breaking prices in most countries but supply heavily constrained due to over two years of depressed new car sales and long lead times on new car orders dealers and traders are continuing to struggle to get the right quality stock.

Whilst increased online B2C used car prices are helping with the margins the volumes are being heavily impacted by a lack of the right quality stock. Stock levels going into July fell a further 2.8% compared to the start of June making it four consecutive month-on-month declines. This puts stock levels 6.5% lower than at the start of July 2021. With Turkey being a ringfenced market for used car sales if you exclude it total stock levels for the rest of the region are 8.3% lower year-on-year.

Only France and Denmark saw stock levels going into July being higher than at the start of the previous month. France was fortunate in some ways by having very high online B2C used car stock levels at the start of the pandemic which has enabled them to weather the stock crisis better than other larger markets. With the UK being the only right-hand-drive market prices significantly overheated. Suppressed sales and stock levels are now 4.8% higher than at the start of July 2021.

Our index of average retail prices 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. However, prices going into July were 3.9 percentage points higher MoM and are 16.0pp higher than at the end of last year.

The restrictions around importing used cars into Turkey combined with the new car shortages has resulted in online B2C used retail car prices rising 112.7 percentage points in our index in just six months.



Online B2C used car prices rose another 0.6 percentage points going into July month-on-month and this means they are now 11.6pp higher than at the end of last year. In real terms the increase is even higher as our price index is based on a consistent pool of vehicles indexed against January 2021 which would normally create a lifecycle driven downward curve in average prices. Factoring this in 2022 has seen average prices increase by closer to 14% in just 6 months.

The reason for the price rises remains the disruption in the new car market caused by the shortage of semiconductors and the last two years of Covid-19. This has constrained the supply of the right quality stock coming back to the second hand market and increased the used car demand as car buyers face increasingly long lead times on new car orders.

Online B2C used stock levels going into July were 2.8% lower than just a month earlier and 22.1% down year-on-year.

With stock so constrained dealers and traders are struggling to meet the demand and this resulted in June sales falling 6.7% compared to the previous month which is 31.7% lower than in June 2021. With half of the year behind us online B2C used car sales are 26.8% lower than for the first half of 2021 and 16.7% down on the same period in the pre-Covid 2019.

Manufacturer-backed tactical registrations are still limited due to the semiconductor issue which resulted in a 45% YoY fall in cars under 1-year-old.

Sales and demand continue to increase for BEVs which saw sales rise by 22% YoY and stock turn jump by 93% over the same period resulting in a stock turn of 5.7x, making it the fastest seller of all the powertrains.

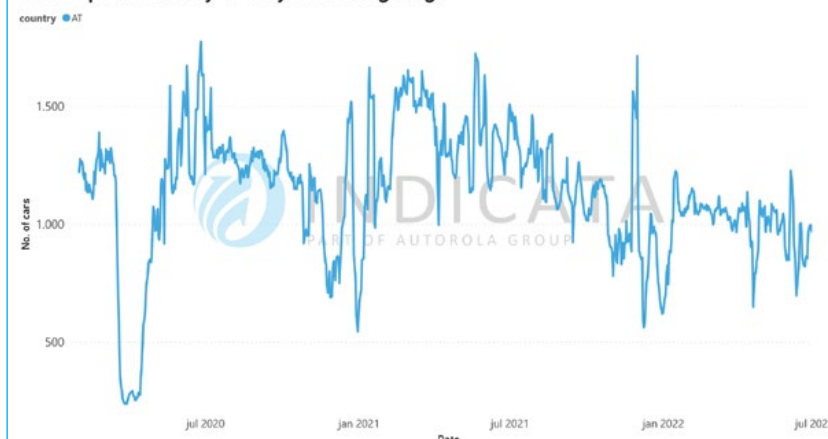
#### Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	Golf	52.9
Audi	A4	86.3
Škoda	Octavia	74.8

#### Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Tesla	Model 3	19x	19.4
Toyota	RAV 4	10x	37.1
Hyundai	i10	8x	46.5

#### Sales per country (7 days moving avg.)

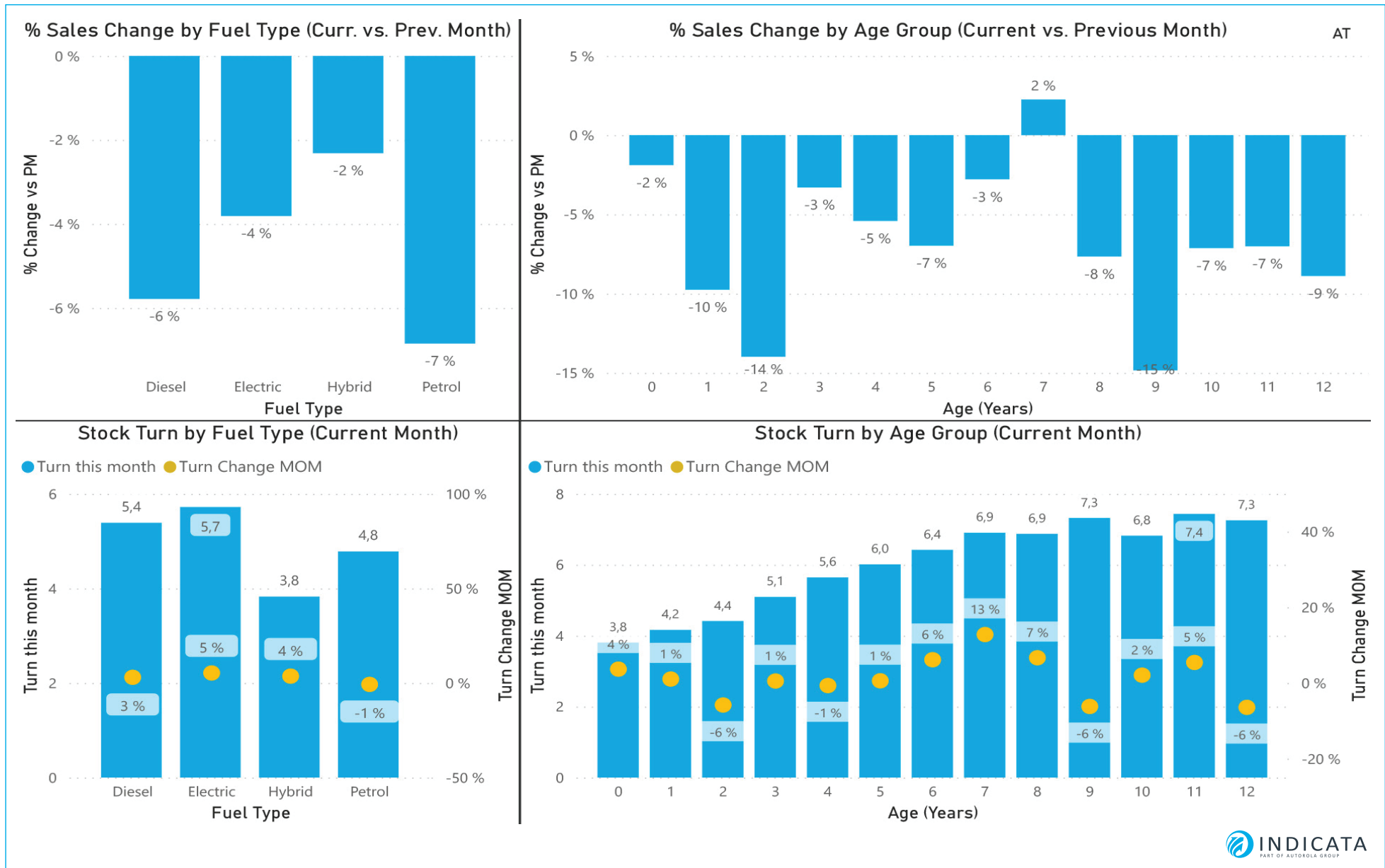


#### Retail price (weighted avg.) (index 100 = 01JAN2021)



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June online B2C used BEV sales were 78% higher than just a year earlier in a market that is struggling to keep up with high demand and constrained supply. The other powertrains all saw YoY falls in sales with used hybrid cars down 4%, diesel dropping 27% and a 29% fall in petrol sales.

Across all powertrains total June online B2C used car sales fell 17.1% against May and were 24.1% lower than in June 2021. Sales for the first half of this year are just 2.5% down on last year and struggling to get back to pre-Covid levels.

The semiconductor shortages mean manufacturers are unable to support tactical registrations resulting in a 20% month-on-month fall in the sale of very young used cars under 1-year-old which is 45% lower than the total done in June 2021.

After around two years of Covid restrictions impacting sales and now the semiconductor shortage means dealer and trade stock levels continue to be hit with levels going into July 5.2% lower than just a month earlier which is 13.7% down on the start of July 2021.

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. With no end in sight for the supply constraints, prices rose a further 0.9 percentage points going into July MoM and are now 10.4 percentage points higher than at the start of this year which is the second highest pp rise in the euro area covered in this report.

Top selling < 4-years-old by volume		
Make	Model	MDS
Audi	A3	46.0
Mercedes-Benz	C-Class	74.1
Volkswagen	Golf	52.1

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Corolla	14x	26.3
Volkswagen	T-Cross	14x	27.9
Toyota	C-HR	13x	28.3

Sales per country (7 days moving avg.)



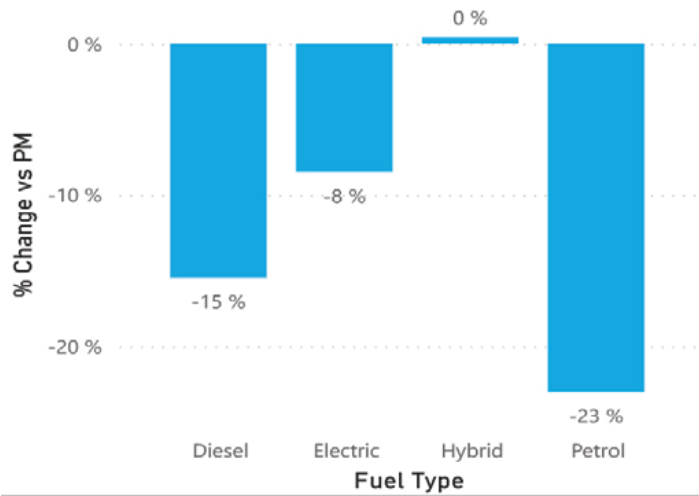
Retail price (weighted avg.) (index 100 = 01JAN2021)



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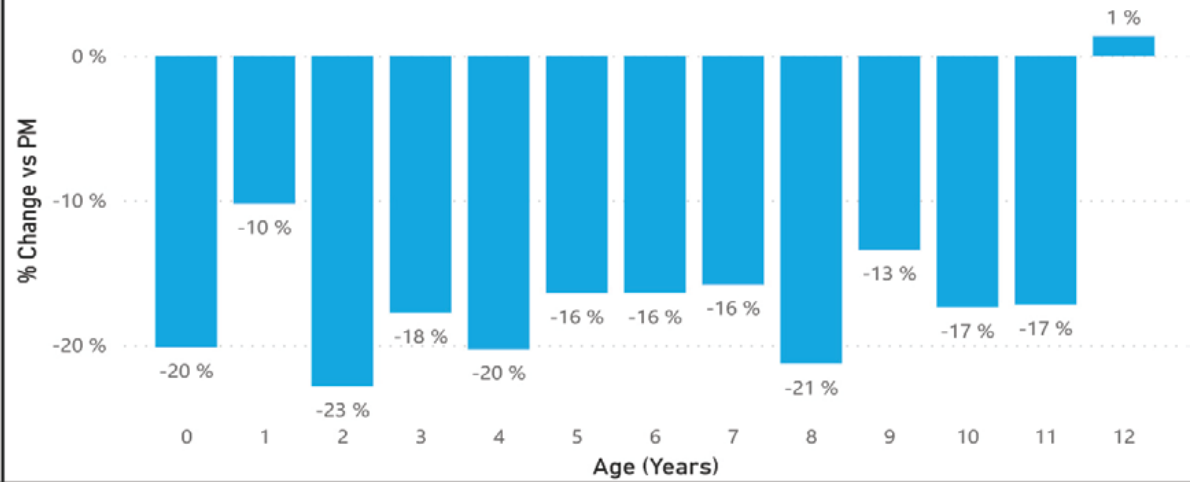


### % Sales Change by Fuel Type (Curr. vs. Prev. Month)

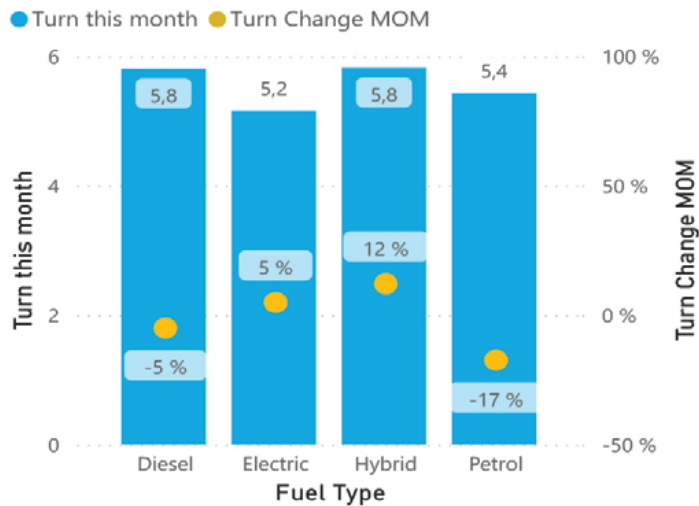


### % Sales Change by Age Group (Current vs. Previous Month)

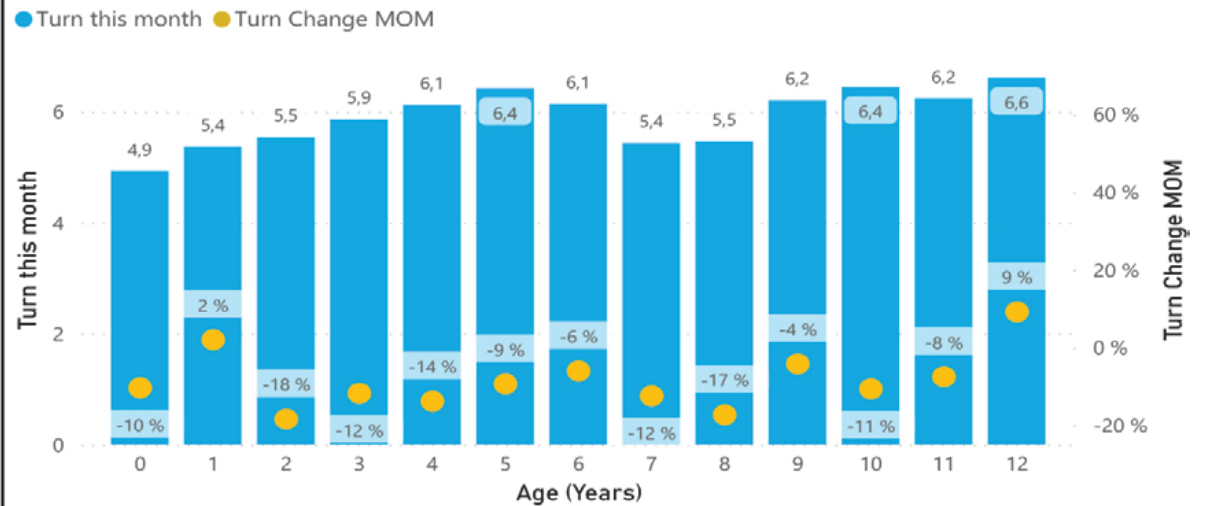
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### Stock Turn by Fuel Type (Current Month)



### Stock Turn by Age Group (Current Month)





Denmark is continuing to leave the rest of the region in its wake as online B2C used car sales in June were 6.5% higher than for June 2021. Six months into the year and sales for the year-to-date are 9.2% up year-on-year and 16.2% higher than for the same period in 2019.

