



# INDICATA Market Watch

## Used car insights report

Is the plug being pulled on used EV sales?

**Edition 30** | August 2022



# Executive Summary

- July 2022 online B2C used car sales for the region fell by 2.1% month-on-month (MoM) but were 2.5% higher excluding Turkey.
- July sales were 10.7% lower year-on-year (YoY) across the region and 13.4% lower excluding Turkey.
- July 2022 YTD sales were 10.6% lower than for the first half of 2021 but 4.4% higher than for the same period in 2020 and 2.0% down on 2019
- Tactical registrations in July 2022 were 5% higher MoM but 40% lower than in July 2021 with sold orders prioritised.
- July used BEV sales rose 22.2% YoY with used hybrid sales increasing by 9% over the same period.
- Used diesel and petrol sales both saw YoY falls with drops of 18% and 12.4% respectively.
- Stock levels going into August fell by 3.0% compared to just a month earlier and are now 6.8% down YoY.
- All powertrains saw small increases in the rate of stock turn MoM, but YoY saw used petrol car turn drop 2% to 7.0x and used diesel turn fall by 8% to 7.0x
- BEV stock turn shot up 93% YoY to 7.8x maintaining its position as the fastest-selling powertrain whilst hybrid turn increased by 15% to 6.2x over the same period.
- The best-selling vehicles by volume under 4-years-old in July saw Golf stay top for the twelfth consecutive month as Polo moved to second place and T-ROC took third pushing Clio out.

- The fastest-selling used cars under 4-years-old in July by Market Days' Supply produced another clean sweep for alternative powertrains with Tesla Model 3 leapfrogging the Model Y to be top. The Toyota C-HR squeezed out the Polestar 2 to take third place.
- 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. The constrained used car supply is adding further inflationary pressure on average prices in all markets except the UK which saw a 0.6 percentage point fall MoM going into August. Prices increased by 6.4pp in Turkey in a month with the rest of the region seeing an average 0.6pp increase over the same period.
- Since the end of last year prices in the UK are now 3.3pp lower, 119.1pp higher in Turkey over the same period and for the rest of the region average online retail prices are now 9.4pp above the end of 2021.

Country	July 2022 used car price percentage point movement versus end of 2021
Turkey	119.1pp
Austria	11.8pp
Portugal	10.9pp
Belgium	10.3pp
Italy	10.1pp
Spain	10.0pp
Denmark	9.7pp
Poland	9.7pp
France	9.5pp
Germany	9.2pp
The Netherlands	8.0pp
Sweden	4.2pp
United Kingdom	-3.3pp
Average	16.9pp



Online B2C used car sales in July were down 10.7% on July 2021 and 2.1% lower than in June. This means year-on-year sales have now fallen for six out of seven months with only February's almost flat 0.2% YoY increase bucking the trend.

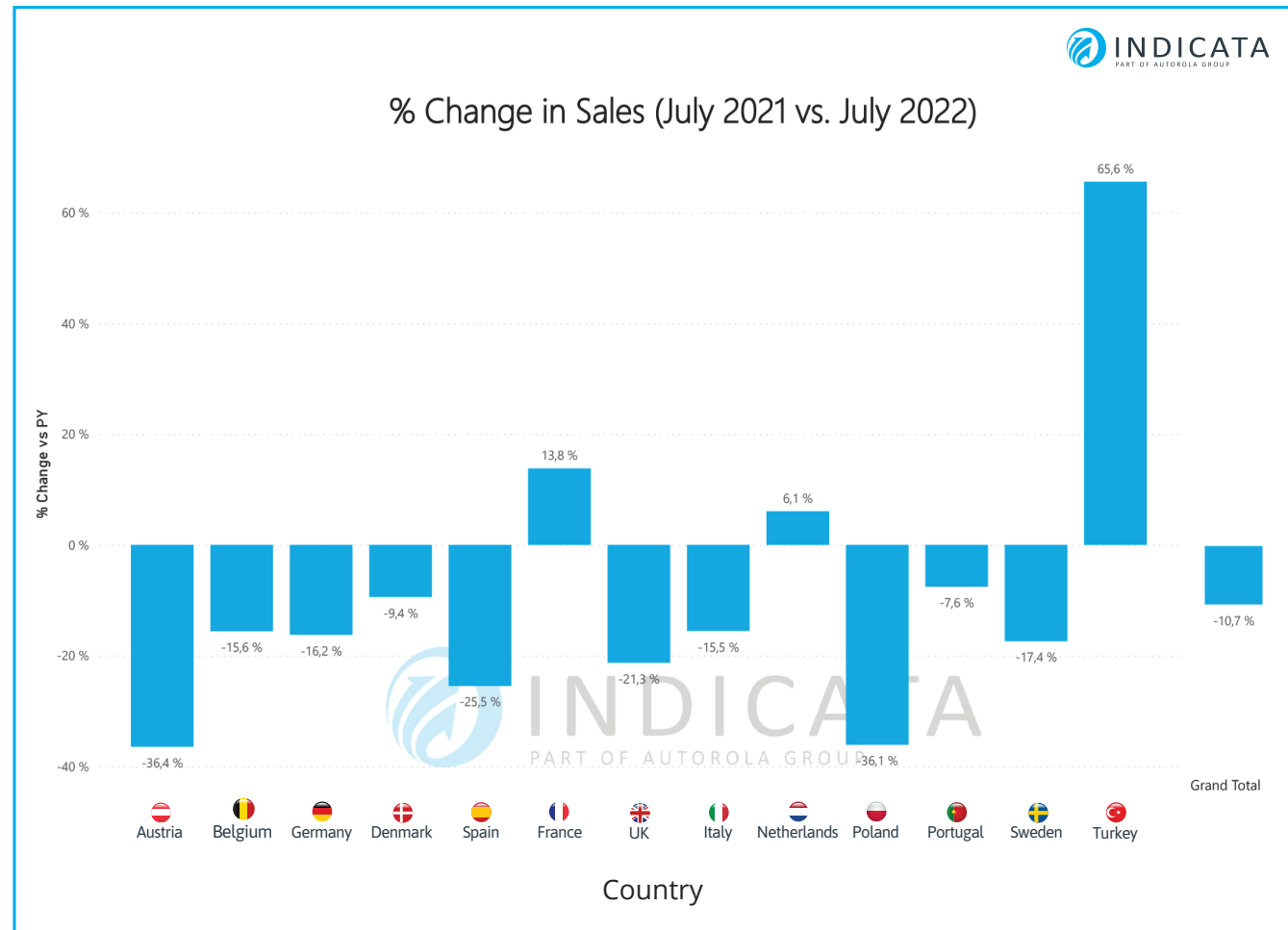
Whilst Market Days' Supply weakened a little, with the average for the top three sellers by volume slowing by 1.1%, demand remains strong. However, the shortage of quality used cars coming back into the market caused by two years of heavily depressed new car sales, the shortage of young used cars coming from the dramatically reduced daily rental fleets and extremely limited very young used cars from tactical registrations is restricting dealers and traders' ability to sell.

After July 2022 YTD total online B2C sales are 10.6% lower than for the first seven months of last year and 2.0% lower than the same period in 2019.

Aside from the Turkish market continuing to show some volatility in sales, only France and the Netherlands saw sales increase YoY but some of this is due to the instability we have got used to in sales over the last couple of years due to various restrictions. The 13.8% YoY increase in France was a 6.3% month-on-month fall and similarly the 6.1% YoY increase in the Netherlands was a 15.4% MoM decline.

As we head through the second half of the year there is likely to continue to be only constrained supply of younger used daily rental de-fleets as companies retain their ageing fleets to meet their business needs and with the semiconductor issue with us until well into late 2023 the used car market is going to continue to struggle.

### July 2022



Top selling car models up to 4-years-old by volume							
All powertrains		ICE		Hybrid		BEV	
	MDS		MDS		MDS		MDS
Volkswagen Golf	55.9	Volkswagen Golf	56.4	Toyota C-HR	32.2	Renault Zoe	33.5
Volkswagen Polo	51.1	Volkswagen Polo	51.1	Toyota Yaris	359.0	Tesla Model 3	28.6
Volkswagen T-ROC	65.3	Volkswagen T-ROC	65.3	Audi A6	83.2	Audi e-tron	69.8

# Online B2C used BEVs continue to surge but they may see the plug pulled

Online B2C used BEV sales in July were 22.2% higher than a year earlier but the semiconductor issue and historically low new car sales means supply is getting very constrained which is why sales fell 5% compared to the previous month. Unless the situation improves soon, we may see the plug being pulled on the spectacular increase in used BEV sales due to the limited supply.

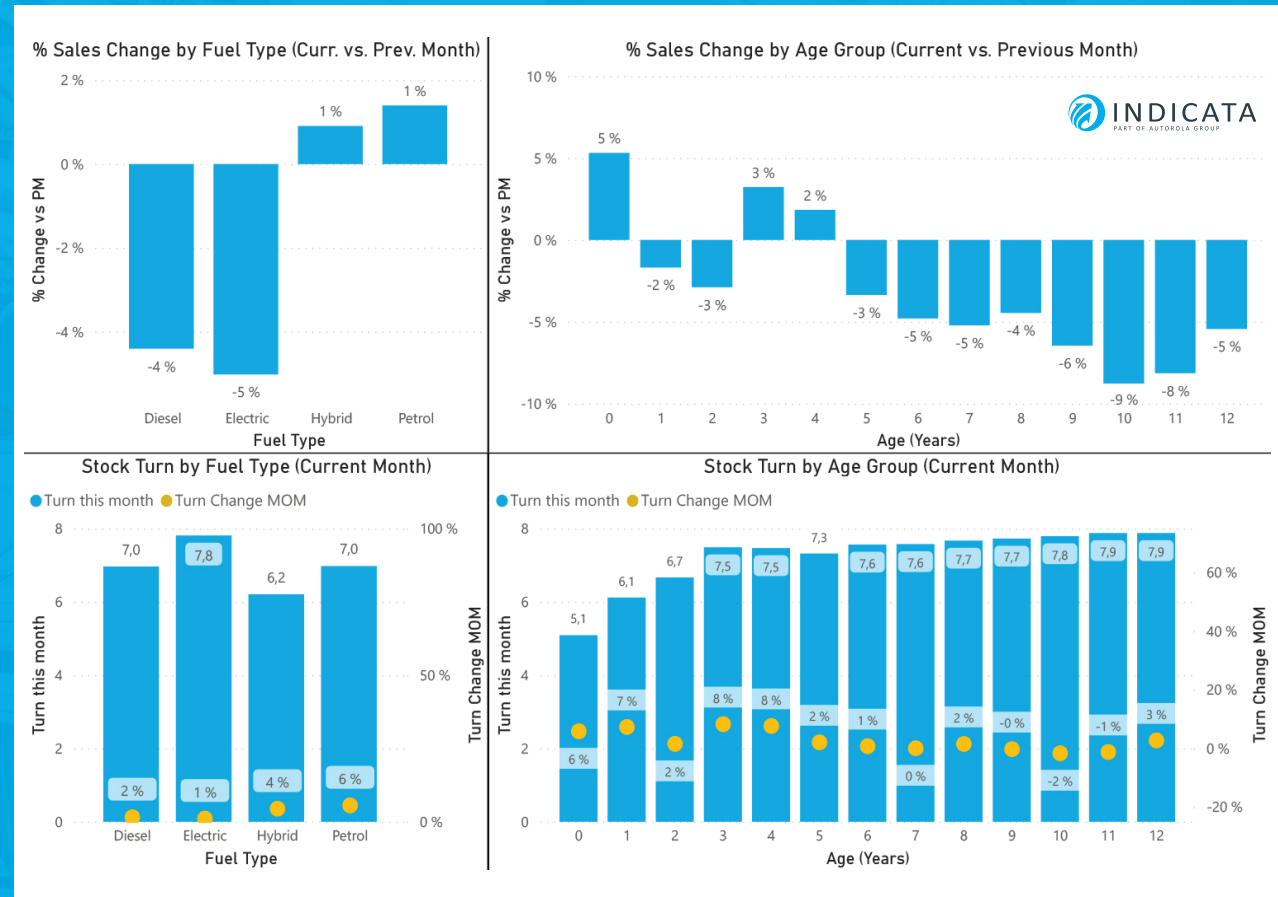
Used diesel car sales fell 4% MoM which is an 18.0% drop compared to July 2021 whilst used petrol sales across the region fell by 12.4% over the same period. However, online B2C used hybrid sales saw a 1% MoM increase with sales up 9.0% YoY.