Whilst online B2C used car sales of diesel cars were 8% down YoY with used petrol car sales falling 4% over the same period the alternative powertrains saw sales rise. Used hybrid sales in June 2022 were up 36% over June 2021 levels whilst BEV sales jumped an incredible 156% over the same period.

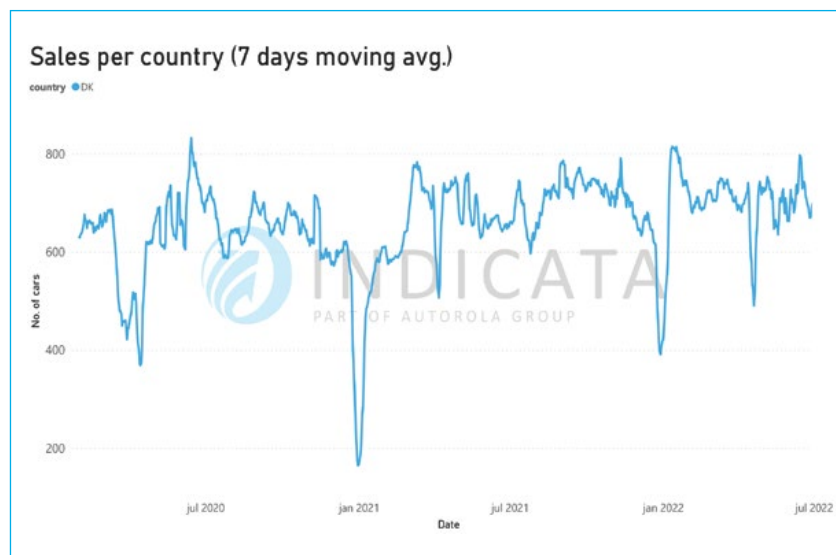
With sales of BEVs rising so sharply it has also impacted the speed with which they are selling. BEVs had already become the fastest-selling powertrain in Denmark but a 112% YoY increase in stock turn puts it at 11.1x which is getting close to selling twice as fast as the other powertrains.

Despite healthy levels of sales stock levels rallied a little, increasing by 2.6% going into July compared to the start of June and this puts them 5.0% higher than at the start of July last year.

Our online B2C used car retail 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. Despite stock being less constrained than elsewhere the strong demand has pushed prices up a further 1.5 percentage points going into July compared to the start of June and this means prices are now 9.3pp higher than at the end of last year.

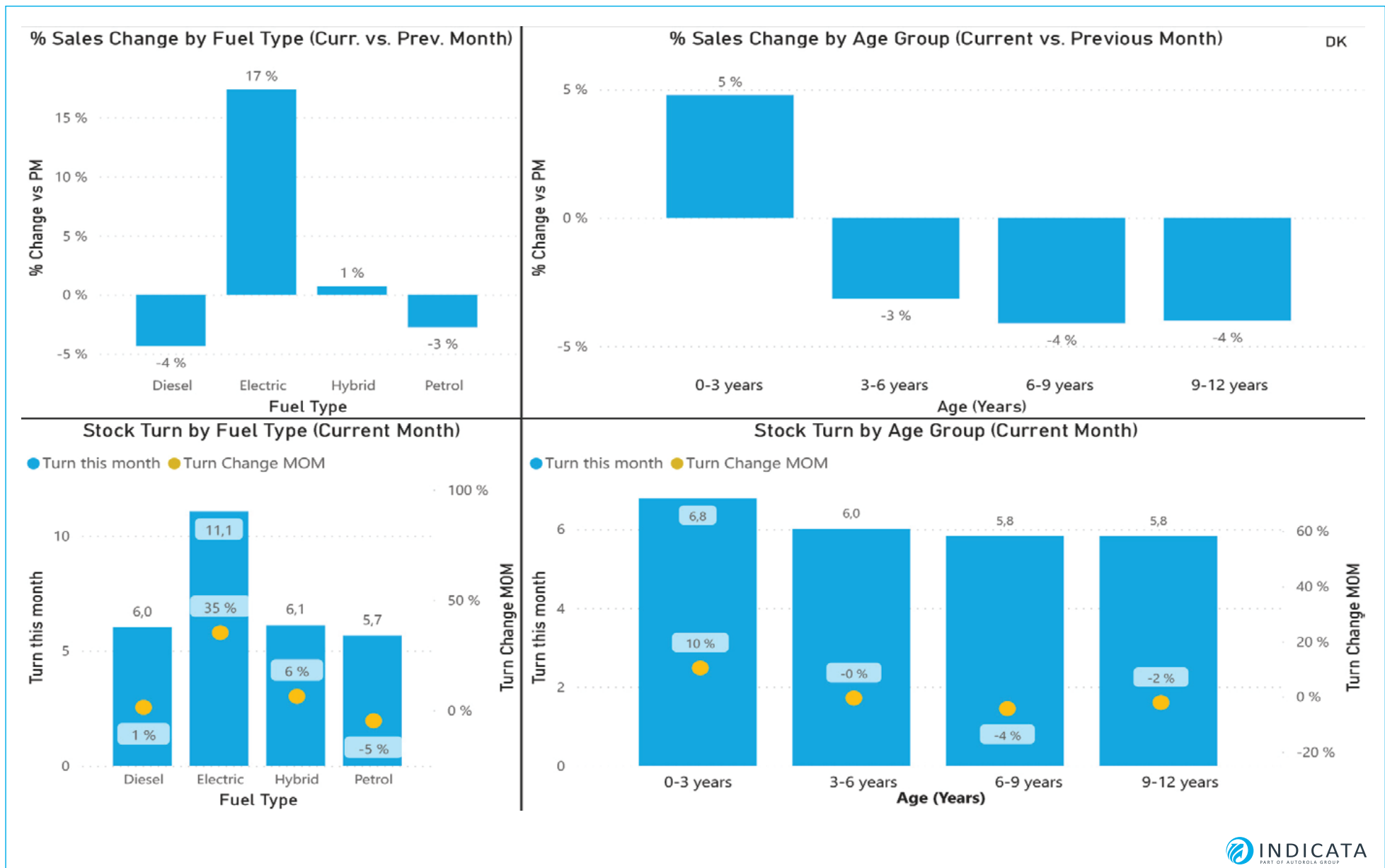
Top selling < 4-years-old by volume		
Make	Model	MDS
Tesla	Model 3	18.4
Volkswagen	Golf	47.1
Volkswagen	Polo	53.0

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Tesla	Model Y	27x	13.2
Polestar	2	22x	16.6
Tesla	Model 3	20x	18.4



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As we have seen across the region it is all about supply and demand and there is no denying the strength of demand for used cars currently. Whilst supply remains constrained in most markets the Covid pandemic saw France have some of the highest levels of stock enabling them to cope with the sudden increased demand for used cars a little better than some neighbouring countries.

France is one of only two countries in the region to see online B2C used car sales in June increase over the previous month, +7.4%. Sales were also 15.3% higher than in June 2021 resulting in June 2022 year-to-date sales being 2.4% higher than for the first half of last year, and 14.5% above the same period in pre-Covid 2019.

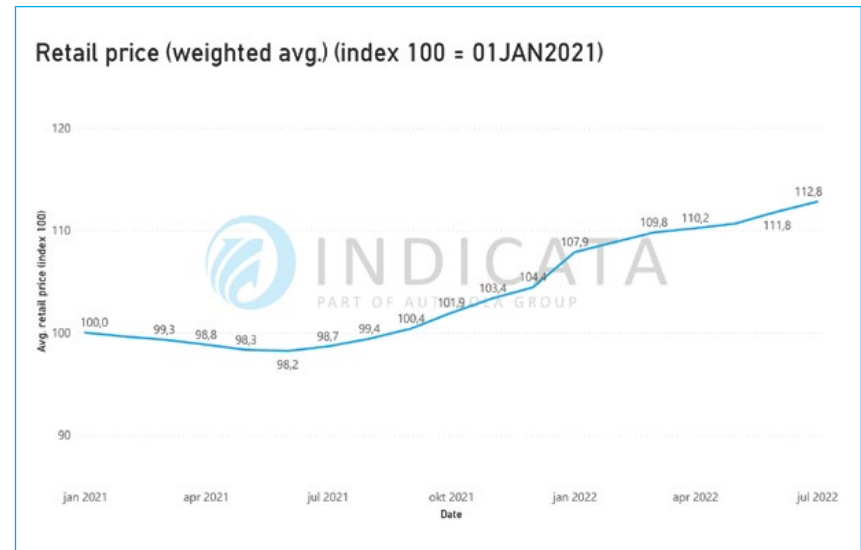
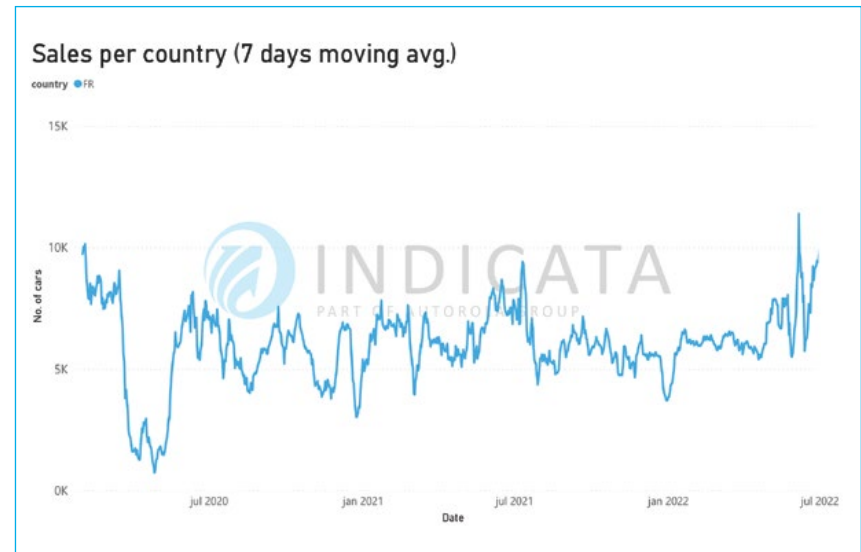
Demand for BEVs has increased so much that stock turn is now at 11.6x, an 80% increase over the same point last year making them the fastest-selling of all

powertrains. Despite this, sales only increased by 8% YoY as the issue of having the right sort of stock pushed buyers elsewhere resulting in a 17% increase in hybrid sales compared to a year earlier.

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 supply has been less of an issue it is the right quality of supply that is key, and this pushed up average prices by 1.0 percentage points month-on-month going into July and they are now 8.4pp higher than at the end of last year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Renault	Clio	47.8
Peugeot	208	46.1
Peugeot	3008	50.9

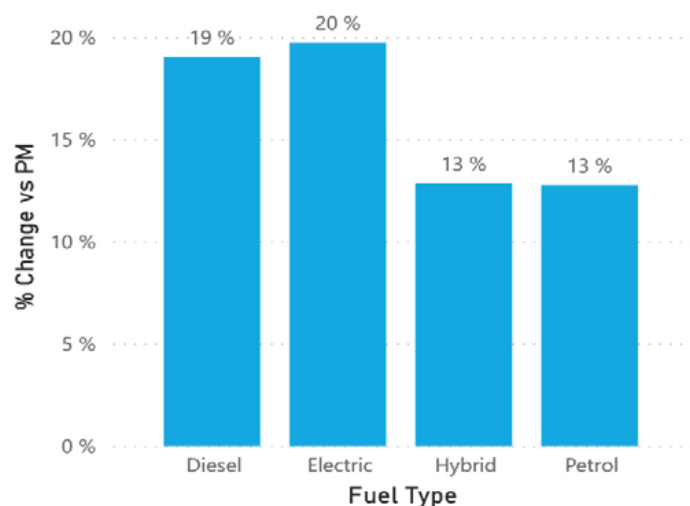
Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Auris	20x	17.8
Renault	Zoe	17x	20.9
Nissan	Leaf	15x	23.8



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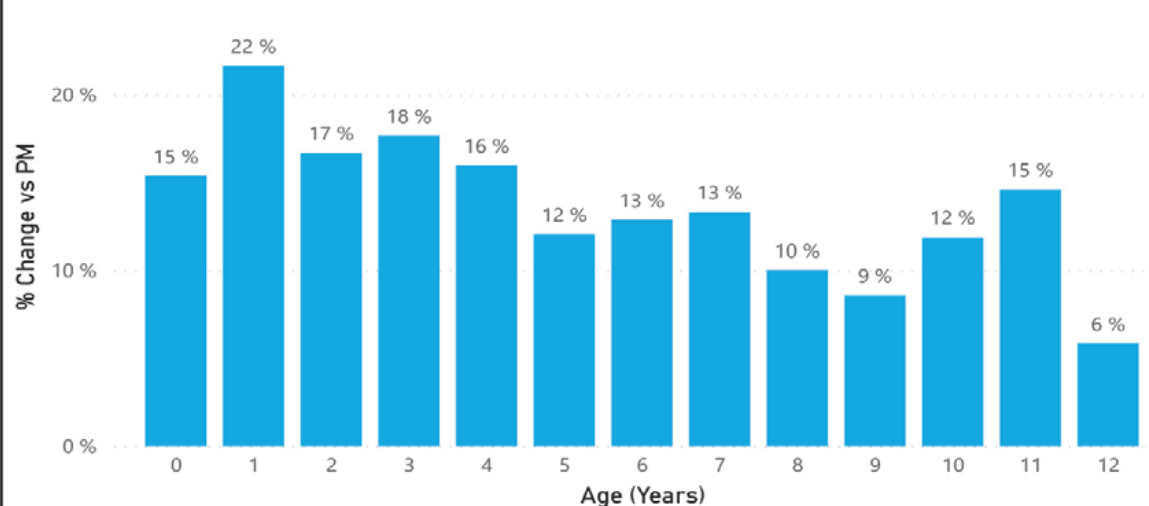


### % Sales Change by Fuel Type (Curr. vs. Prev. Month)

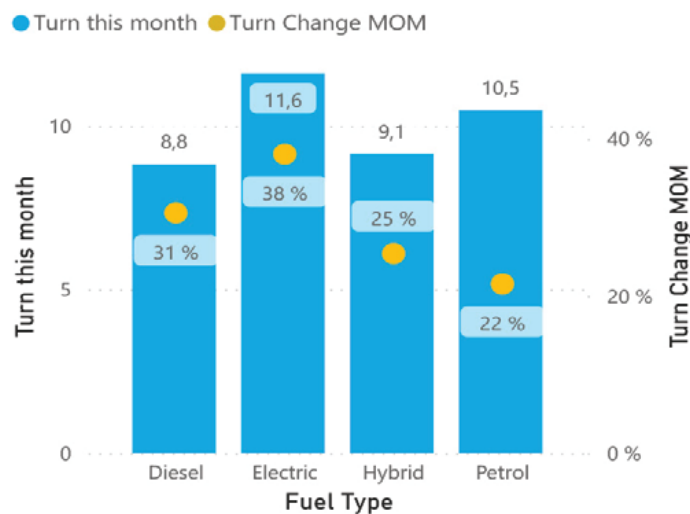


### % Sales Change by Age Group (Current vs. Previous Month)

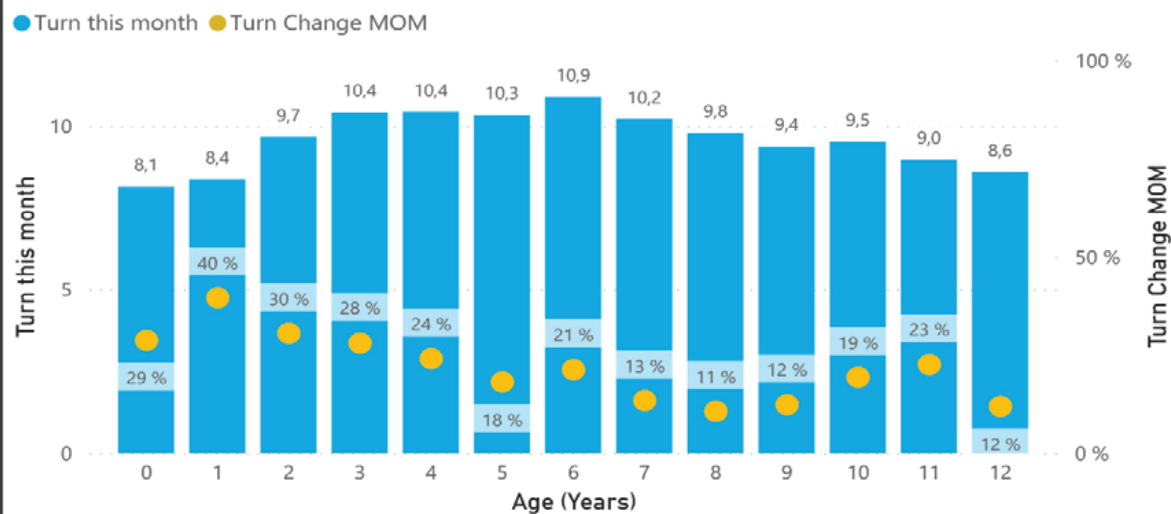
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### Stock Turn by Fuel Type (Current Month)



### Stock Turn by Age Group (Current Month)





Supply and demand have always been the key automotive equation and the current automotive market proves that point. Despite strong demand, supply constraints are holding back sales with online B2C used car sales in June falling 2.4% month-on-month which puts them 29.7% lower than in June 2021. This means sales for the first half of the year are 20.0% lower than for the same period last year and 11.8% down on the first six months of pre-Covid 2019.

Whilst all powertrains saw a year-on-year fall in June online B2C used car sales BEVs and hybrids dropped by just 8% and 3% respectively. In contrast sales of used petrol cars saw a 33% decline whilst used diesel car sales fell 36%.

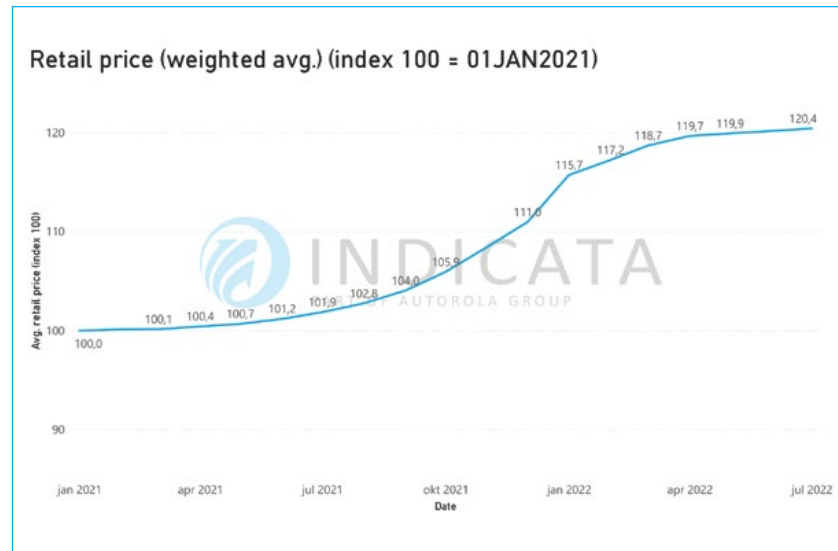
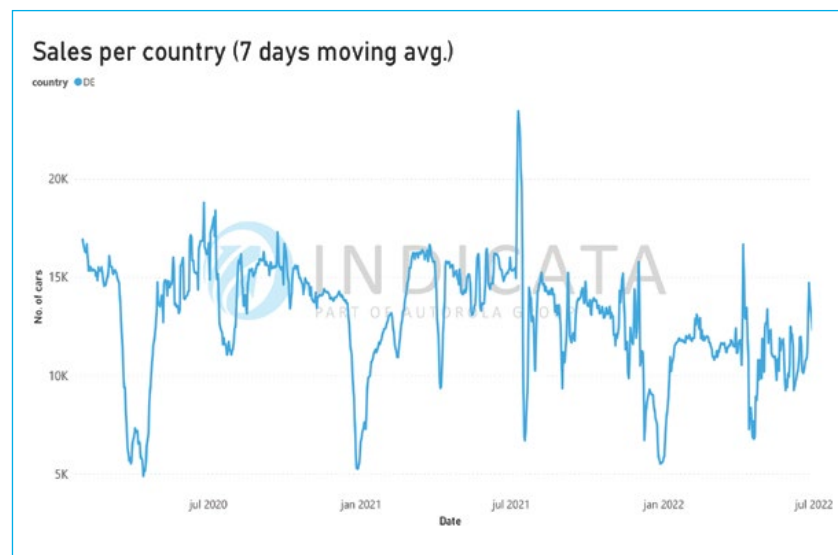
Manufacturer-backed tactical sales of cars under 1-year-old fell 39% YoY as sold orders were prioritised during this semiconductor constrained period. This means the

increased demand for BEVs can only be met through existing used BEV cars which were already in limited supply. The net result is that BEV stock turn is now 7.8x, an 84% YoY increase, and makes them the fastest-selling powertrain by some margin.

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. With rumours of lead times on new orders stretching out into late 2023 and even 2024 demand is keeping used car prices up with our index showing a further 0.5 percentage point increase month-on-month going into July putting prices 9.4pp higher than at the end of last year.

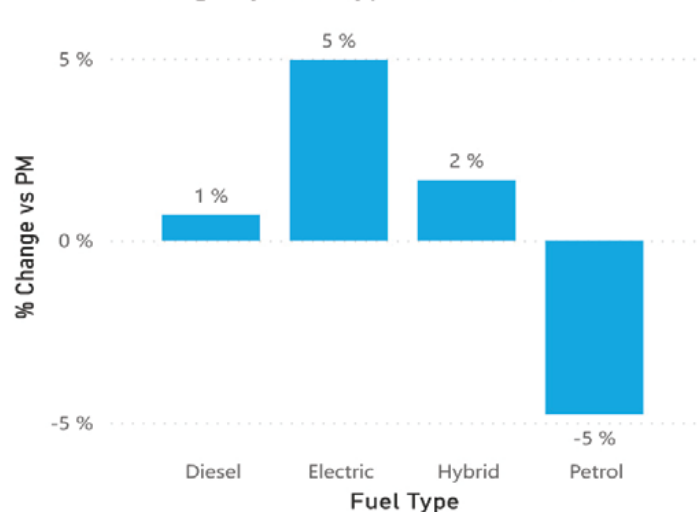
Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	81.0
Volkswagen	T-ROC	76.4
Mercedes-Benz	C-Class	82.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Volkswagen	ID.5	23x	15.5
BMW	i3	14x	24.8
Tesla	Model 3	13x	27.0

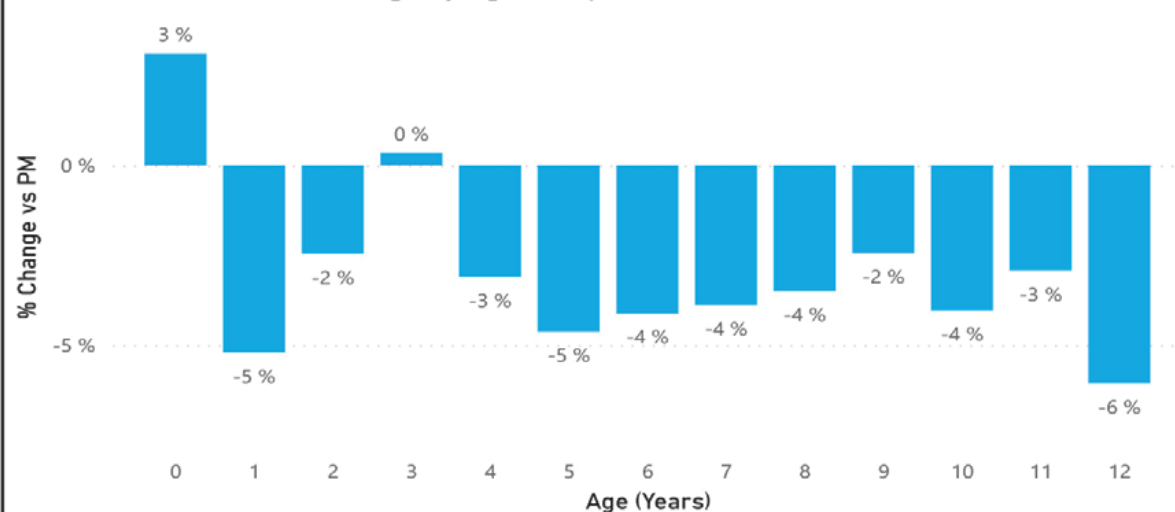


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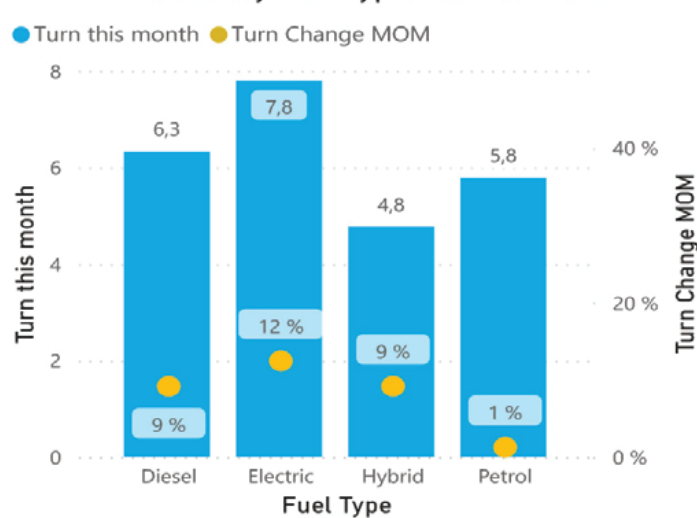
% Sales Change by Fuel Type (Curr. vs. Prev. Month)



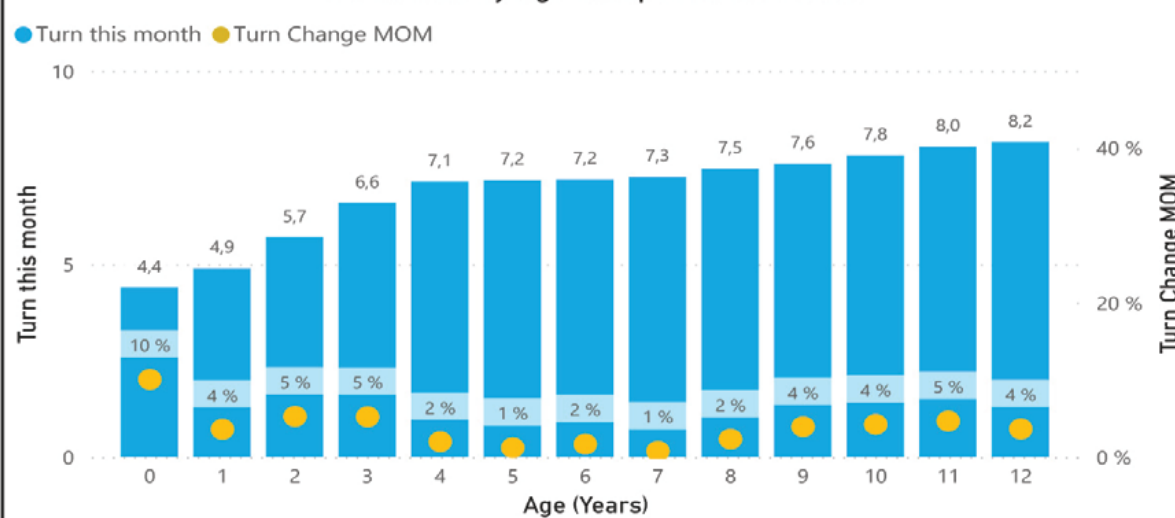
% Sales Change by Age Group (Current vs. Previous Month)



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)





After online B2C used BEV sales saw a year-on-year increase of 107% in May, June saw another leap with sales up 94% YoY. Whilst hybrid sales saw a marginal 6% increase over the same period used petrol car sales fell 25% with used diesel car sales dropping 29%.

For the combined market online B2C used car sales in June were 6.7% down on May and 21.6% lower than in June 2021. That puts June 2022 year-to-date sales 17.7% lower than the first half of last year but 5.3% above the pre-Covid 2019.

Whilst stock levels are not as low as in some markets a further 3.1% month-on-month fall in online B2C stock going into July means they are now 6.2% down on the same month last year.

With BEV demand rising sharply but stock levels constrained we have seen stock turn for BEVs increase in June by 106% compared

to June 2019 and all powertrains are selling equally as fast as the other.

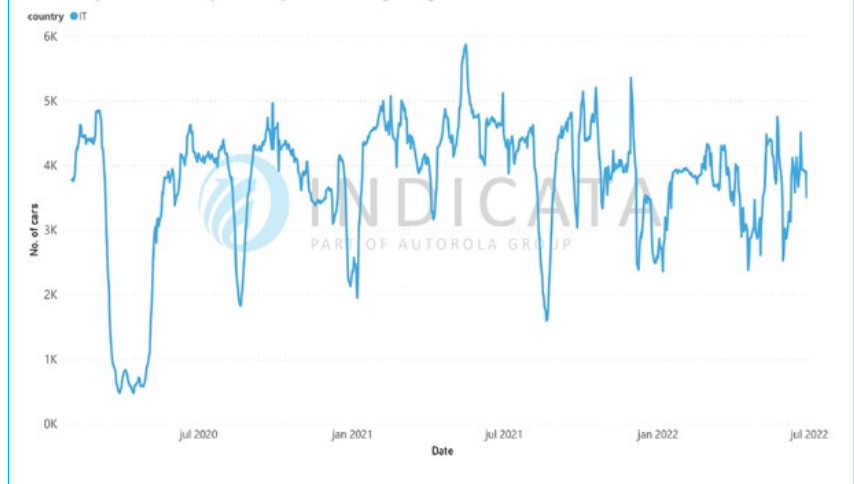
Under normal circumstances there would be some manufacturer-backed tactical registrations to support dealers but sales of very young used cars less than one-year-old were 9% down MoM and 56% lower than in June 2021.

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 the rate of increase has slowed compared to previous month's the continuing constrained supply has seen prices rise by a further 0.5 percentage points going into July compared to the start of June meaning they are now 9.4pp higher than at the end of last year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Fiat	500	56.1
Fiat	Panda	51.3
Jeep	Renegade	63.9

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	RAV 4	11x	33.5
Toyota	C-HR	10x	35.2
Toyota	Auris	9x	38.4

Sales per country (7 days moving avg.)