Whilst manufacturer backed tactical registrations were 5% higher in July than in June the semiconductor issue is making this channel almost impossible for many OEMs to support and July sales of very young used cars under 1-year-old were 40% lower than in July 2021.

Supply is constrained for all powertrains but the increased demand for the alternative powertrains has pushed up stock turn by 15% YoY for used hybrids and an incredible 93% surge in speed of sale for used BEVs maintaining its position as the fastest-selling used powertrain.

Our Top Sellers report for the fastest-selling online B2C used cars under 4-years-old, excluding niche volumes, van derived cars and sports cars saw alternative powertrains dominate once again. The Tesla Model 3 swapped places with its Model Y sibling with the Toyota C-HR replacing the Polestar 2 for third place. If you compare the Market Days' Supply for the top 3 traditional Internal Combustion Engine models to the alternative powertrains you can see how much faster these newer powertrains are selling.

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

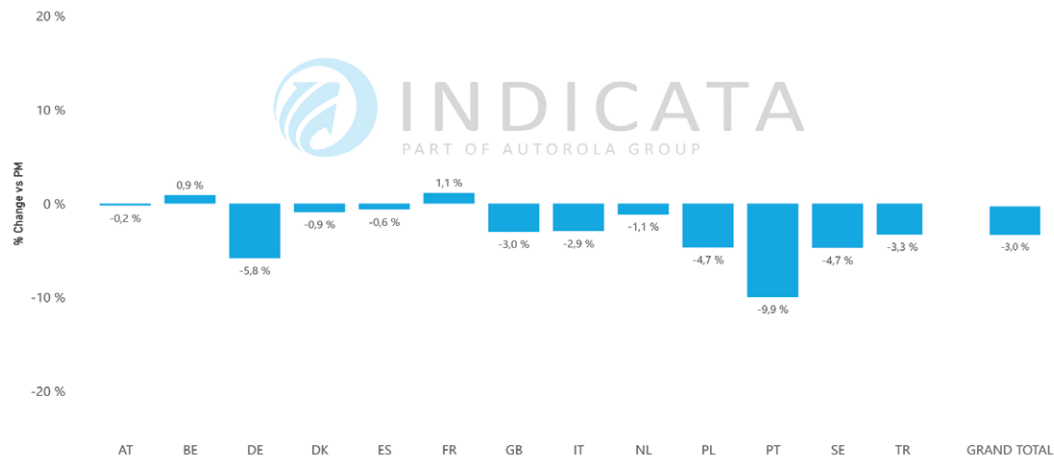


## Fastest selling car models up to 4-years-old by Market Days Supply

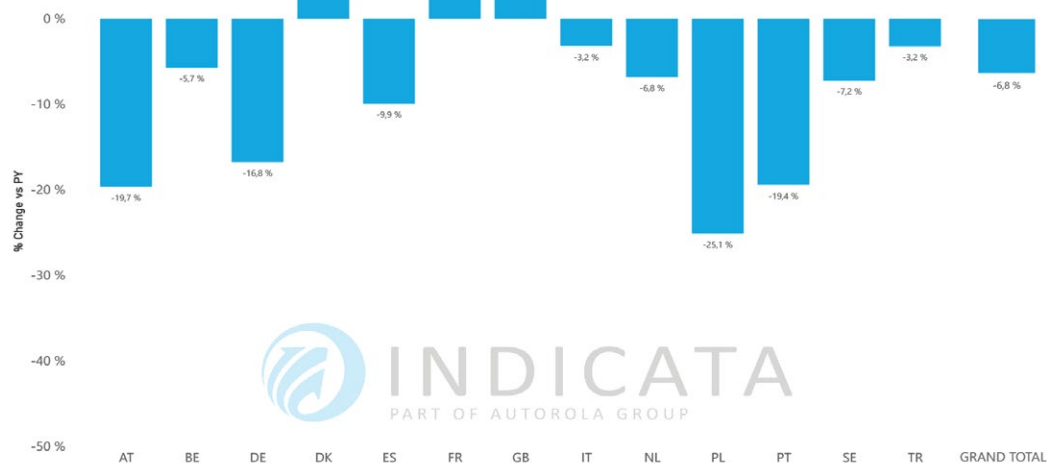
All powertrains	MDS	ICE	MDS	Hybrid	MDS	BEV	MDS
Tesla Model 3	28.6	Peugeot 5008	36.8	Kia Optima	26.2	Volkswagen Golf	21.9
Tesla Model Y	31.3	Ford Ka+	40.9	Toyota Auris	28.2	Opel/Vauxhall Corsa	25.4
Toyota C-HR	32.2	MG 3	41.0	Mitsubishi Outlander	32.2	MG ZS	25.8

# Online B2C used car stock levels the most constrained for many years

% Change in dealer stock levels (1st August 2022 vs. 1st July 2022)



% Change in dealer stock levels Year-on-Year (1st August 2022 vs 1st August 2021)



New car sales delays have pushed buyers into the used car market just as the supply of the right quality used cars is at its most constrained for years with online B2C used car stock levels going into August 2022 12.8% lower than at the start of the pre-pandemic August 2019.

A further 3.0% fall in online B2C used car stock levels going into August compared to the beginning of July means that they are 6.8% below where they were this time last year.

Almost all markets saw stock levels falling slightly month-on-month although Belgium and France saw a marginal increase. Portugal saw the largest MoM decline in part due to the challenges and tax rules that exist regarding the importing of used cars.

Compared to August 2021 only Denmark, France and the UK continue to have higher YoY stock levels with the UK seeing some weakening of demand due in part to the overheated used car prices which are now starting to fall, but not significantly.

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, the terms average and normal are a long way from describing the new and used car markets across the region.

We are seeing evidence of a slowdown in the rate of growth in online B2C used car prices but prices going into August are still 1.0 percentage points higher than at the start of July which is a 16.9pp increase since the end of last year.





Austrian online B2C used BEV sales in July shot up 28.2% Year-on-Year in a market which saw sales fall 36.4% over the same period. In contrast online B2C used hybrid sales dropped 23.1% YoY, used petrol cars fell 34.6% whilst used diesel cars almost halved over the same period falling 44.8%.

With July online B2C sales 36.4% down YoY and 6% lower than the previous month, July YTD sales were 28.6% behind the same period last year which is 20.6% down on the first seven months of 2019.

The fall in sales was across almost all ages month-on-month but year-on-year it was the typical dealer used car stock which saw the worst falls, with sales of 1-, 2- and 3-year-old cars down by between 38% and 54% YoY and sales of very young used cars under 1-year-old dropping by 47%.

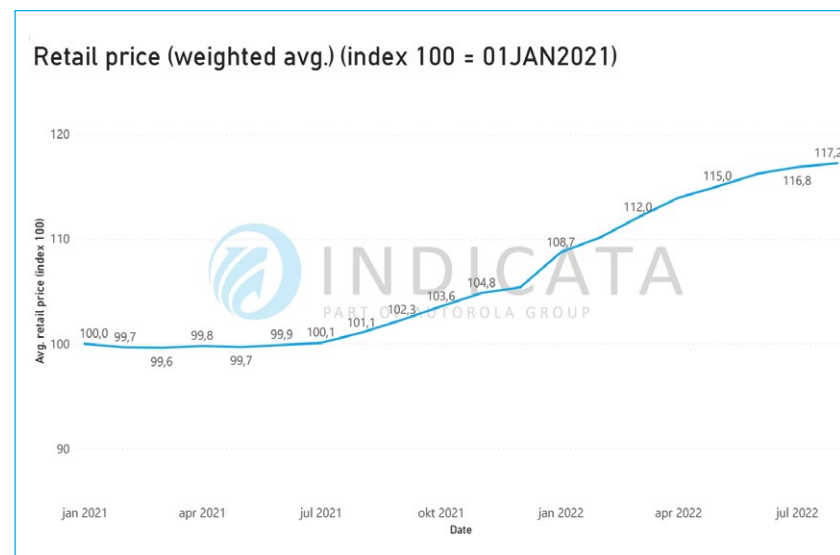
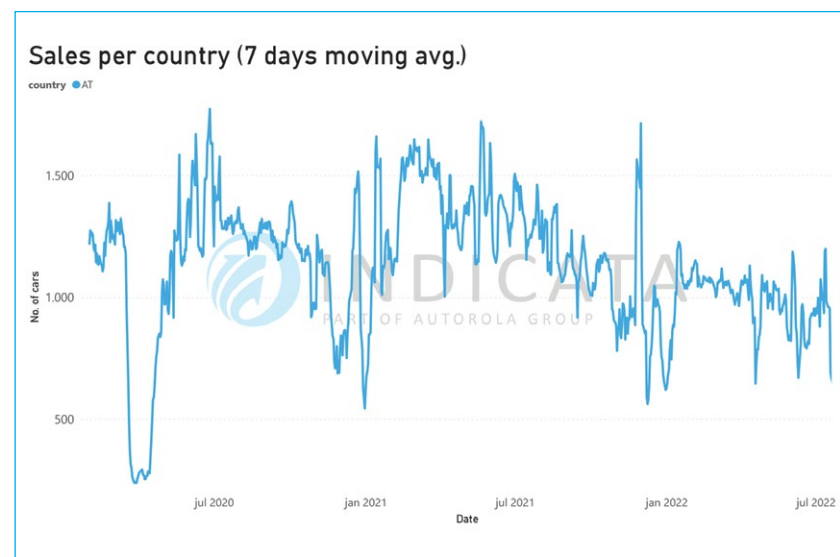
With sales demand for BEVs high but only minimal used BEVs coming back into the

market the stock turn for BEVs of 6.1x means they are selling 27% faster than the second fastest-selling powertrain, diesel, and it also means BEVs are selling 128% faster than a year earlier. Over the same period the stock turn for the other powertrains all fell and total stock levels going into August are 19.7% lower than at the same point last year.