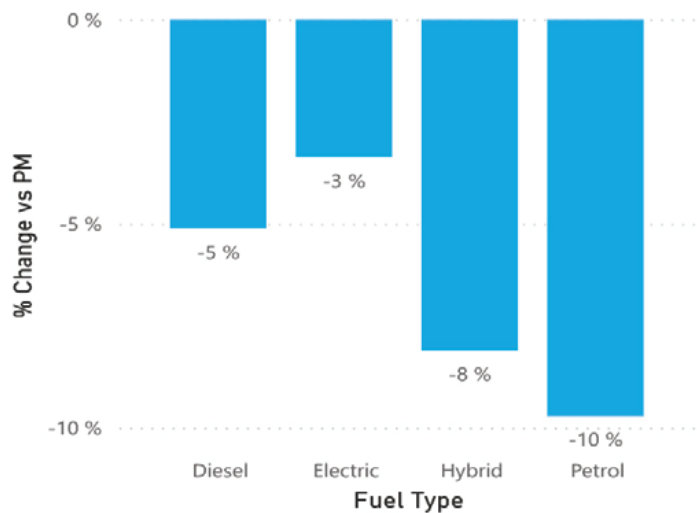


Retail price (weighted avg.) (index 100 = 01JAN2021)

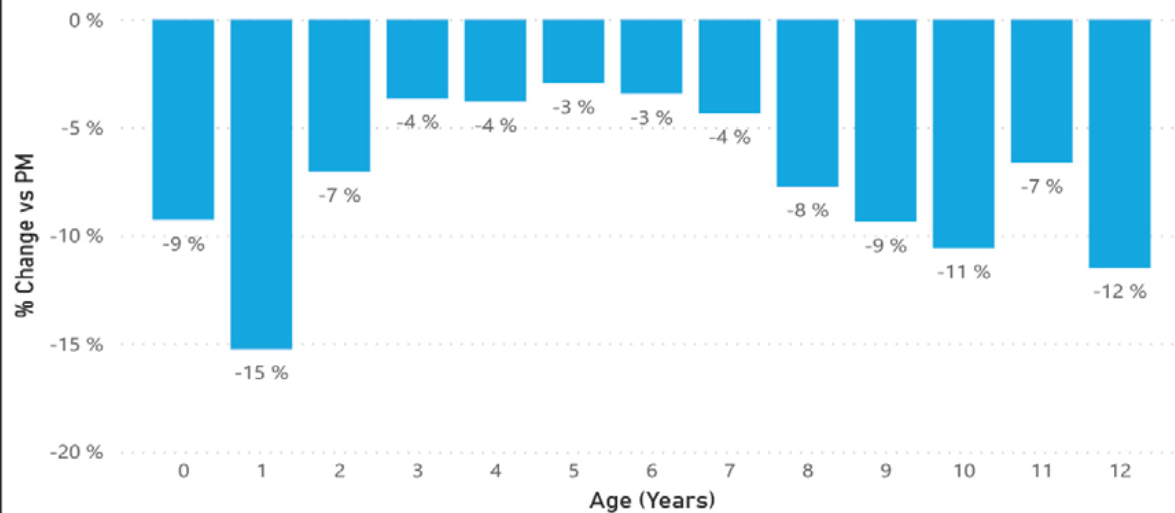


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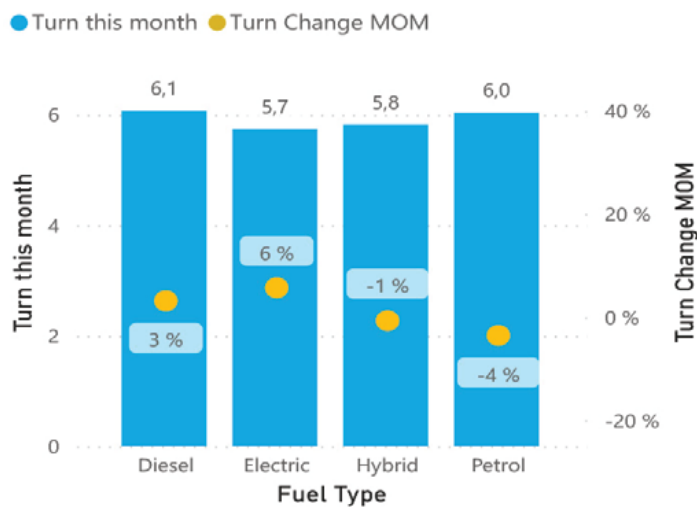
### % Sales Change by Fuel Type (Curr. vs. Prev. Month)



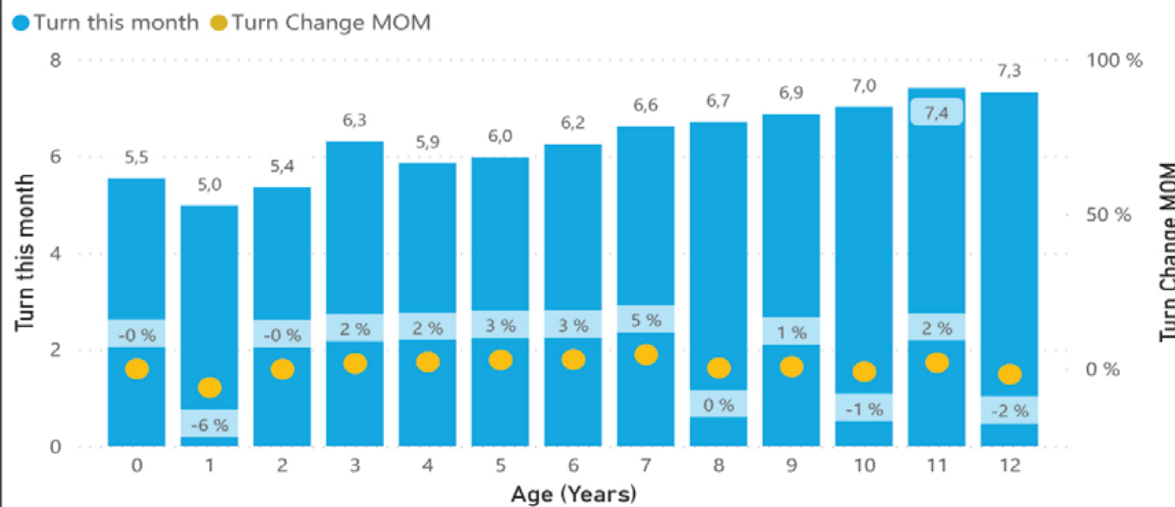
### % Sales Change by Age Group (Current vs. Previous Month)



### Stock Turn by Fuel Type (Current Month)



### Stock Turn by Age Group (Current Month)



Online B2C sales of used BEVs continue to outperform the market with June year-on-year sales up 44% compared to the total market falling 7.3% YoY.

June total online B2C used car sales were 10.8% up on May but that wasn't enough to reverse the year-to-date performance with June YTD 5.8% down on last year and 3.1% lower than the same period in 2019.

Hybrids also saw some growth with June 2022 8% higher than June 2021 but used petrol cars and used diesel cars saw sales fall 14% and 20% respectively.

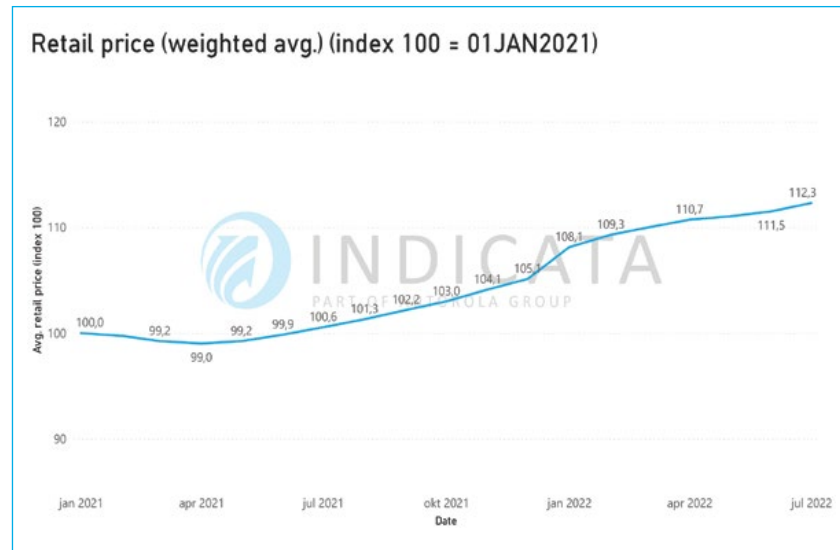
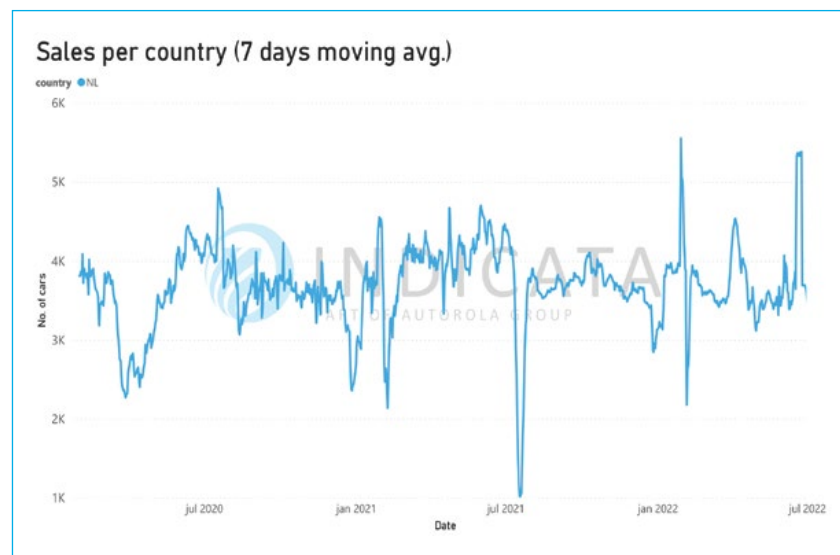
Whilst the Dutch market is not as stock constrained as others getting hold of the right quality stock remains a challenge with stock levels going into July 6.5% lower than at the start of June and 2.4% lower than a year earlier. A stock turn of 6.5x makes BEVs the fastest-selling powertrain thanks to a 55% YoY increase.

Whilst there was some evidence of manufacturer backed tactical registrations with sales of very young used cars under 1-year-old increasing by 11% in June compared to the previous month the semiconductor issue is limiting what they can do and what they did register was 31% less than we saw in June 2021.

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. With stock levels still falling but strong demand prices jumped 0.8 percentage points in our used car price index going into July which means average online B2C car retail prices are now 7.2pp higher than at the end of last year.

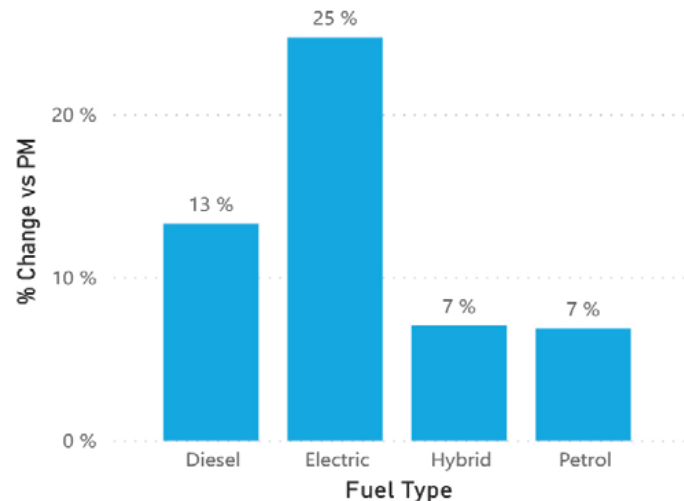
Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	85.5
Volkswagen	Polo	76.7
Renault	Captur	70.2

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



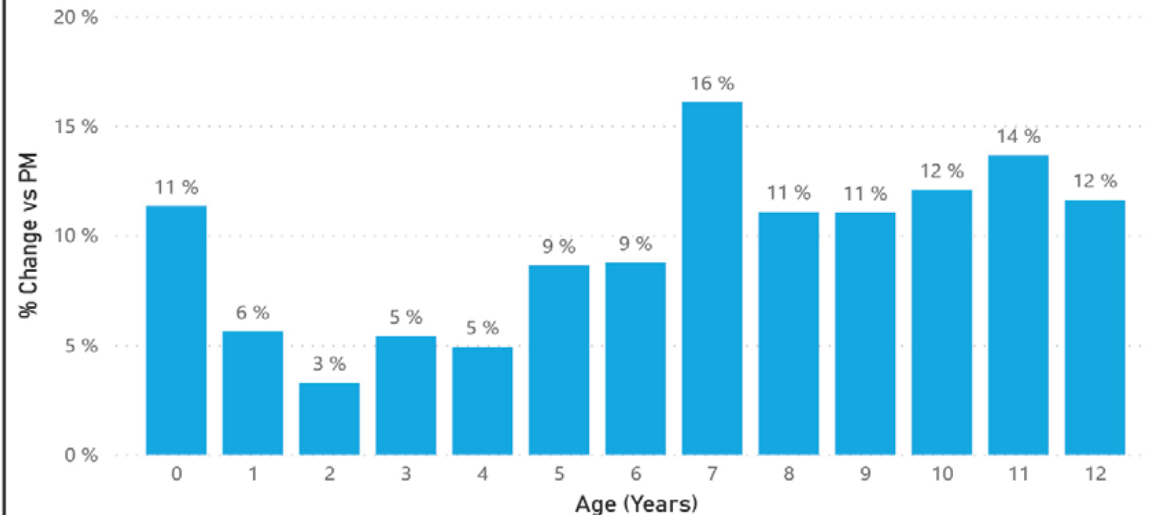
**Contact:** Bobby Rietveld | [bri@autorola.nl](mailto:bri@autorola.nl)

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

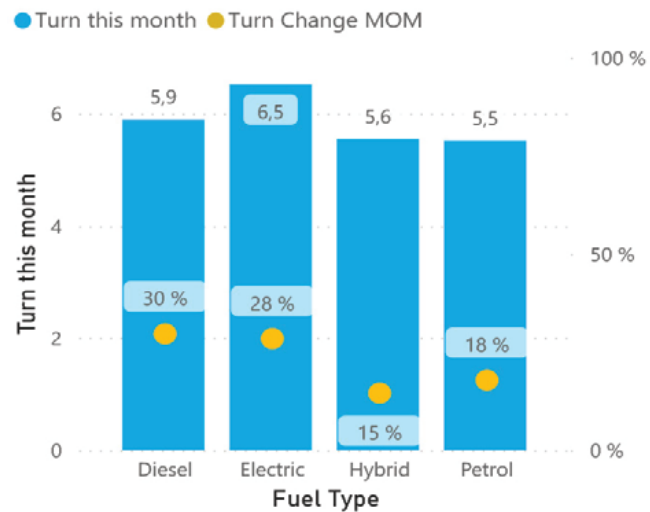


% Sales Change by Age Group (Current vs. Previous Month)

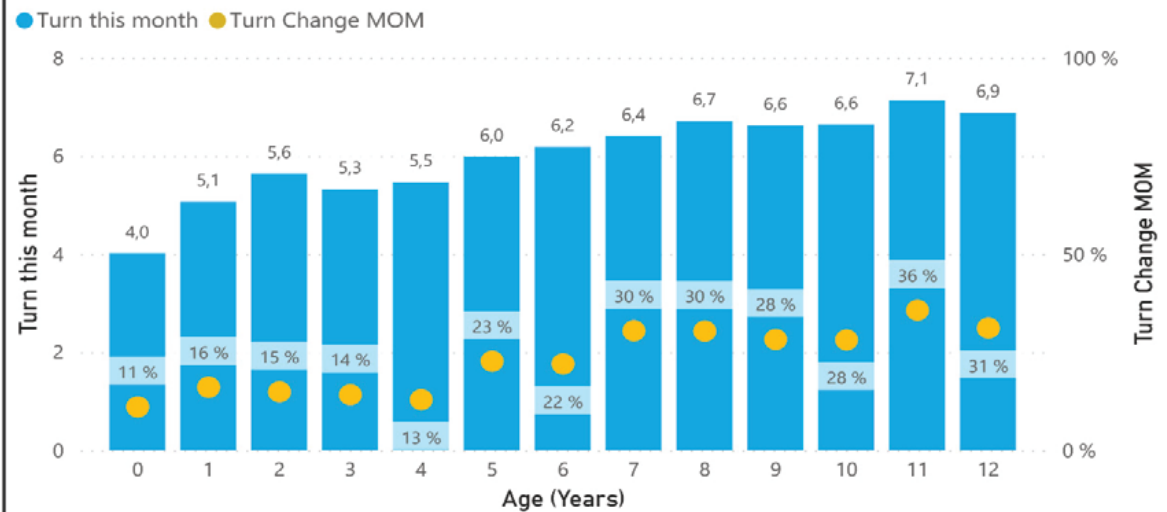
NL



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)







If you want to buy and sell a used car quickly in Poland, then BEVs seem to be the way to go. Online B2C used BEVs in June saw a 305% year-on-year increase in stock turn to 9.5x making it the fastest-selling powertrain by a long way.