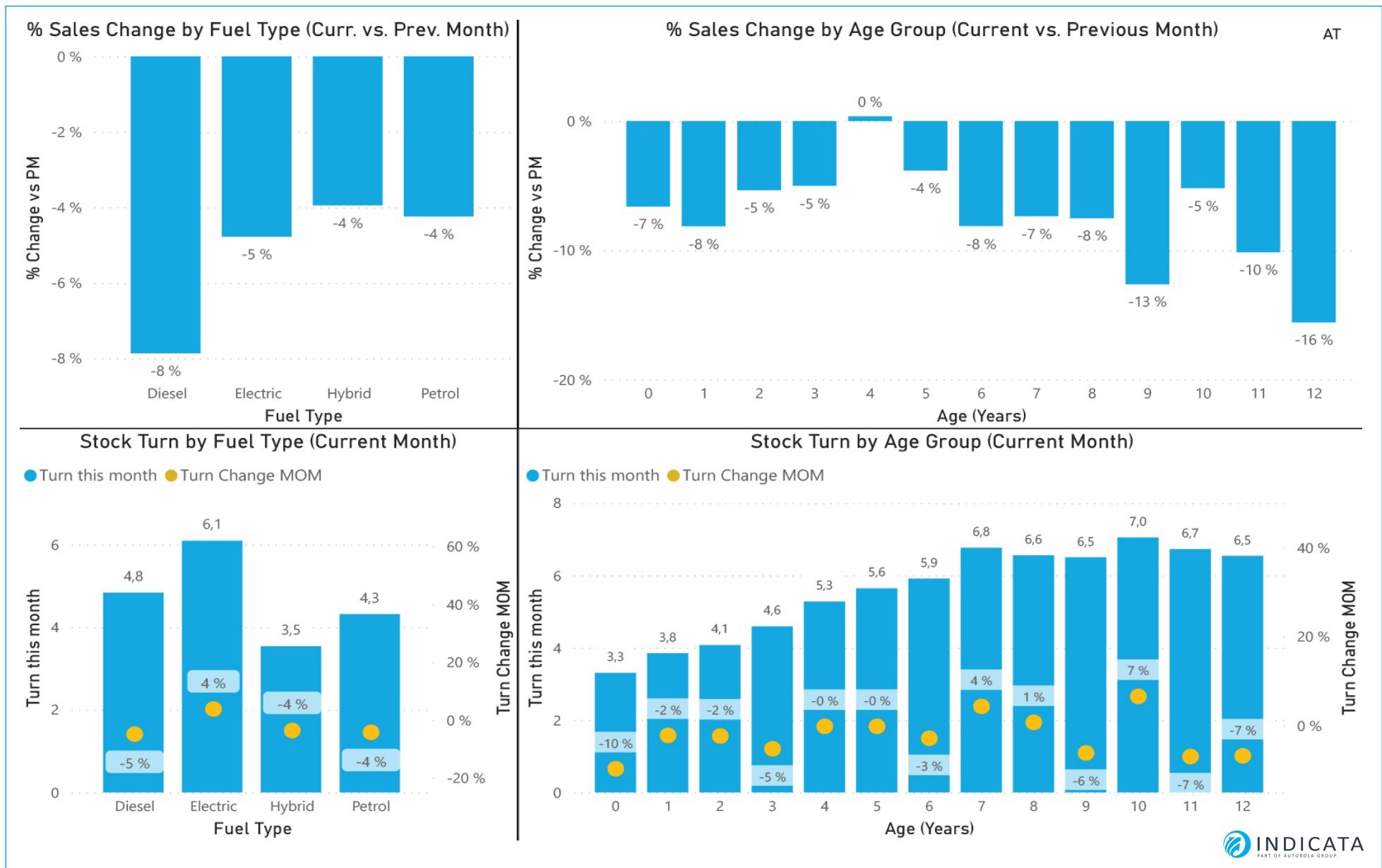
Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. With the supply constraints looking likely to continue well into 2023 the rate of increase in online B2C used car prices slowed a little during July with prices increasing by 0.4 percentage points. This still means average prices going into August are 11.8pp higher than at the end of last year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	94.1
Škoda	Octavia	86.5
Audi	A4	100.0

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Tesla	Model 3	21x	16.9
BMW	i3	11x	32.4
Škoda	Enyaq iV	11x	32.8



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Online B2C used car prices going into August were in line with the previous month for the first time since June 2021 which may be an indication of prices peaking. That said average prices are still 10.3 percentage points higher than at the end of last year. It should also be noted that 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. So, a zero percentage points rise month-on-month is still inflationary in real terms.

The steadying of prices may partly be explained by the 1.3% month-on-month decline in online B2C used car sales in July which was 15.6% down on the same month last year, although the semiconductor issue remains the biggest challenge.

This puts sales for the first seven months of the year 5.4% lower than the same period last year.

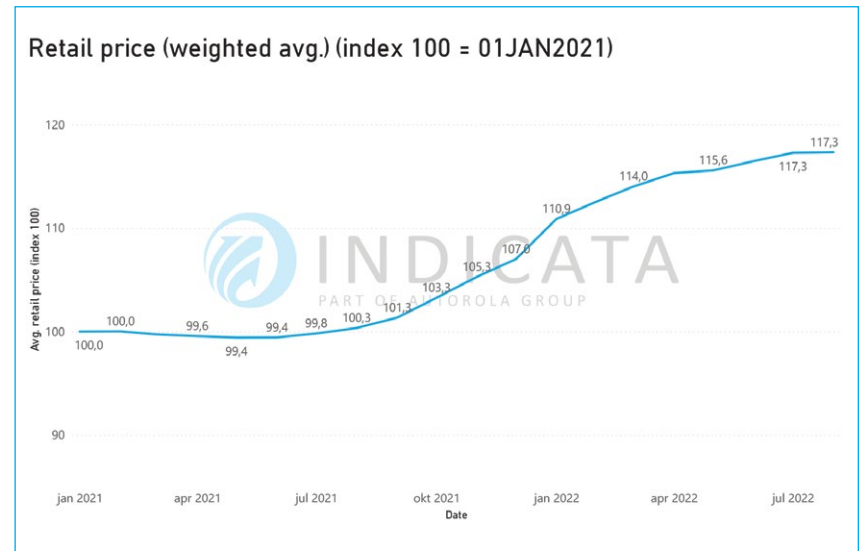
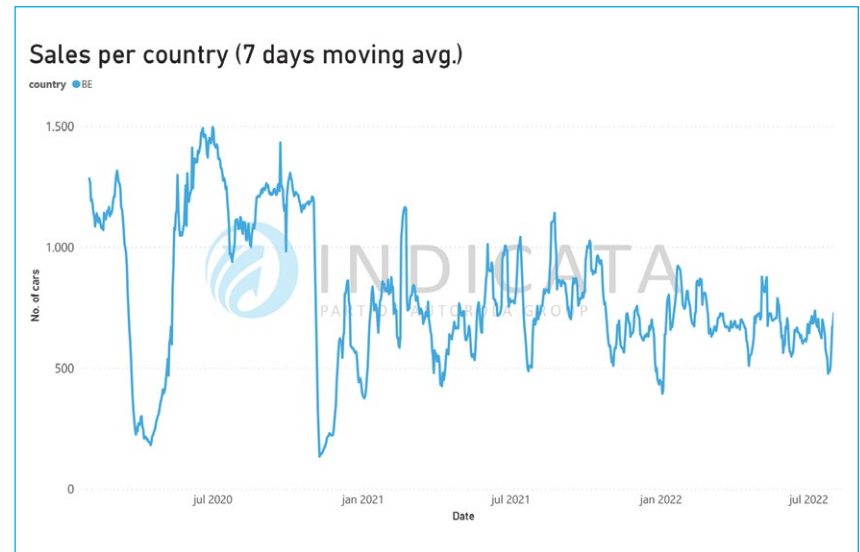
Online B2C used stock levels increased by 0.9% going into August compared to the start of July but they are still 5.7% lower than a year earlier.

Whilst online sales of used petrol cars increased by 8% MoM, they were 12.9% lower than in July 2021 with used hybrid sales 18.1% down over the same period and used diesel car sales falling 20.2%. BEVs fared much better due to the rapidly rising demand with sales just 0.6% lower this July than the same month last year.

The demand for BEVs resulted in a 28% YoY increase in stock turn to 5.3x making it the fastest-selling powertrain in July.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	90.0
Mercedes-Benz	A-Class	88.7
BMW	1 series	108.5

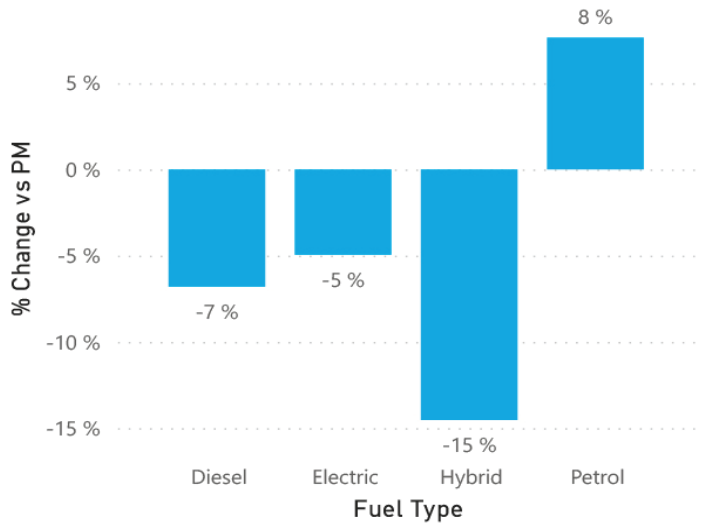
Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Renault	Grand Scenic	23x	15.7
Renault	Captur	15x	23.9
Renault	Mégane	14x	25.5