Part of the reason for the sharp increase in stock turn is the available levels of stock with online B2C used car stock levels going into July 5.6% lower than just a month earlier which is 35.4% down on where they were at the start of July last year.

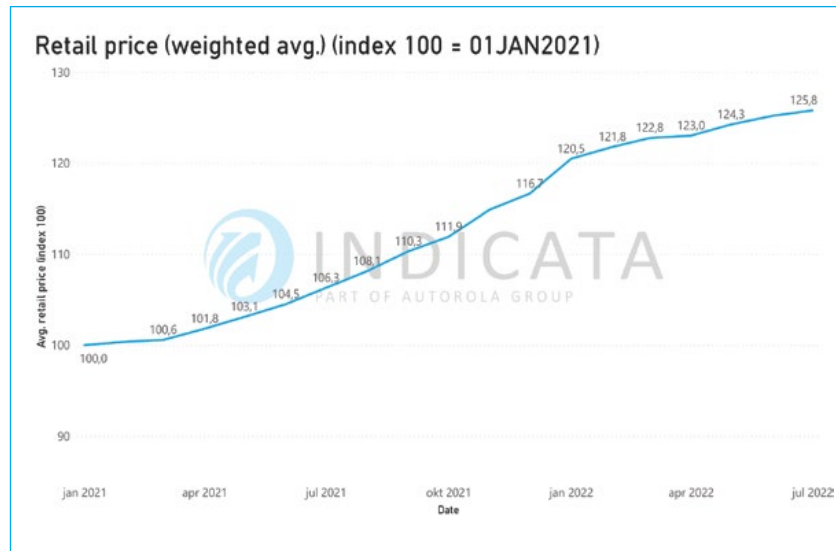
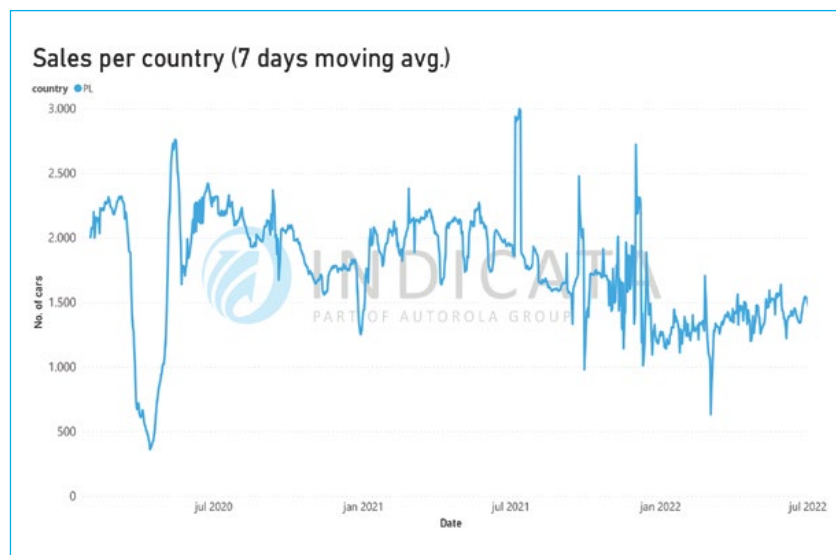
With the right quality stock heavily constrained total online B2C used car sales in June were 6.1% lower than in the previous month which makes them 26.9% down on June 2021 sales. The June result means total sales for the first half of 2022 are 32.3% lower than for the same period last year and 39.6% down on the first six months of 2019.

Under normal circumstances where there is a shortage of stock one would expect some manufacturer-backed tactical registrations but with the semiconductor shortages manufacturers are having to concentrate on sold orders resulting in the sale of very young used cars under 1-year-old falling by 91% YoY.

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. With no sign of the long lead times for new cars ending any time soon and demand in the used market well ahead of the constrained supply we saw a further 1.5 percentage points increase in our used car retail price index which means prices going into July are now 9.1pp higher than at the end of last year.

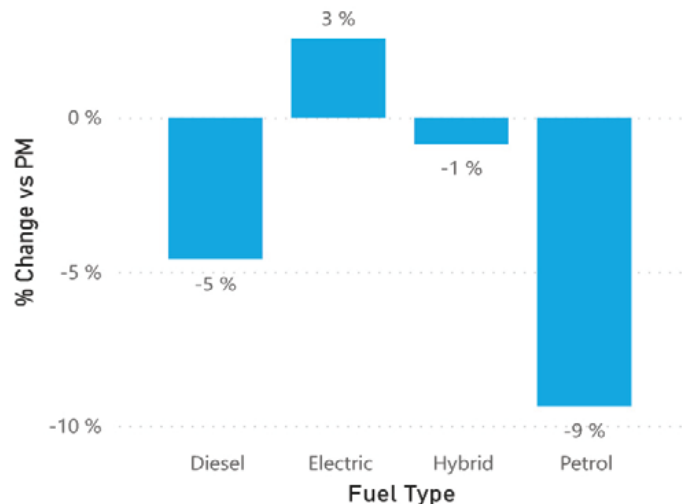
Top selling < 4-years-old by volume		
Make	Model	MDS
Škoda	Octavia	71.3
Opel	Astra	54.4
BMW	3-series	63.9

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	C-HR	12x	31.2
Toyota	Corolla	px	39.0
Renault	Captur	8x	43.0

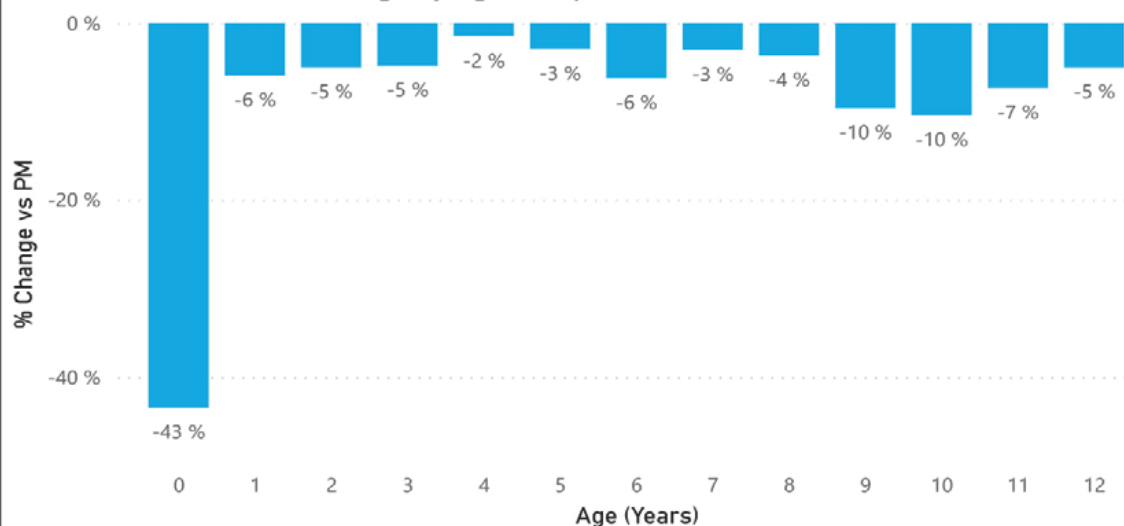


**Contact:** Krzysztof Stańczak | [kst@indicata.pl](mailto:kst@indicata.pl)

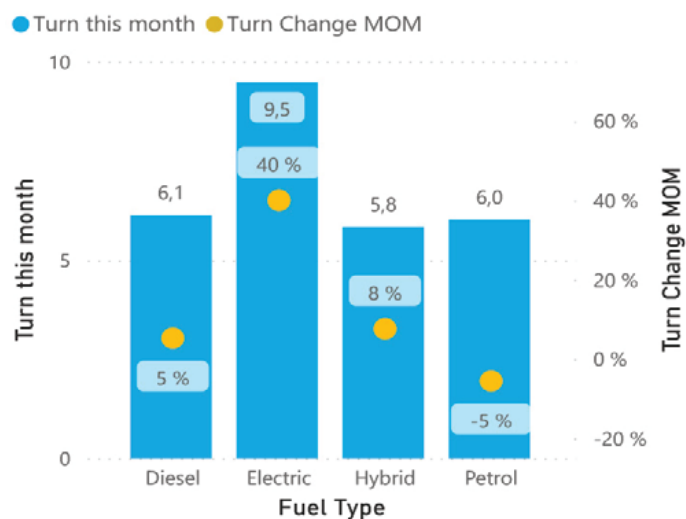
% Sales Change by Fuel Type (Curr. vs. Prev. Month)



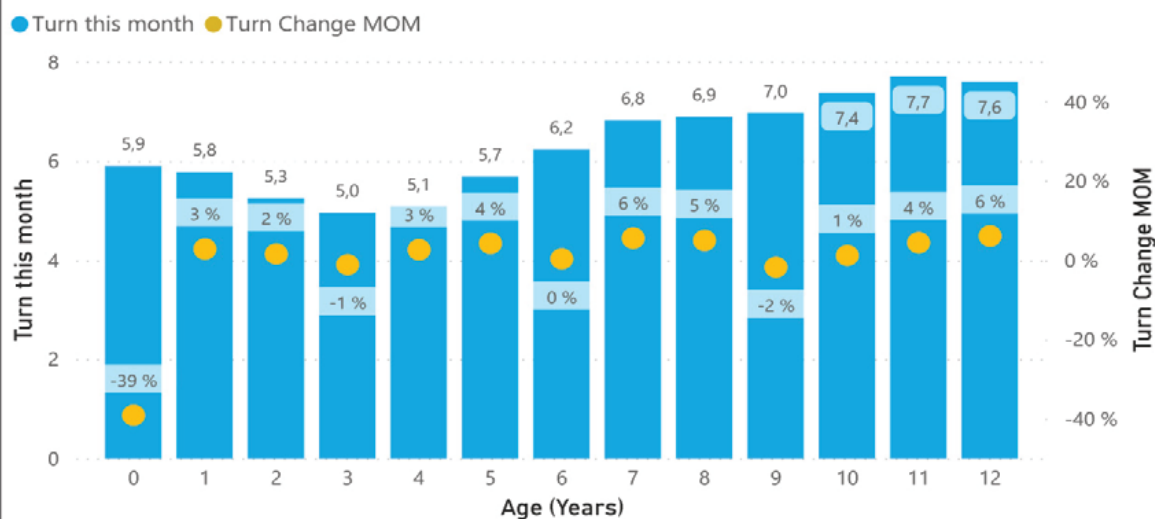
% Sales Change by Age Group (Current vs. Previous Month)



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)





Online B2C used BEVs are continuing to outperform the other powertrains and the market in general. Year-on-year sales were 109% higher in June 2022 compared to the same month last year whilst hybrid sales rose just 22% over the same period and used diesel and used petrol sales fell 17% and 32% respectively.

Online B2C sales for all powertrains in June were 9.0% lower than in May and 17.4% down on June 2021. With YoY sales down for five of the six months this year it should not be surprising to see online B2C used car sales for June year-to-date to be 18.0% down on the first half of last year although the growth of online sales does mean sales are 2.2% above the same period in 2019.

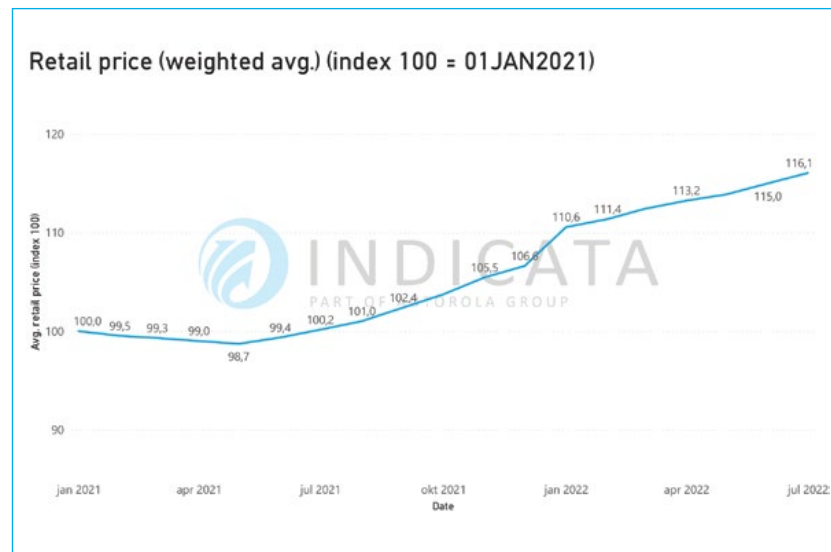
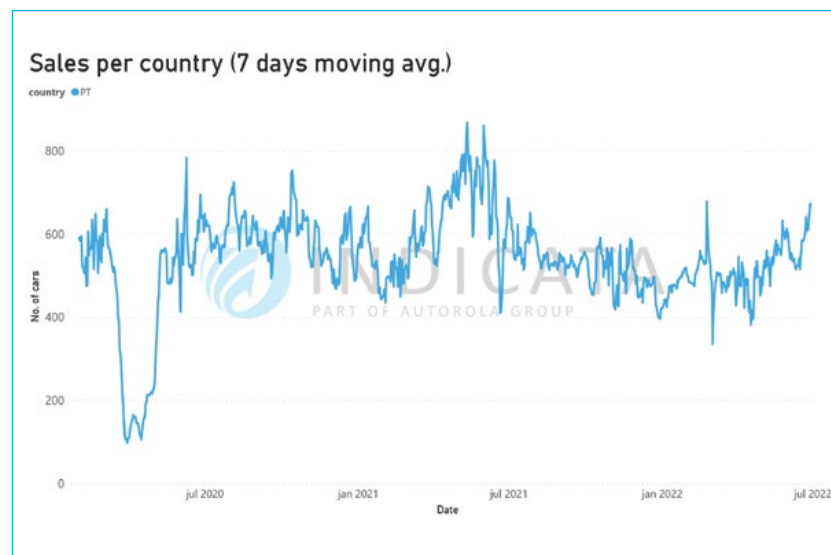
The challenge for sales remains getting the right quality stock and online B2C stock levels going into July are 13.2% lower than at the start of the previous month and 23.2% lower than at the beginning of July 2021.

With demand for BEVs so high and stock constrained, June stock turn for used BEVs rocketed up 135% year-on-year and they are now selling far quicker than the other powertrains with a stock turn of 7.1x.

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 lack of the right quality stock combined with the strong demand for used cars continues to see prices rising sharply with a further 1.1 percentage points increase in our used car retail price index. This means the average used car is now 9.5pp higher than at the end of last year.

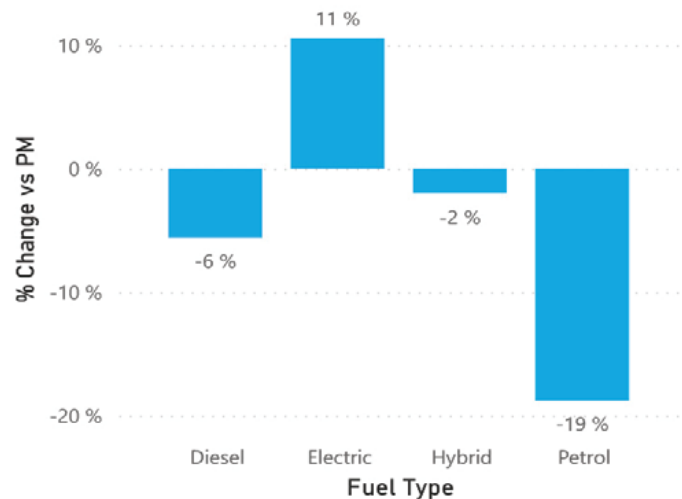
Top selling < 4-years-old by volume		
Make	Model	MDS
Renault	Clio	51.3
Renault	Mégane	47.7
Peugeot	3008	57.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Peugeot	5008	14x	26.1
Nissan	Micra	14x	26.5
Renault	Grand Scénic	12x	31.2

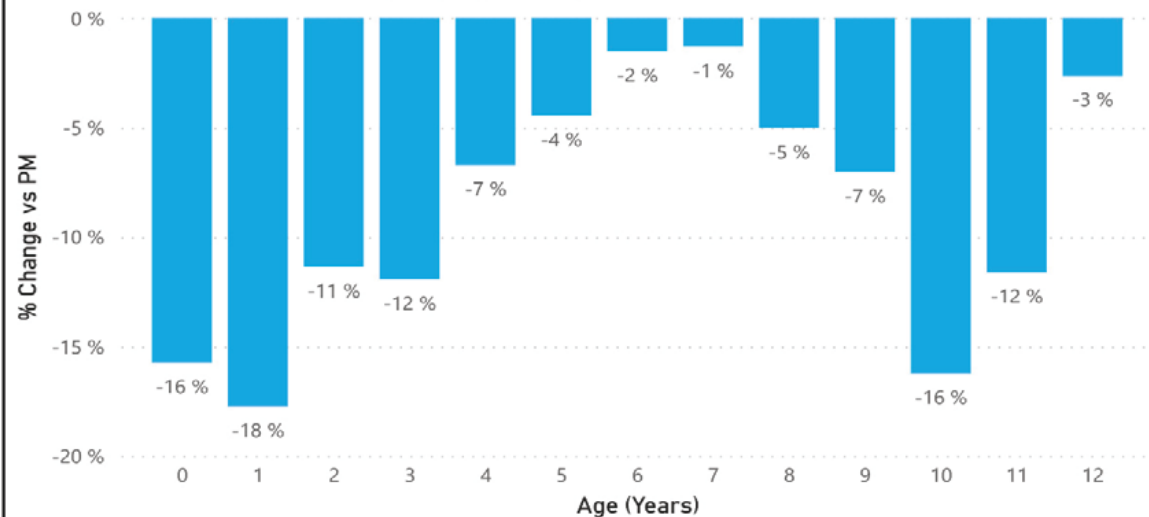


**Contact:** Sandra Sequerra | [sas@autorola.pt](mailto:sas@autorola.pt)

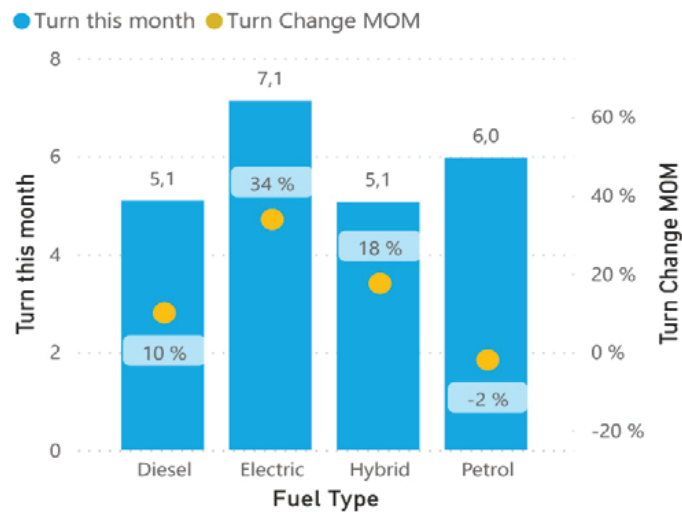
% Sales Change by Fuel Type (Curr. vs. Prev. Month)



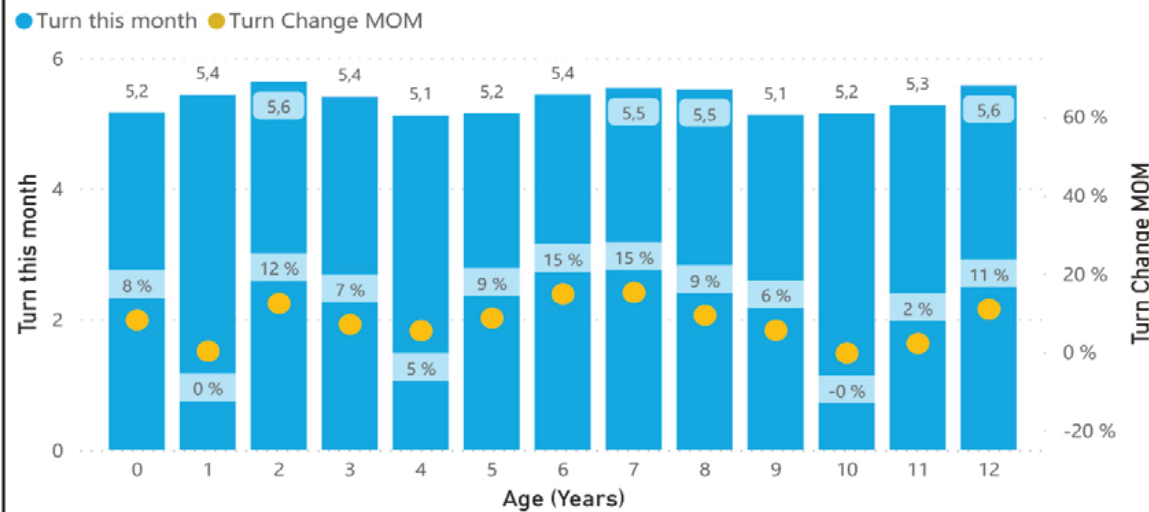
% Sales Change by Age Group (Current vs. Previous Month)



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)







Online B2C sales of used BEVs rose 8% year-on-year in May but June saw them shoot up 31% versus June 2021. This was in stark contrast to the other powertrains where used hybrids fell 4% YoY, used petrol cars dropped 27% over the same period and used diesel cars went down by 28% versus the same month last year.

In total online B2C used car sales in June were 1.9% lower than in May but a whopping 23.4% down on June 2021. This means June year-to-date sales are 5.4% lower than for the first half of 2021.

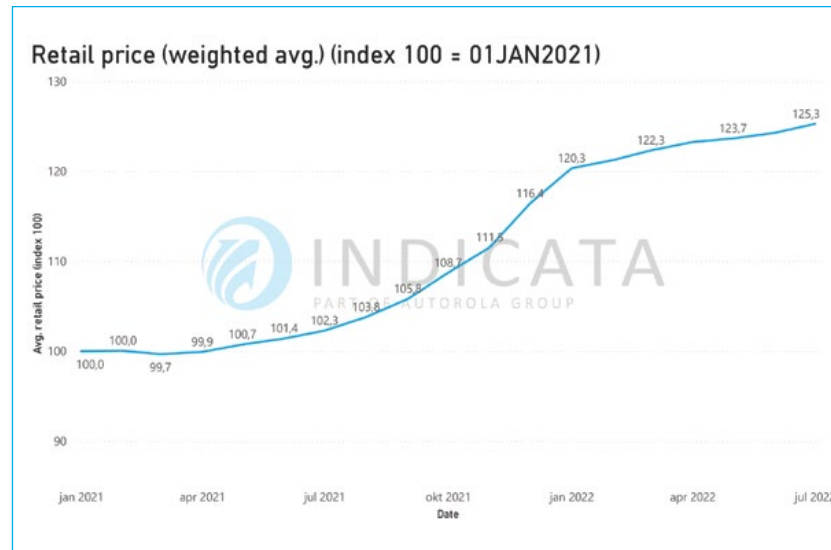
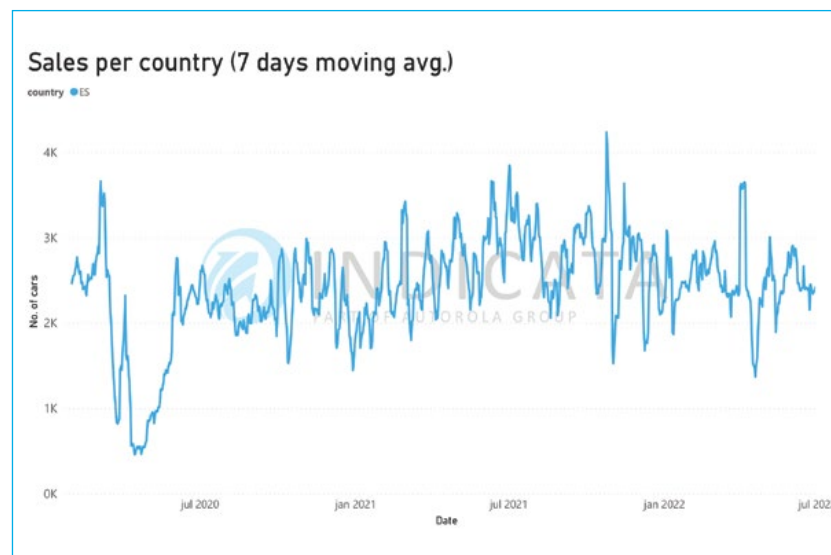
The biggest problem for the Spanish online B2C used car market remains the availability of stock with year-on-year stock levels falling for 10 consecutive months. Stock levels going into July were 5.9% lower than at the start of June which puts them 21.6% lower than in June 2021.

With the demand for BEVs so high but available stock constrained it is not surprising to see BEVs are clearly the fastest-selling used cars in the market with a stock turn of 8.4x, a 145% increase YoY.

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. With stock so constrained and sales demand strong our used car retail price index saw average used cars increase in value by 1.6 percentage points going into July which means the average car is now 8.9pp higher than at the end of last year.

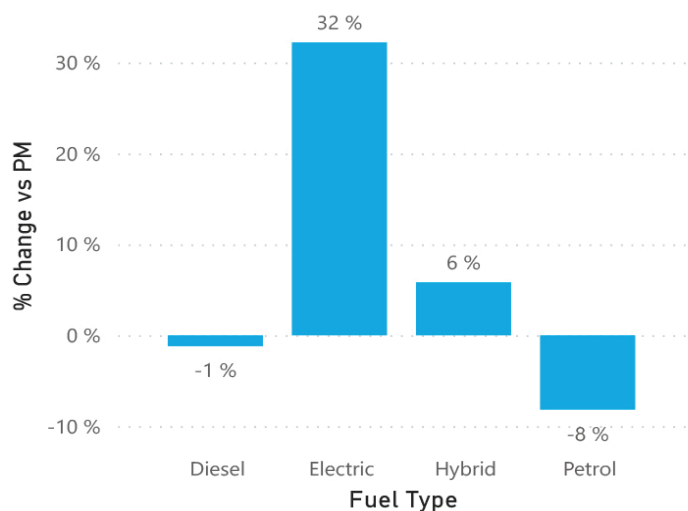
Top selling < 4-years-old by volume		
Make	Model	MDS
Seat	León	56.8
Seat	Arona	50.6
Peugeot	3008	54.8

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Nissan	Leaf	15x	24.1
Renault	Grand Scénic	14x	26.3
Toyota	C-HR	12x	29.3



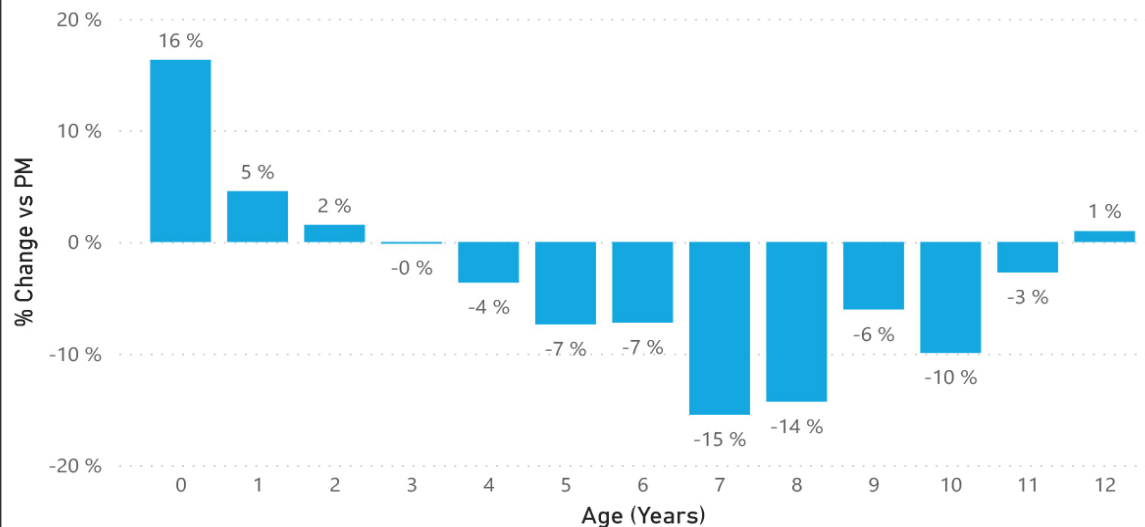
**Contact:** Andrés Macarro | [anm@autorola.es](mailto:anm@autorola.es)

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



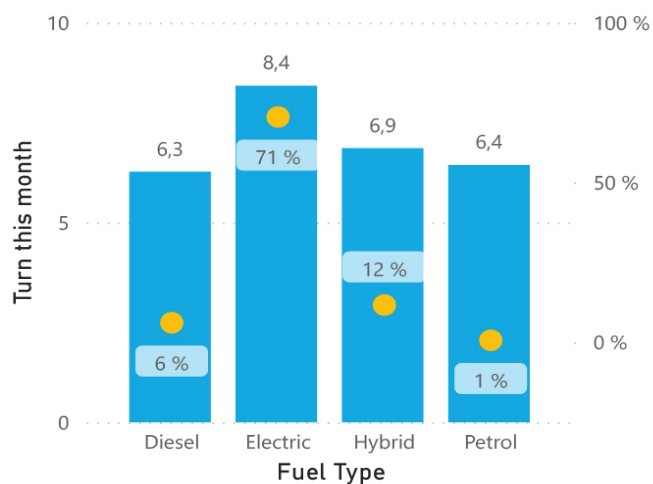
### % Sales Change by Age Group (Current vs. Previous Month)

ES



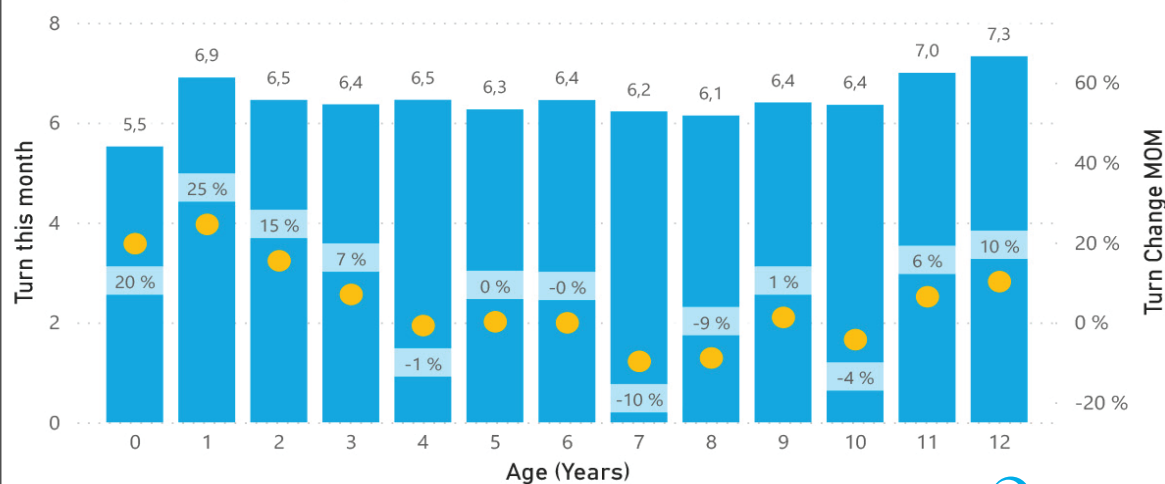
### Stock Turn by Fuel Type (Current Month)

● Turn this month ● Turn Change MOM



### Stock Turn by Age Group (Current Month)

● Turn this month ● Turn Change MOM





Online B2C used car sales for June were 6.6% lower than in May and 14.4% down year-on-year. This puts total sales for the year up to the end of June 11.4% lower than for the first half of 2021 and 3.8% down on the same period in 2019.