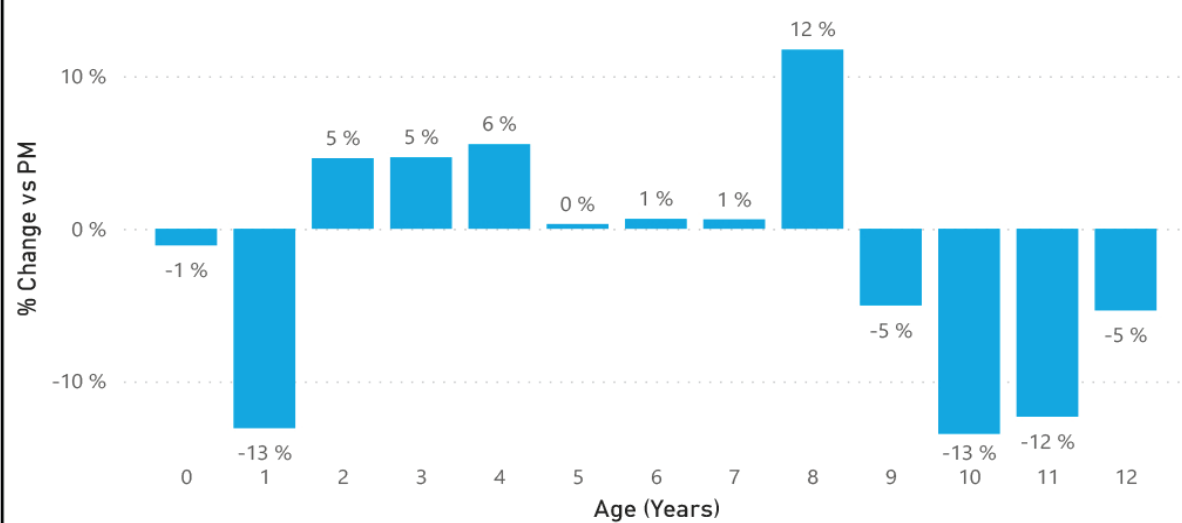
**Contact:** Jurgen Claus | [jcl@autorola.be](mailto:jcl@autorola.be)



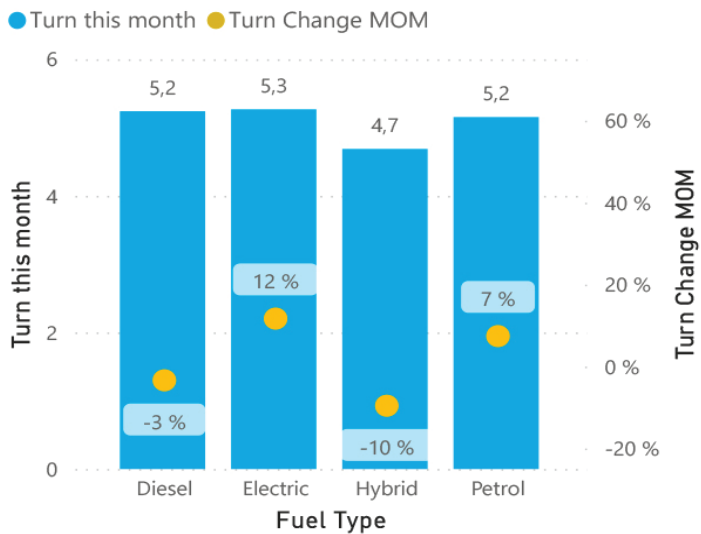
### % Sales Change by Fuel Type (Curr. vs. Prev. Month)



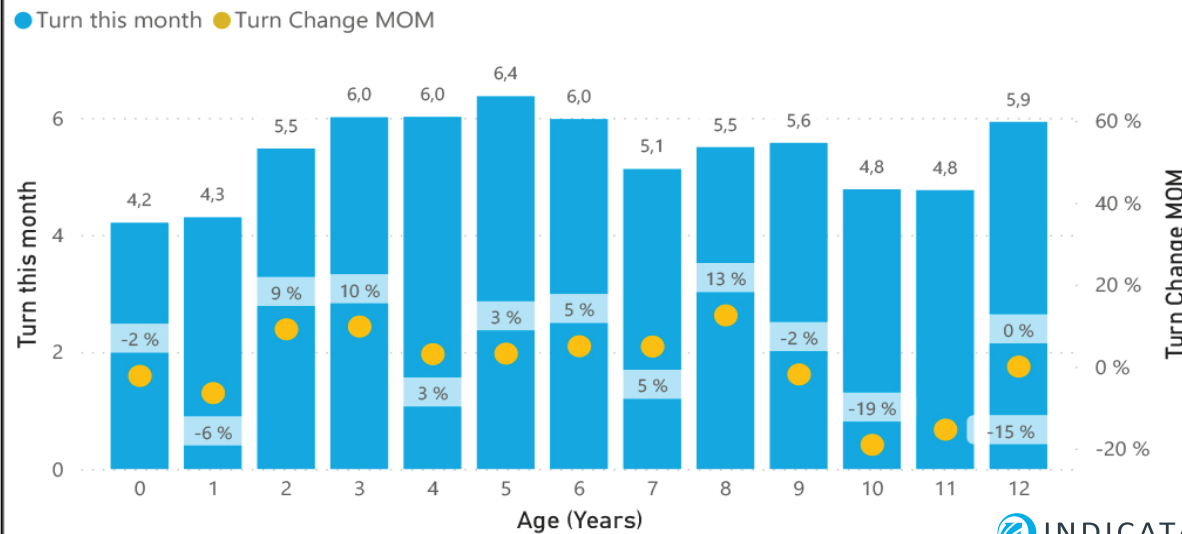
### % Sales Change by Age Group (Current vs. Previous Month)

**BE**


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



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





The demand for new and used BEVs continues to accelerate resulting in a 75% year-on-year increase in stock turn of online B2C used BEVs to 9.0x in July. This is a 67% faster rate of sale than the next fastest-selling used hybrids which at 5.4x is only selling a little quicker on average than petrols and diesels.

The demand has seen online B2C sales of used BEVs increase by 95.5% YoY compared to a 15.6% increase in hybrid sales over the same period and drops of 12.3% and 24.8% for used petrol cars and used diesel cars respectively.

July online B2C sales for all powertrains were 12.6% lower than in June and 9.4% down on July 2021, but seven months into the year and sales are still 6.6% higher

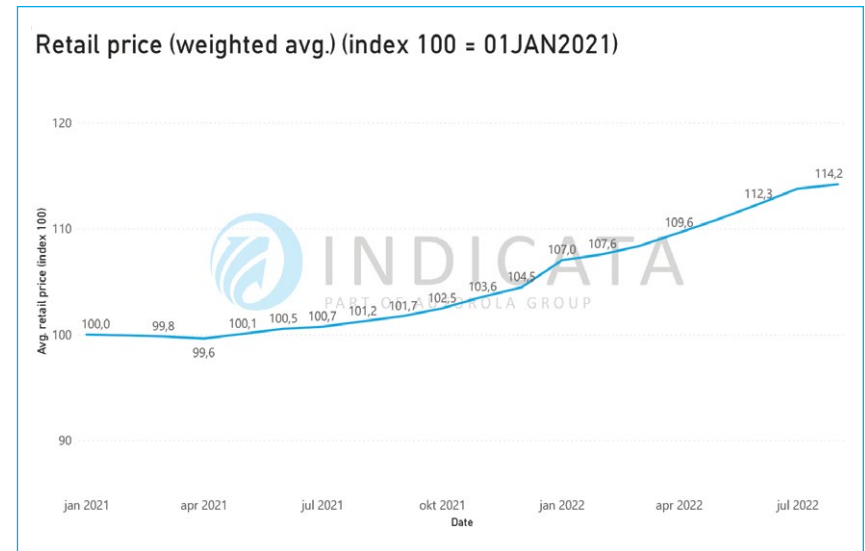
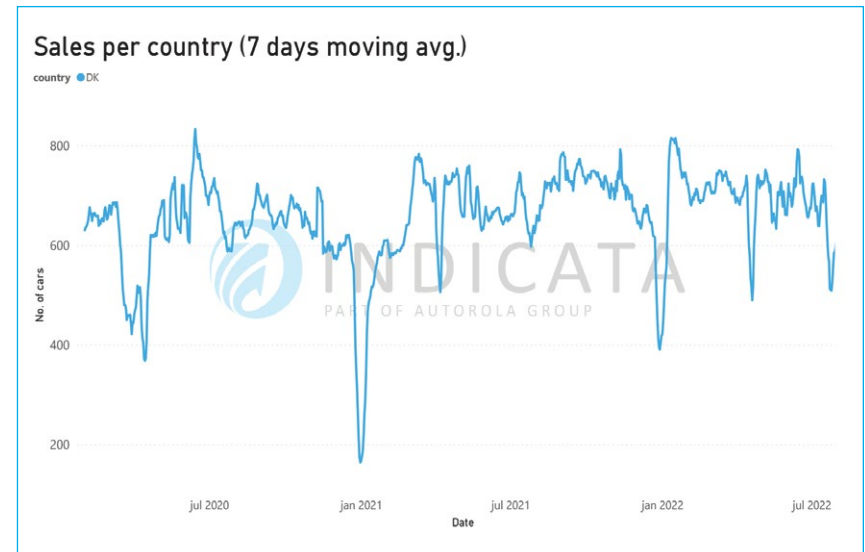
than for the same period in 2021 and 15.7% above where they were in 2019.

Online B2C used stock levels going into August fell a further 0.9% in a month but they are still 6.3% higher than a year ago.