Sales of used petrol cars saw the largest YoY decline with sales dropping 20% closely followed by used diesel cars which fell 16%. Even hybrids saw a small 2% decline in YoY sales but BEVs totally bucked the trend with a 28% increase in sales over the same period as demand for greener motoring continues to soar.

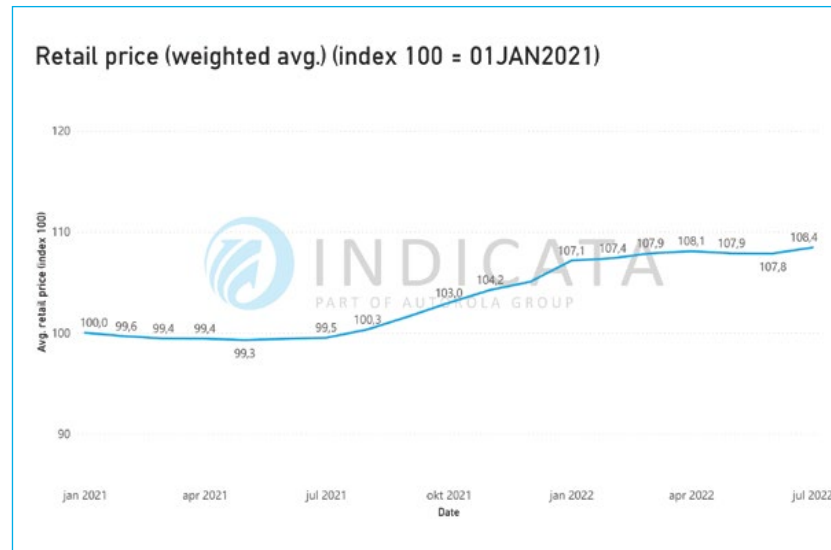
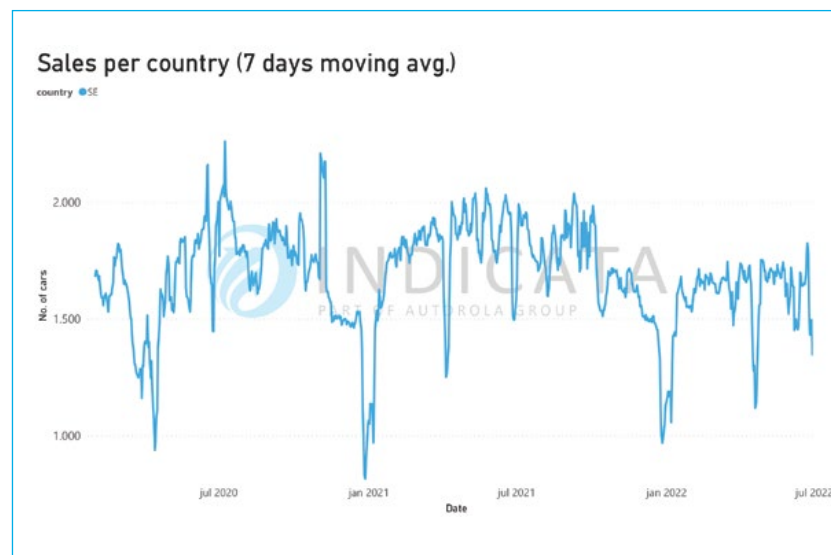
A combination of soaring demand and constrained supply also means BEVs are now the second fastest-selling powertrain with a stock turn of 7.2x, a 122% increase over the same month last year.

Another factor impacting stock turn is the availability of the right quality stock and stock levels going into July saw another fall month-on-month, dropping 2.0%, which means the total online B2C used car stock levels are now 9.9% lower than a year ago.

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 the Swedish market has seen more restrained price rises than in most of Europe the constrained supply of the right quality stock and the continuing increased demand for used cars saw prices going into July increase in our used car retail price index by 0.6 percentage points. This means prices are now 4.2pp higher than at the start of the year.

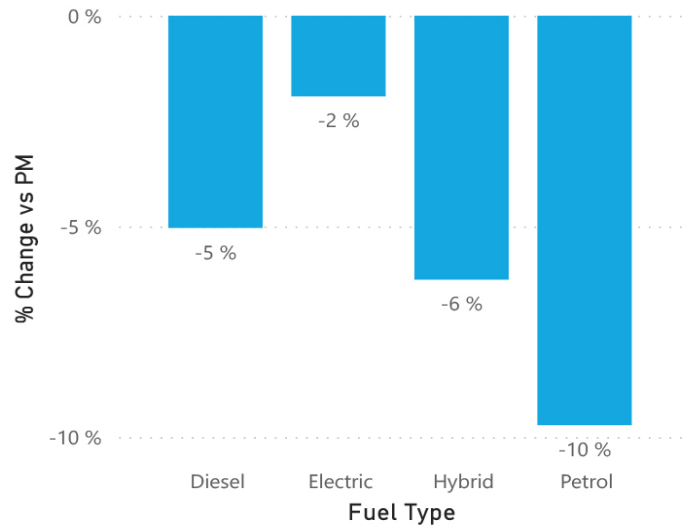
Top selling < 4-years-old by volume		
Make	Model	MDS
Volvo	V60	45.8
Volvo	V90	57.8
Volvo	XC60	50.6

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Renault	Zoe	30x	12.1
Kia	Niro	20x	18.3
Renault	Clio	20x	17.9

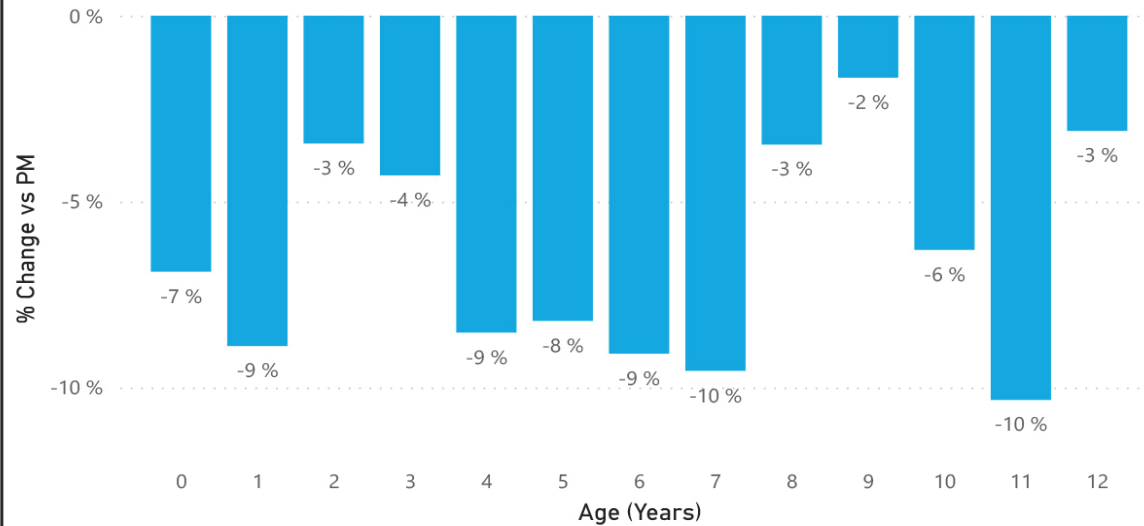


**Contact:** Yngvar Paulsen | [ypn@autorola.se](mailto:ypn@autorola.se)

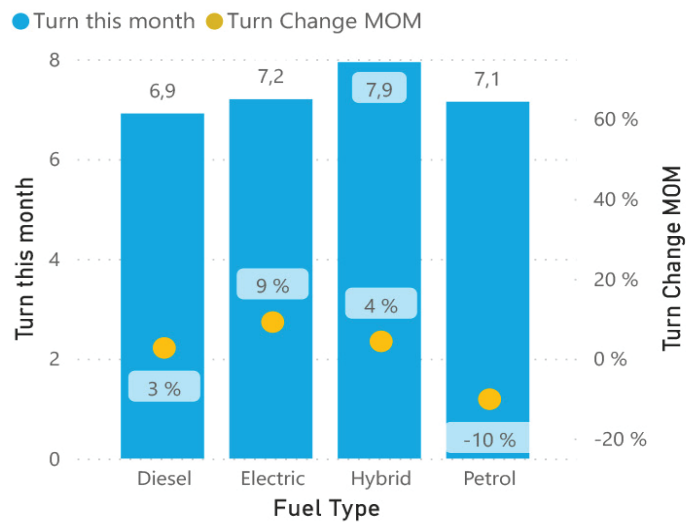
### % Sales Change by Fuel Type (Curr. vs. Prev. Month)



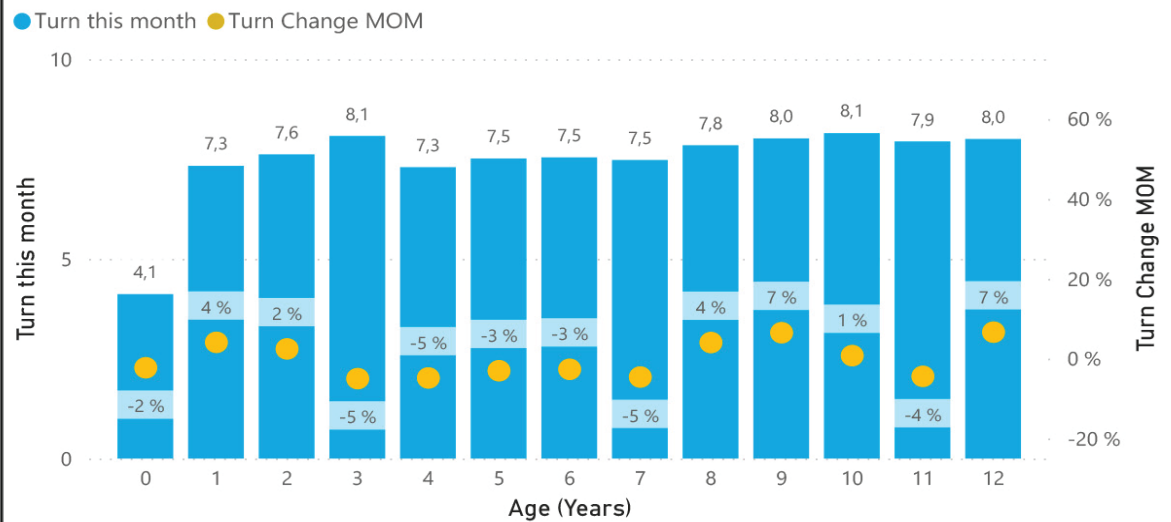
### % Sales Change by Age Group (Current vs. Previous Month)



### Stock Turn by Fuel Type (Current Month)



### Stock Turn by Age Group (Current Month)







Online B2C used car sales for June rose 5.1% above May levels but this was not enough to stop them being 7.5% down on June 2021.

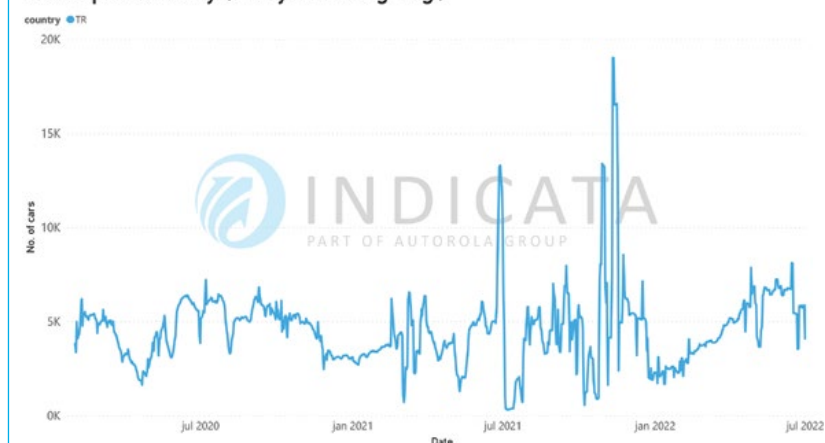
Despite that, sales for June 2022 year-to-date are 10.7% up on the first half of last year and 22.6% higher than for the same period in 2019.

At a powertrain level only, diesel saw year-on-year falls, down 14%, whilst used petrol sales edged up 3%. The alternative powertrains had the best results with June 2022 used BEV sales 53% higher than in the same month last year and used hybrid sales leaping up 96% over the same period.

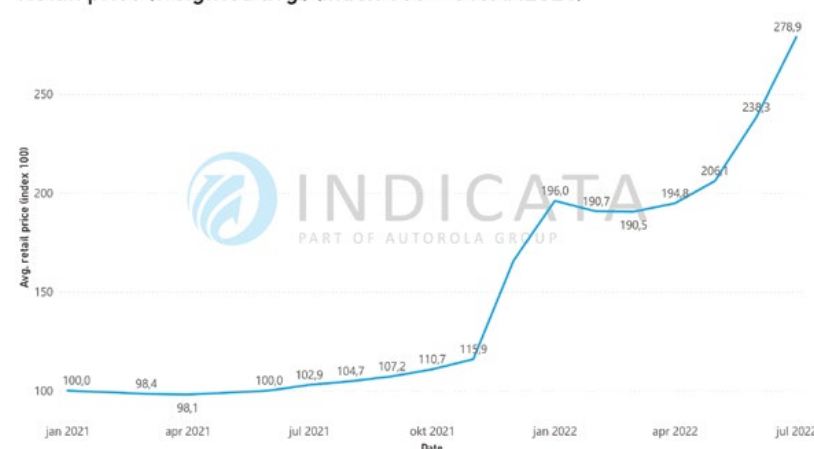
Online B2C used car stock levels going into July were 2.0% lower than at the start of June but the ongoing supply challenges and strong demand has not dramatically changed stock turn for most powertrains with used diesel cars still the fastest-selling with a 13.0x stock turn closely followed by used petrol cars at 12.0x.

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. With new cars still on very long lead times for delivery the demand for used cars in the Turkish market has driven prices through the roof. Our used car retail price index saw prices going into July increasing by 40.6% compared to just a month earlier and this means an average used car is now more than 112.7pp higher than at the start of last year.

Sales per country (7 days moving avg.)