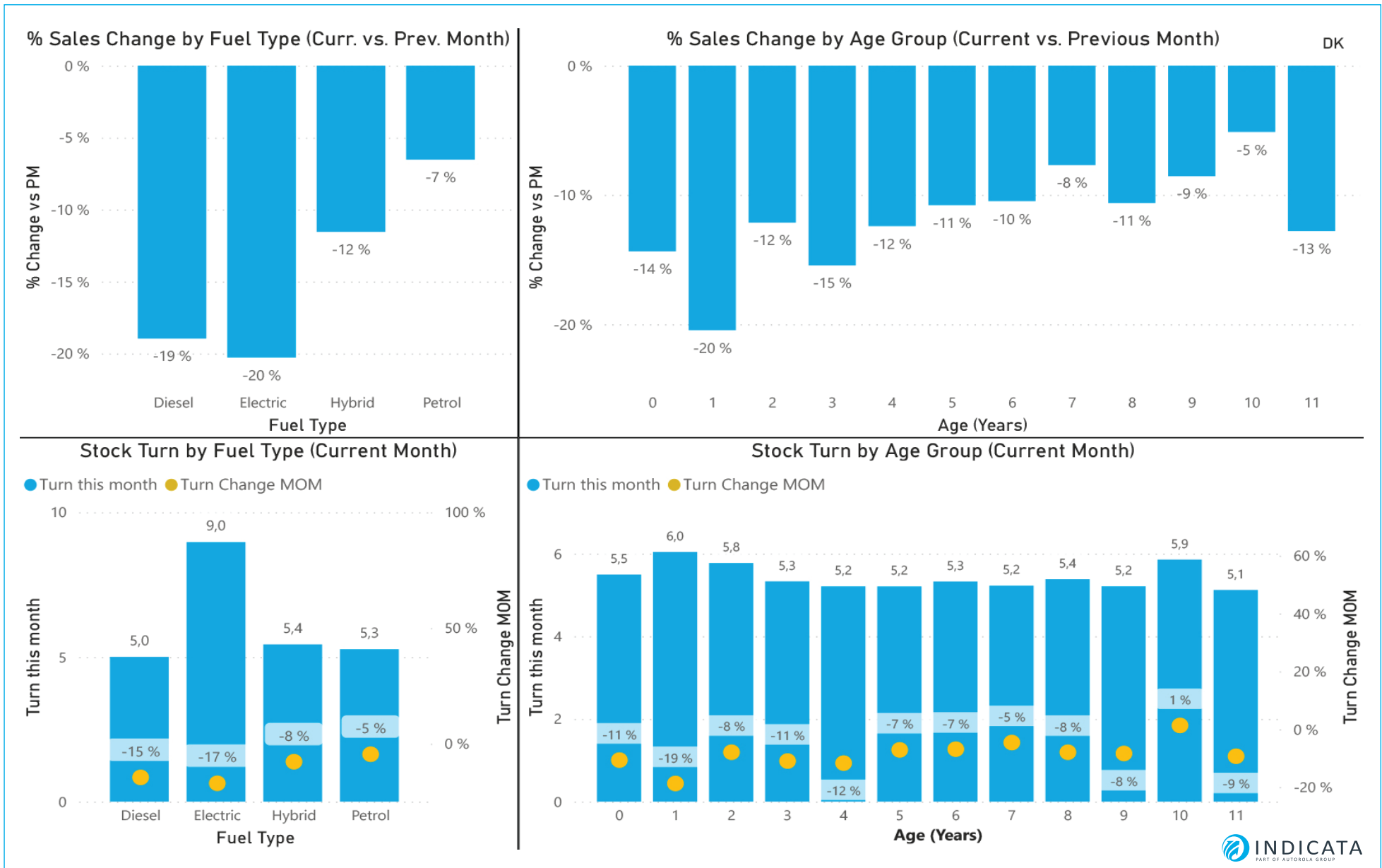
Our online B2C used car retail price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. Whilst there are some early signs that the rate of used car price inflation is slowing, prices going into August are still 0.4 percentage points higher than a month earlier and 9.7pp higher than at the end of last year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Tesla	Model 3	24.6
Volkswagen	Golf	56.1
Volkswagen	Polo	60.2

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Polestar	2	18x	20.3
Škoda	Enyaq iV	16x	22.5
Tesla	Model 3	15x	24.6



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A combination of sufficient stock levels and a strong but steady demand has sheltered France from some of the more extreme used car price increases seen elsewhere but it is clearly playing catch up with average prices going into August 1.2 percentage points higher than just a month earlier. With our price index based on a consistent pool of vehicles indexed against January 2021 and aside from the reset at start of the new year which creates a typical uplift of around 2%-4%, used car prices would normally follow a lifecycle driven downward curve in average prices. This means in real terms the monthly movement is closer to 1.7pp.

Whilst July online B2C used car sales fell 6.3% compared to June they were still 13.8% higher than in July 2021 meaning there may still be room for further price rises. Sales to July YTD are now 3.5% above the first seven months of last year and 15.3% ahead of the same period in 2019.

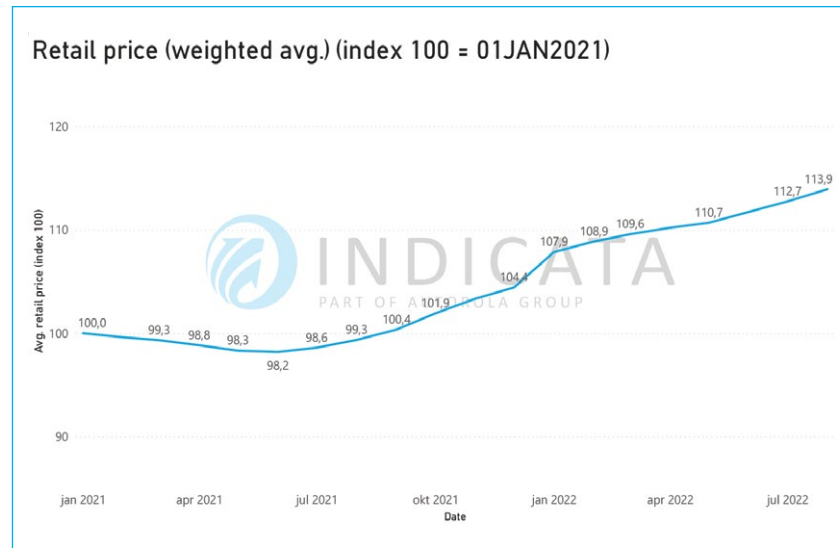
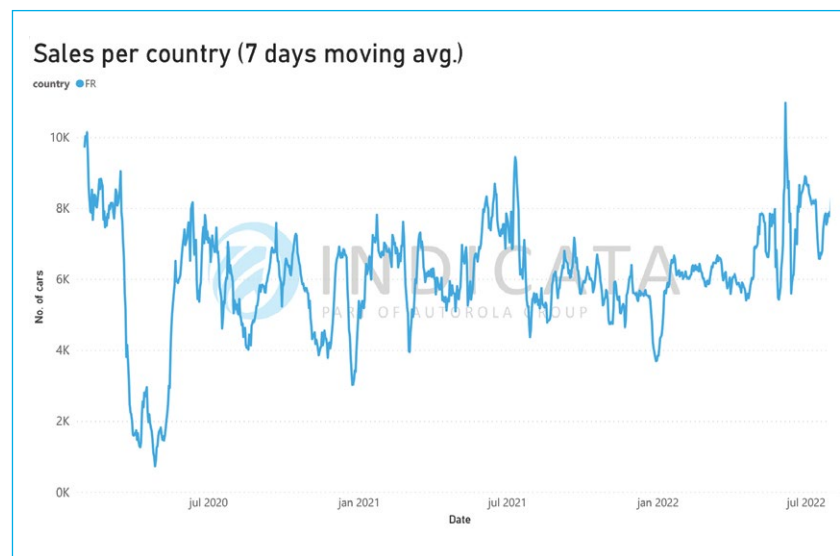
All powertrains saw sales increase year-on-year but fall month-on-month. Demand for alternative powertrains meant online B2C used hybrid sales saw the highest annual increase with sales in July 22.9% above July 2021 whilst BEVs saw a 17.2% increase over the same period. Petrol car sales rose 10.7% whilst diesel sales crept up 5.3% YoY.

From a month-on-month perspective used BEVs and hybrids saw the largest drops, but this is due to a lack of the right quality stock with demand still strong enough to push up BEV stock turn up by 101% YoY to 9.2x.

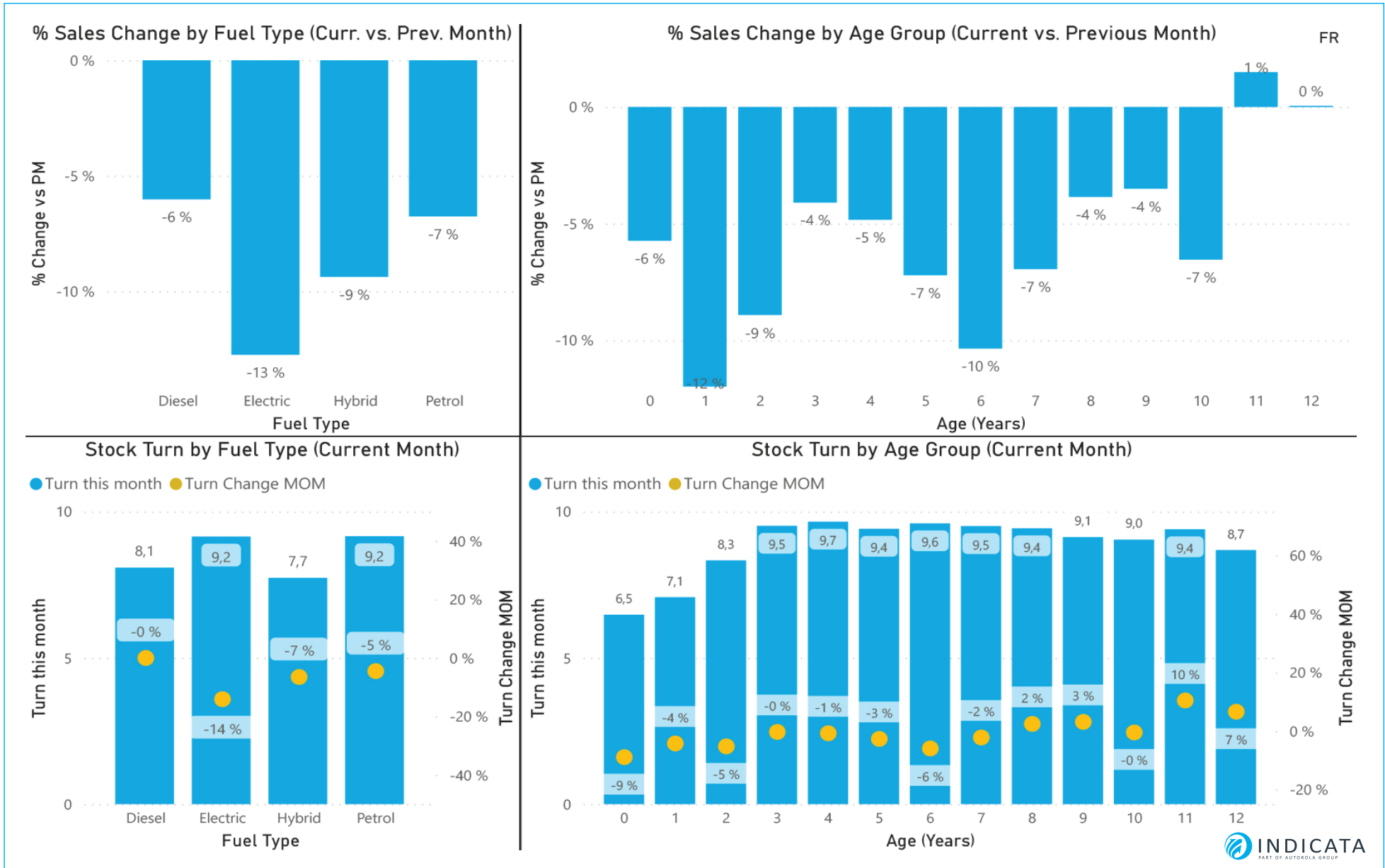
Stock levels going into August are 1.1% higher than at the start of July and 10.1% above the beginning of August 2021.

Top selling < 4-years-old by volume		
Make	Model	MDS
Peugeot	208	50.5
Renault	Clio	52.5
Peugeot	3008	53.5

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Nissan	Leaf	17x	21.1
Ford	Ka+	15x	23.3
Toyota	Auris	15x	24.3



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July online B2C used car sales were 12.2% higher than in June but 16.2% down on July 2021. This means year-on-year sales have been down for eleven of the last twelve months, with only January's 1.7% YoY increase bucking the trend.

July year-to-date sales are now 19.5% lower than for the first seven months of last year and 10.8% down on the same period in 2019.

Whilst all powertrains saw sales increase month-on-month only online B2C used hybrid sales saw sales increase year-on-year, up 14.4%. More remarkable is that in a first in the region we saw BEV sales drop YoY, down 5.4%, however there are many factors at play.

First demand remains strong in fact stock turn for BEVs rose 100% YoY in July and at 8.8x it means BEVs are selling 26% faster than any other powertrain. Second there is heavily constrained availability of quality

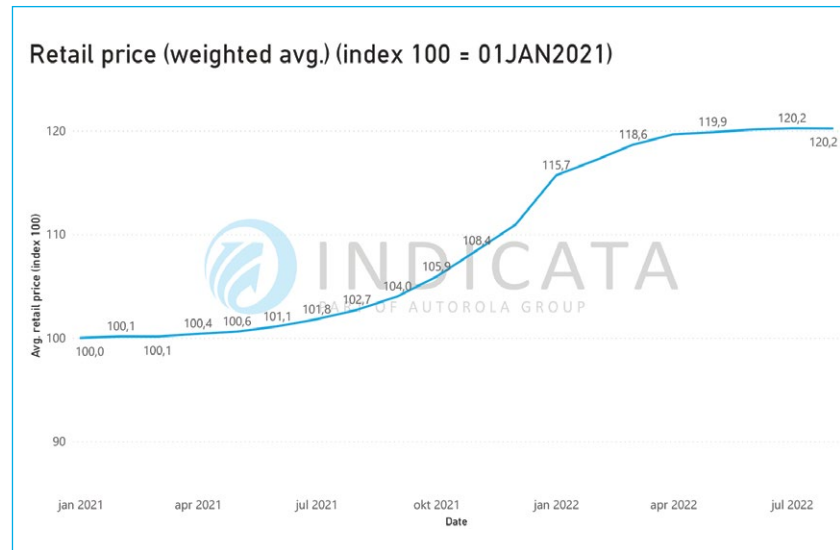
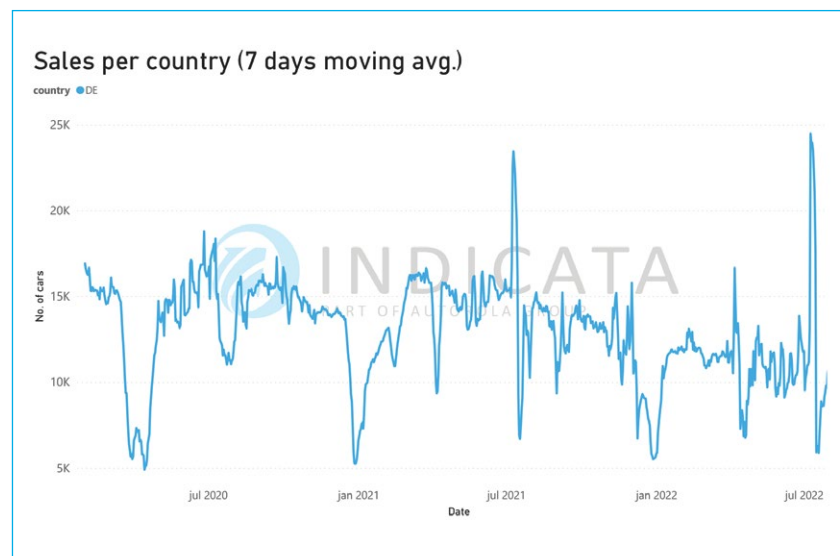
used BEVs. Historically low new BEV sales volume means there are few coming into the used market and manufacturers are unable to support through tactical registrations due to the semiconductor issue.

Total online B2C stock levels going into August are 5.8% down on the start of the previous month and 16.8% below where they were 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. Even with constrained stock levels holding back some sales, dealers are now having to curb their inflationary pricing with prices going into August on a par with the start of July although that still means they are 9.2 percentage points higher than at the start of this year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	52.2
Volkswagen	T-ROC	62.8
Volkswagen	Tiguan	53.6

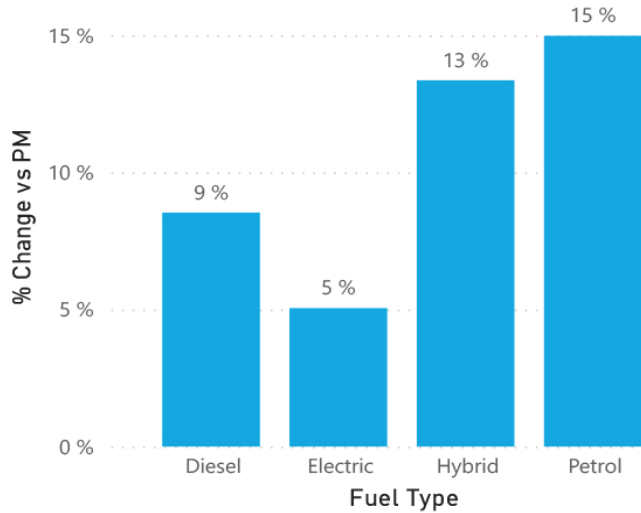
Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Mercedes-Benz	EQA	17x	20.9
Toyota	Auris	17x	21.0
BMW	i3	15x	24.7



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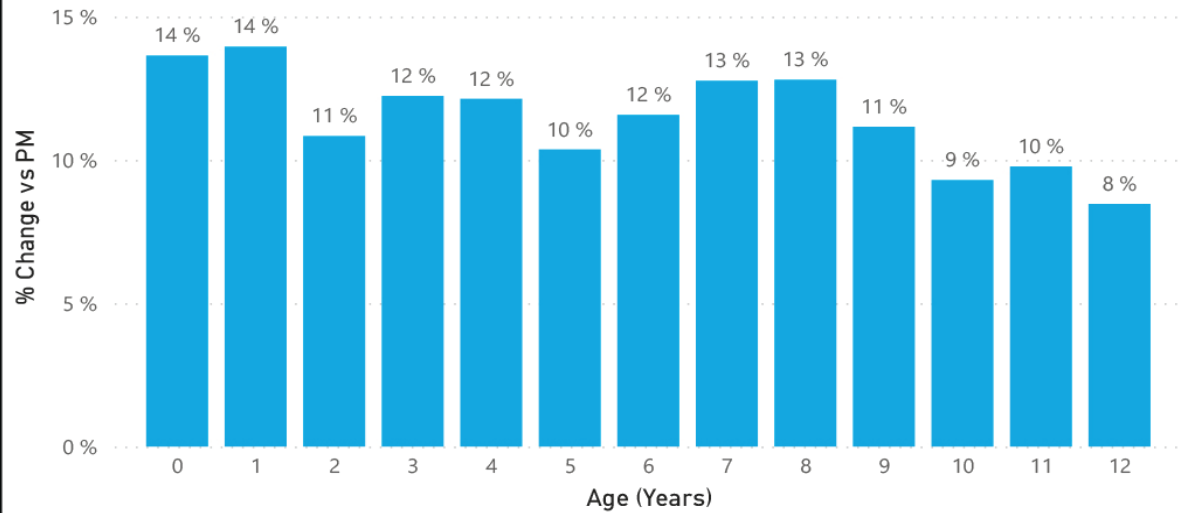


### % Sales Change by Fuel Type (Curr. vs. Prev. Month)



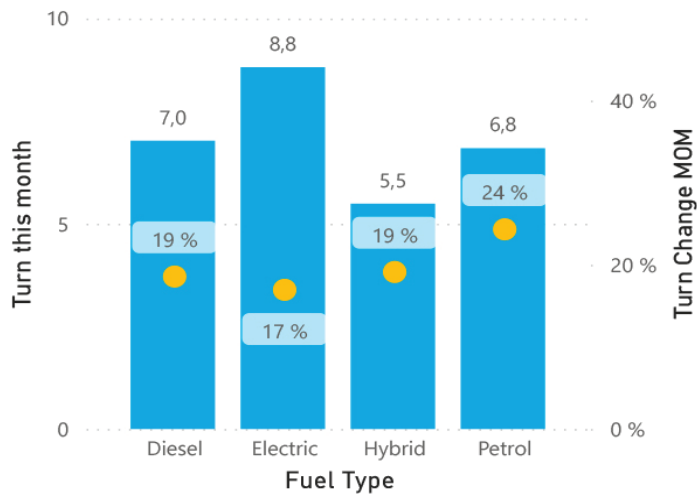
### % Sales Change by Age Group (Current vs. Previous Month)

DE



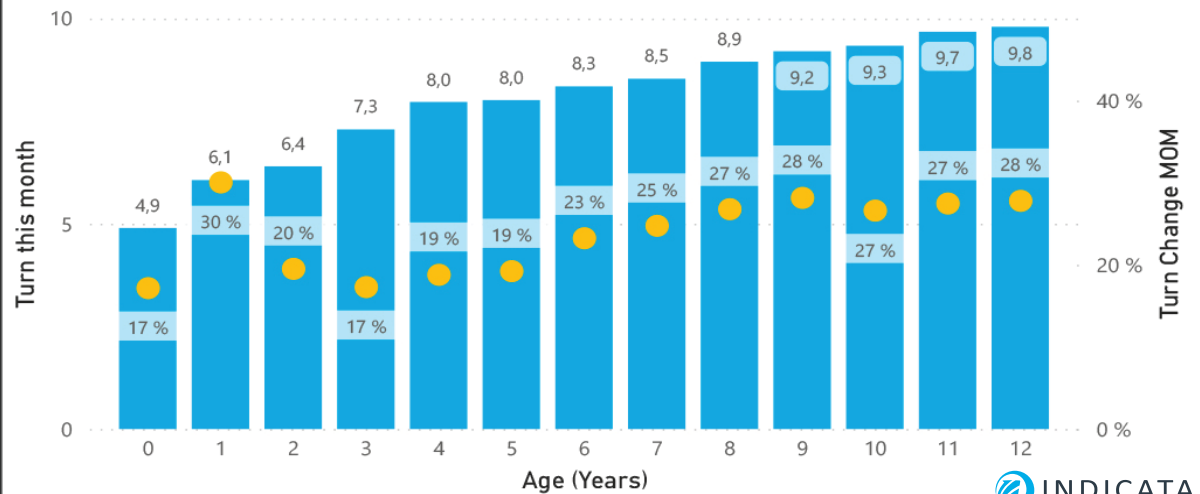
### Stock Turn by Fuel Type (Current Month)

● Turn this month ● Turn Change MOM



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

● Turn this month ● Turn Change MOM



Online B2C used car sales in July were 5.5% higher than in June but were still 15.5% lower than in July 2021. With every month this year seeing year-on-year sales declines it should come as no surprise to see that July YTD sales are 17.7% lower than the first seven months of last year however, they are 5.0% up on the same period in 2019.

Whilst three out of the four powertrains saw online B2C used sales increase month-on-month only BEVs achieved year-on-year growth with sales up 64.8%. Hybrid cars eased back 2.1% over the same period whilst petrol and diesel cars fell 15.1% and 19.5% respectively.