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

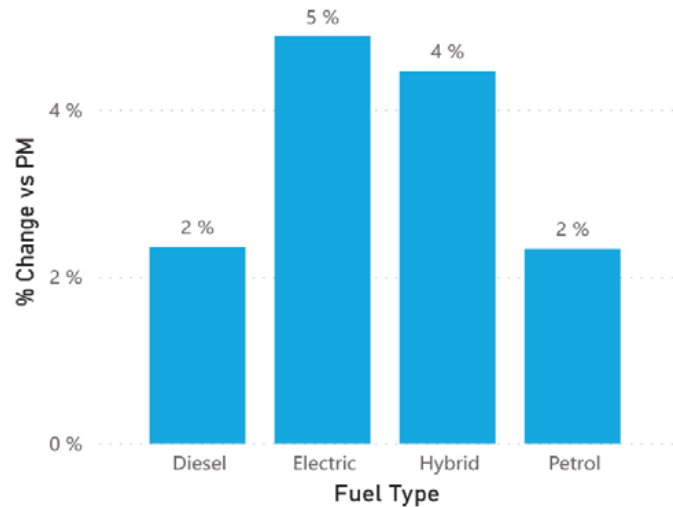


Top selling < 4-years-old by volume		
Make	Model	MDS
Fiat	Tipo	28.4
Renault	Clio	28.3
Renault	Mégane	26.9

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Suzuki	Vitara	21x	17.5
Peugeot	301	18x	20.5
Renault	Symbol	15x	21.7

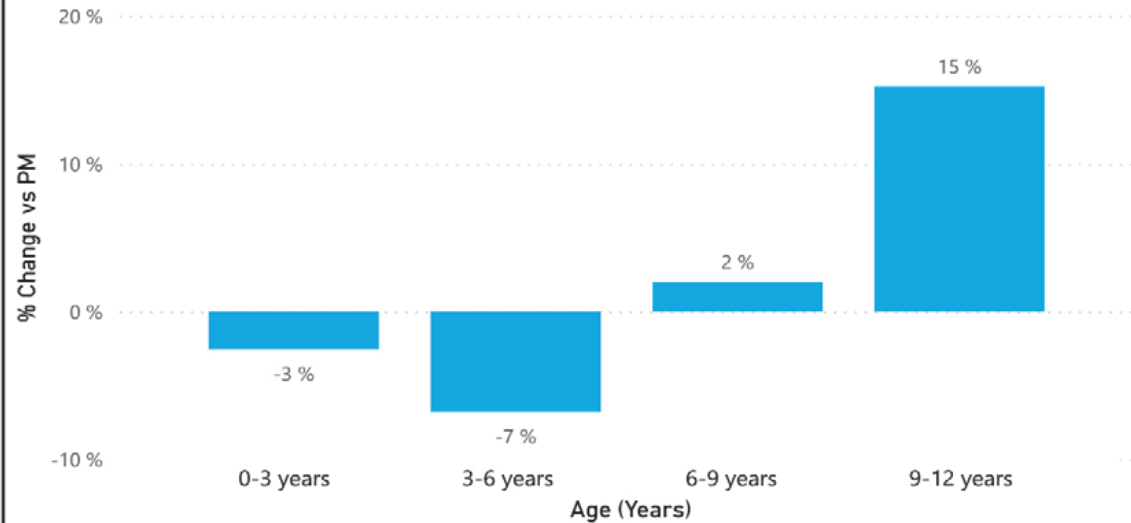
**Contact:** Aslı GÖKER | [asl@indicata.com.tr](mailto:asl@indicata.com.tr)

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

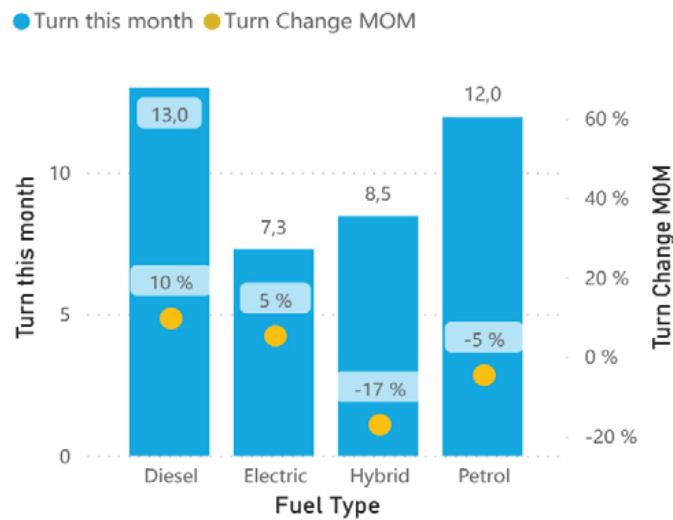


% Sales Change by Age Group (Current vs. Previous Month)

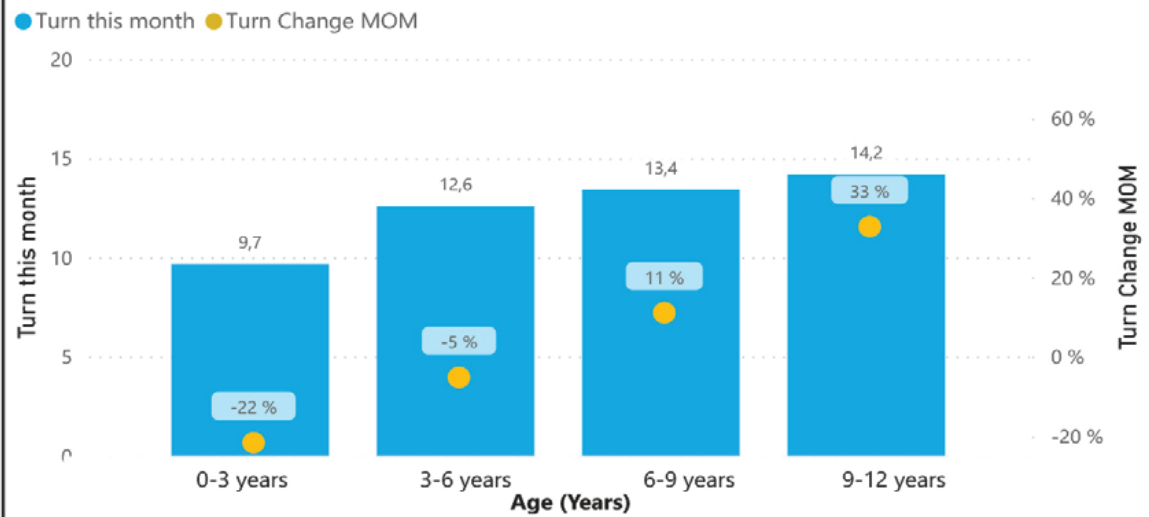
TR



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)





Online B2C used BEV sales in June were a staggering 96% up on June 2021. Used hybrids were the only other powertrain to see year-on-year growth with sales increasing 13%. Used petrol cars and used diesel cars saw YoY declines of 13% and 20% respectively.

Across the whole market online B2C used car sales fell 0.9% month-on-month which is a drop of 13.3% YoY. For the first half of the year sales are now 7.3% down on the same period last year and 4.3% lower than the first six months of 2019.

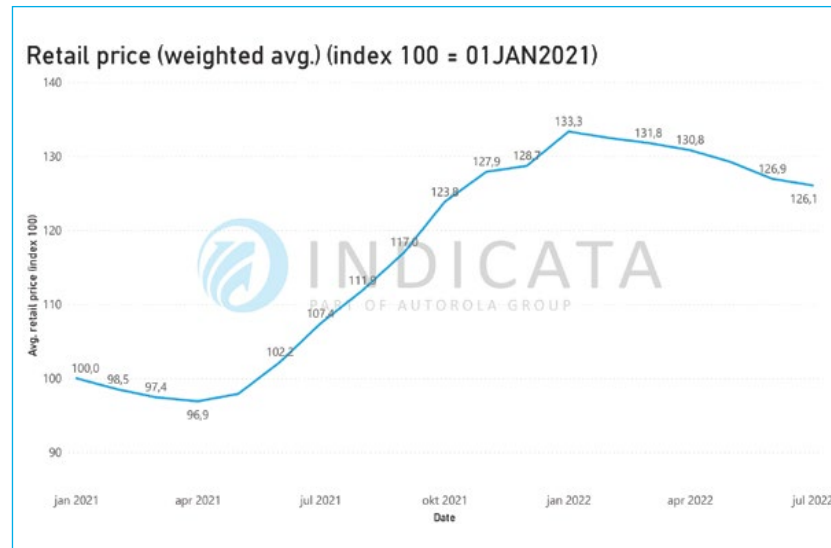
Online B2C used stock levels going into July fell 4.4% compared to the start of June although the increase in used stock levels following the March 2022 registration plate change means total stocks are still 4.8% above the start of July last year.

With demand for BEVs going through the roof and the supply of stock constrained stock turn for BEVs has also gone crazy with a 79% YoY increase to 11.0x making it the fastest selling powertrain by some margin.

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. Average used car prices going into July eased back 0.8 percentage points MoM in our online B2C retail price index. This puts them 2.6pp lower than at the end of last year but this reduction is only in line with the normal lifecycle decline. What we are not seeing is a reversal of the sharp increase which started in May last year and prices are still 26.1pp above the start of last year.

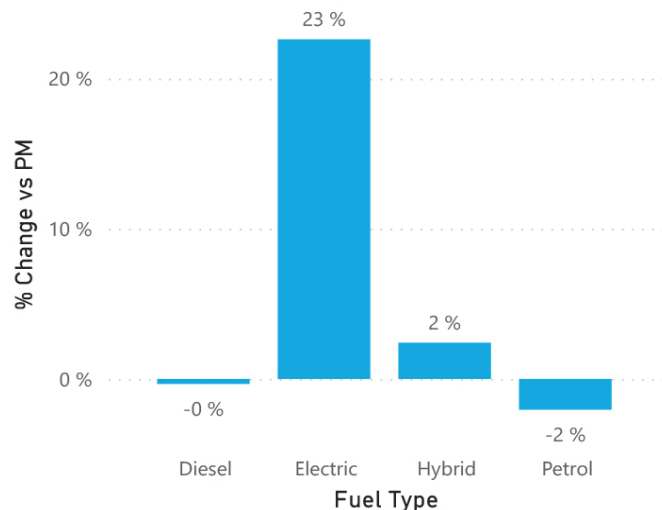
Top selling < 4-years-old by volume		
Make	Model	MDS
Ford	Fiesta	48.1
Volkswagen	Golf	48.9
Nissan	Qashqai	45.0

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Kia	Niro	17x	20.8
Toyota	C-HR	15x	23.6
Hyundai	IONIQ	15x	24.1



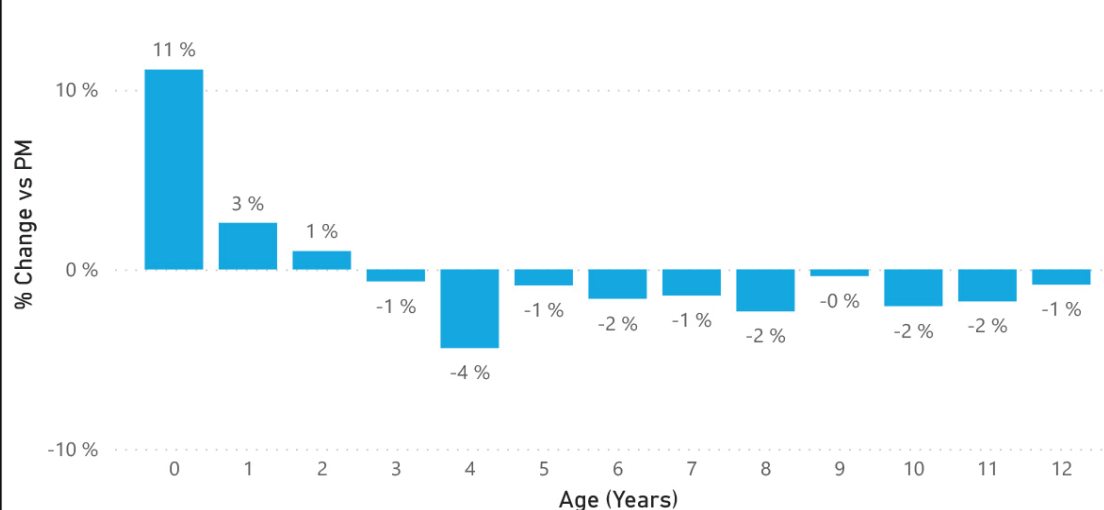
**Contact:** Jon Mitchell | [jm@autorola.co.uk](mailto:jm@autorola.co.uk)

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

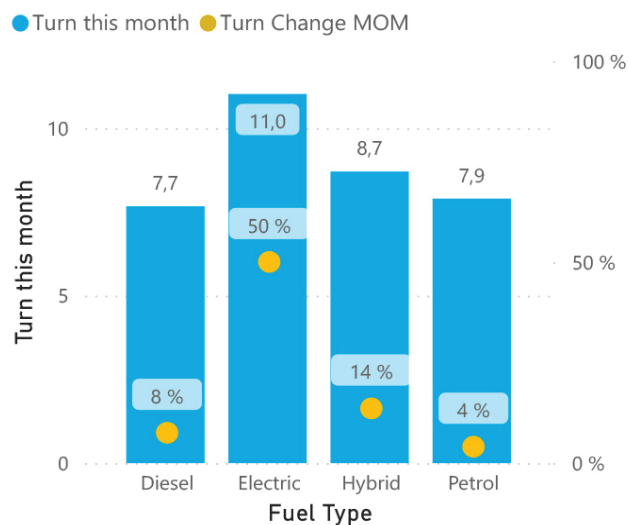


% Sales Change by Age Group (Current vs. Previous Month)

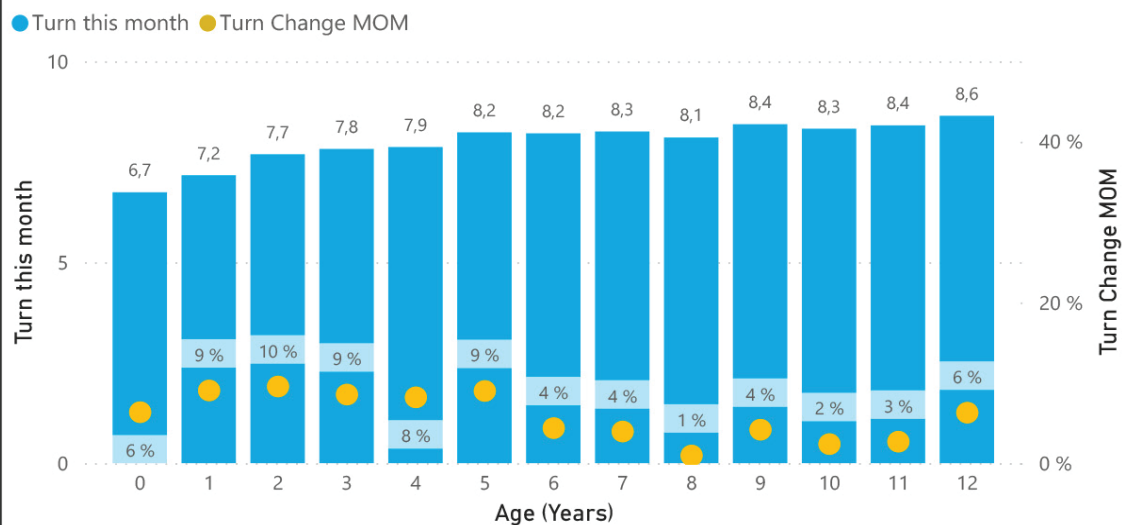
GB



Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)





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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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