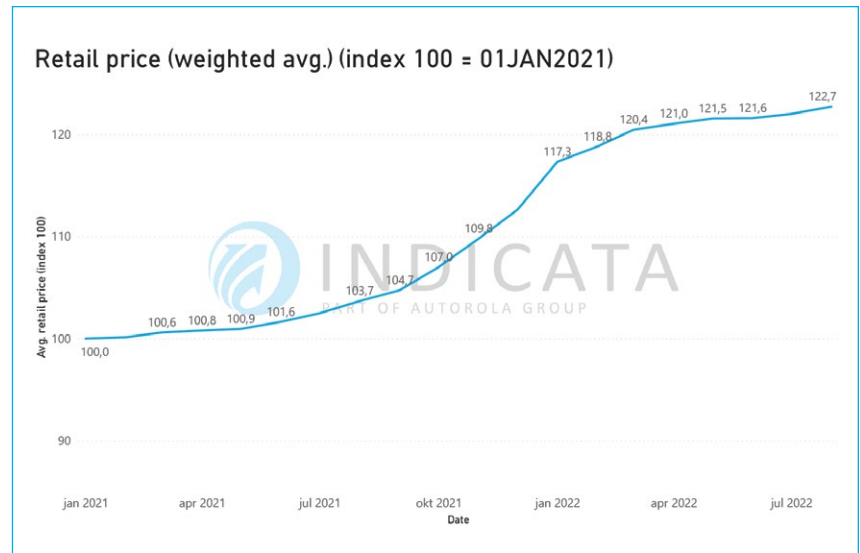
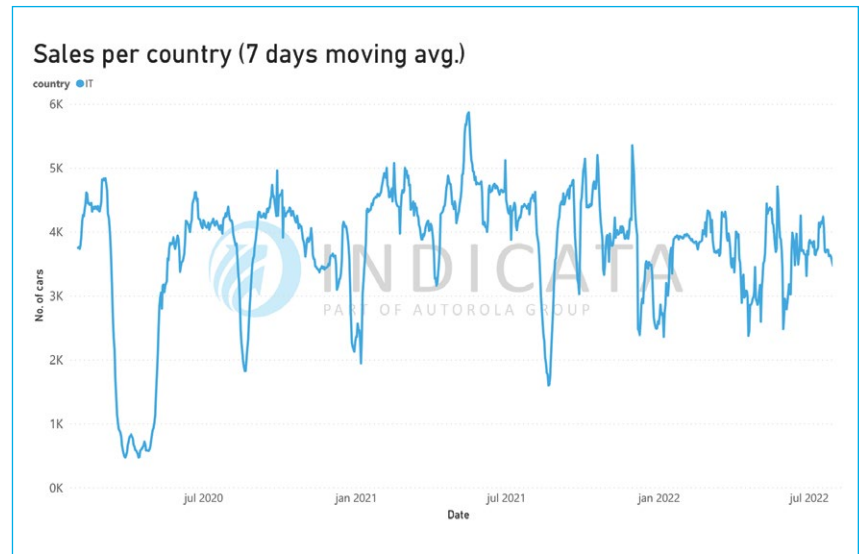
Not only are used BEV sales increasing but so is the demand with stock turn jumping up 92% YoY to 6.0x putting it only a little behind used petrol and diesel stock turn.

Stock remains a little tight with online B2C used car stock going into August 2.9% lower than at the start of the previous month and 3.2% down on August 2021. However, this level is 16% down on August 2019

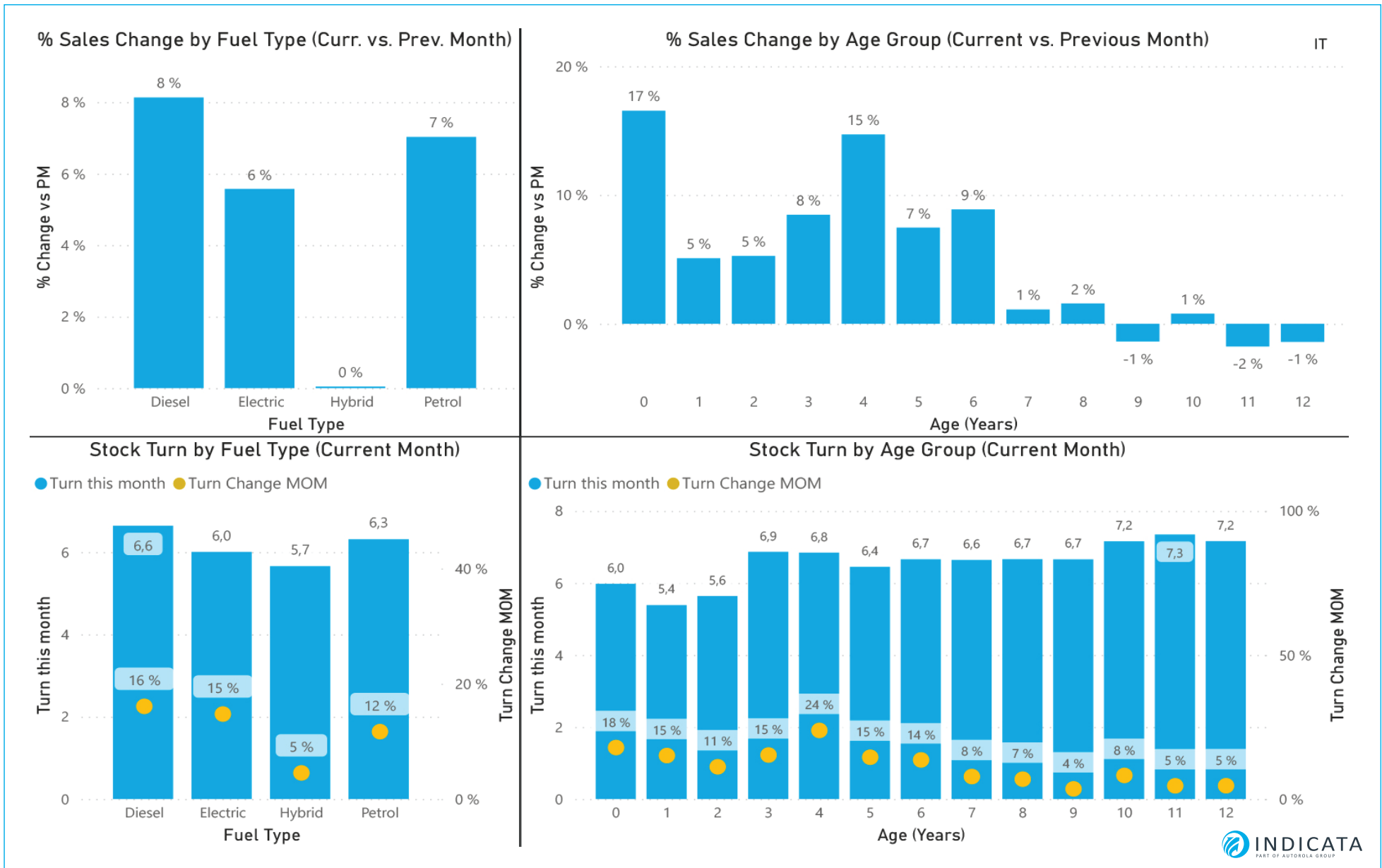
Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. After a slight slowdown in online B2C used car price increases in June July saw it accelerate again with prices going into August 0.7 percentage points higher than a month earlier and 10.2pp higher than at the start of this year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Fiat	500	51.0
Volkswagen	Golf	67.1
Fiat	500X	54.8

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Toyota	Auris	13x	28.6
BMW	X5	11x	33.9
Volkswagen	Tiguan	10x	35.0



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# The Netherlands Online B2C used car prices jump 0.9 percentage points in a month

Online B2C used car prices jumped 0.9 percentage points in July putting average prices at the start of August 8.0pp higher than at the start of last year. As our price index is based on a consistent pool of vehicles indexed against January 2021 with a 2-4% uplift for the new year, followed normally by a lifecycle driven downward curve in average prices this means the real increase is even higher.

Whilst July online B2C used car sales were 15.4% lower than in June they were 6.1% above July 2021 but that is not enough to reverse the downfall in sales so far this year. Online B2C used sales for July YTD are 4.4% lower than the first seven months of last year and 4.2% behind the same period in 2019.

Poor new car sales over the last couple of years combined with the semiconductor issue restricting manufacturer backed tactical registrations has impacted sales of

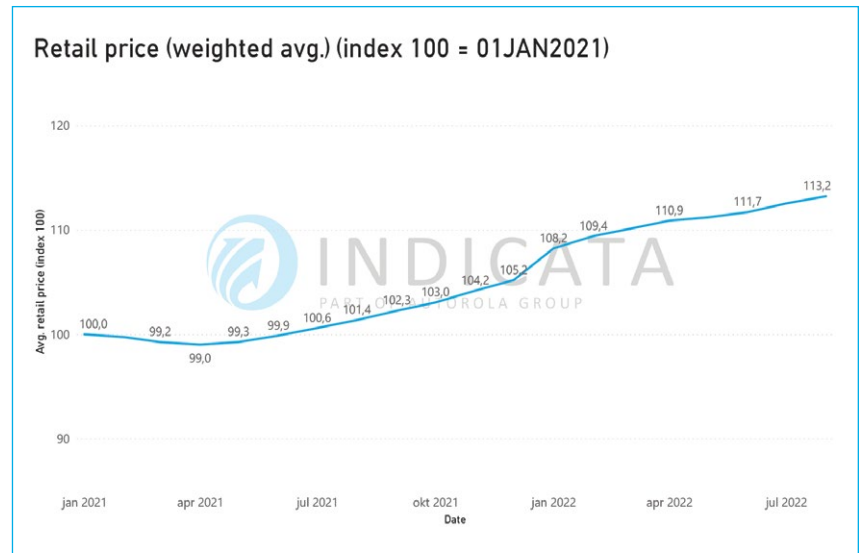
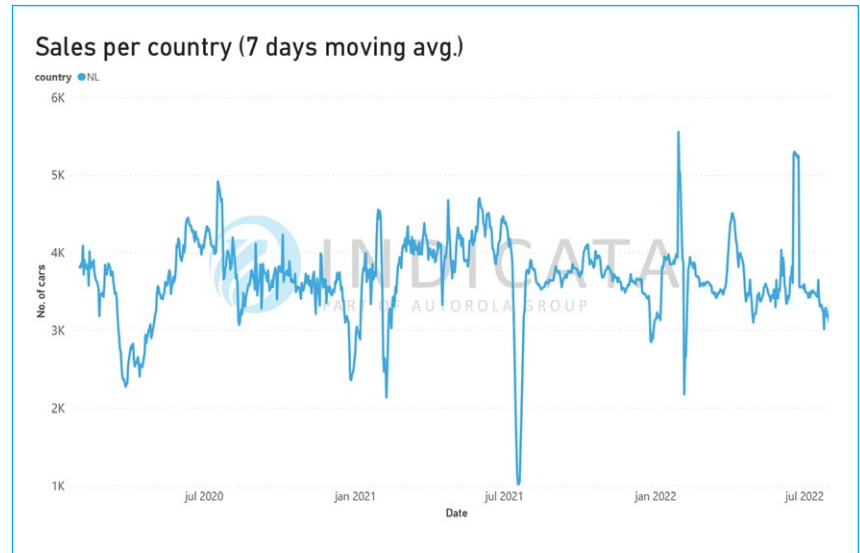
all powertrains month-on-month. However, both BEVs and hybrids have seen strong growth over the last 12 months with BEV sales in July 63.1% above July 2021 and hybrids up 35.7% over the same period.

Demand for BEVs continues to rise and outperform the other powertrains. BEV stock turn increased by 94% in July compared to a 23% increase in hybrid stock turn with petrol and diesel only increasing by 17% and 7% respectively. This means BEV stock turn of 5.6x makes it the fastest-selling powertrain whilst used diesel cars are now the slowest-selling in the Dutch market.

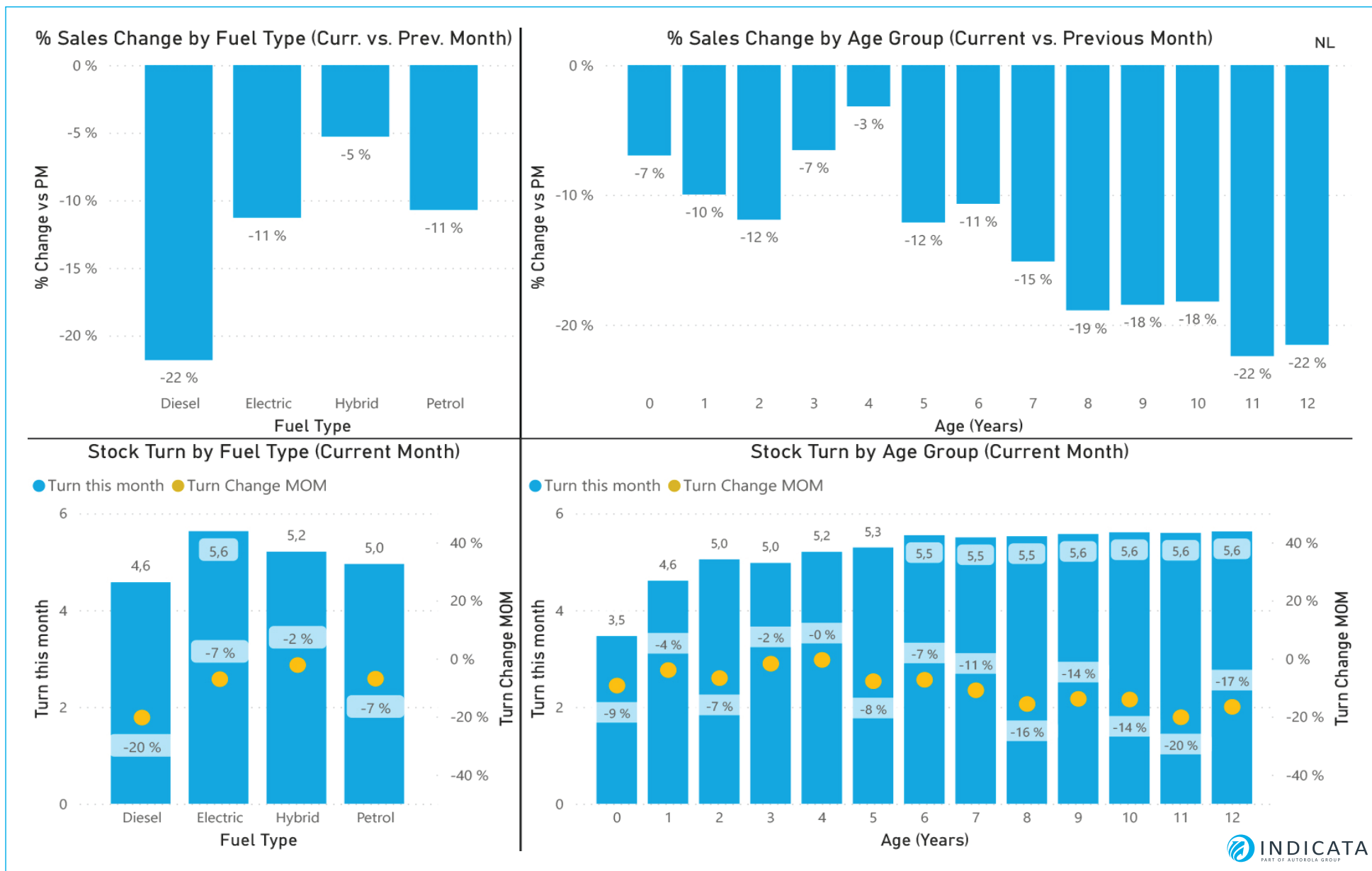
A 1.1% reduction in the level of online B2C used car stocks going into August compared to the start of July means stock levels are now 6.8% lower than in August 2021 and 18.3% behind where they stood in August 2019.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Polo	67.5
Volkswagen	Golf	78.6
Renault	Captur	60.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Tesla	Model 3	12x	28.9
Toyota	Auris	10x	37.7
Peugeot	5008	10x	37.7



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July online B2C used car sales were 8.1% higher than in June but 36.1% below July 2021 making it 15 consecutive months of year-on-year falls. Total sales for the first seven months of 2022 are now 33.9% lower than for the same period last year.

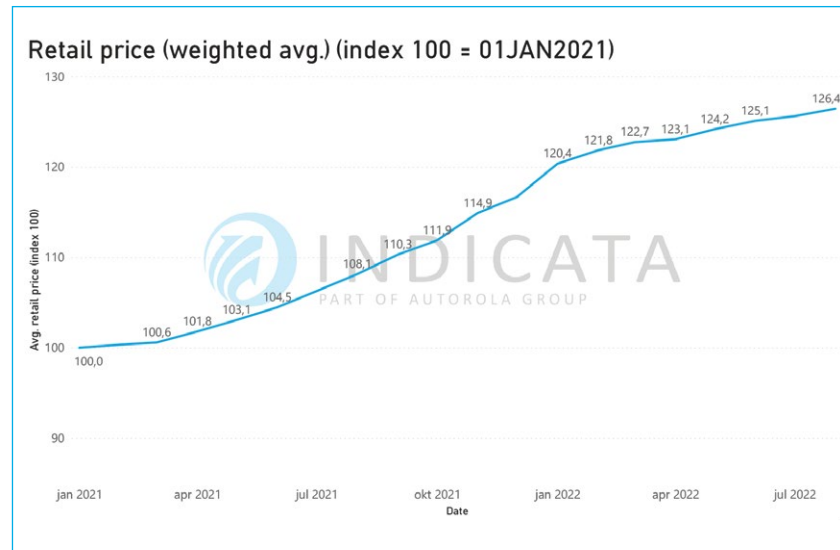
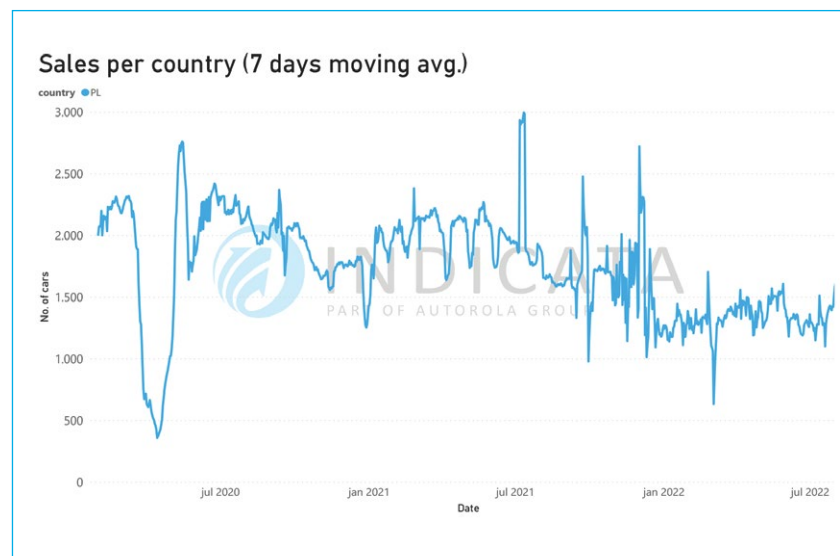
Between June and July used BEV sales struggled the most, but some of this is due to the availability of used BEVs, in part due to the historic low new BEV sales but also due to manufacturers struggling to support tactical registrations due to the ongoing semiconductor issue. However, there is no doubt the Polish market is struggling to find the right quality used stock to meet demand. Year-on-year sales of all powertrains dropped sharply with hybrids collapsing by 53.8% YoY, BEVs down 48.6%, diesel sales falling by 44.7% and petrol car sales seeing a 34.9% decline.

Total online B2C used car stock levels fell a further 4.7% going into August which means there is now 25.1% less cars available than in August 2021. Despite the fall in used BEV sales the squeeze on stock is having to fight off increased demand for used BEVs resulting in stock turn shooting up 211% YoY to 8.2x meaning they are selling 32% faster than used diesel cars.

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 the 0.6 percentage point increase in average used car prices going into August compared to the previous month is not surprising and it means average prices are now 9.7pp higher than at the start of the year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Škoda	Octavia	106.2
Opel	Astra	74.1
Toyota	Yaris	49.6

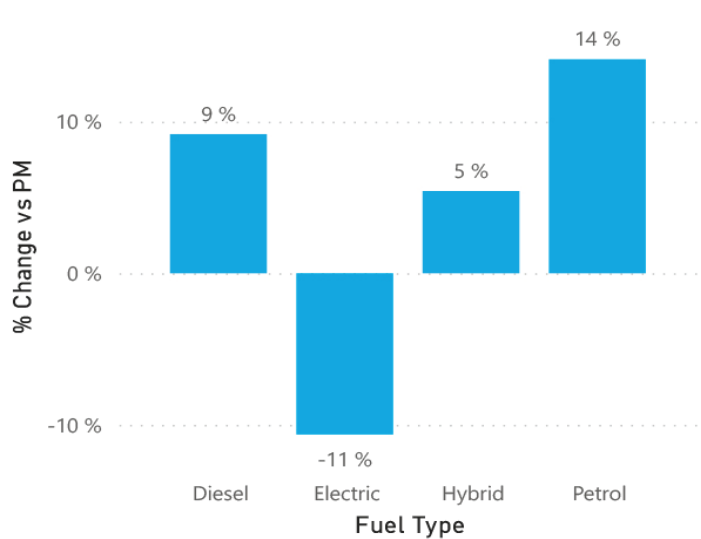
Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Hyundai	i20	10x	35.4
Toyota	C-HR	9x	41.1
Suzuki	Vitara	9x	41.9



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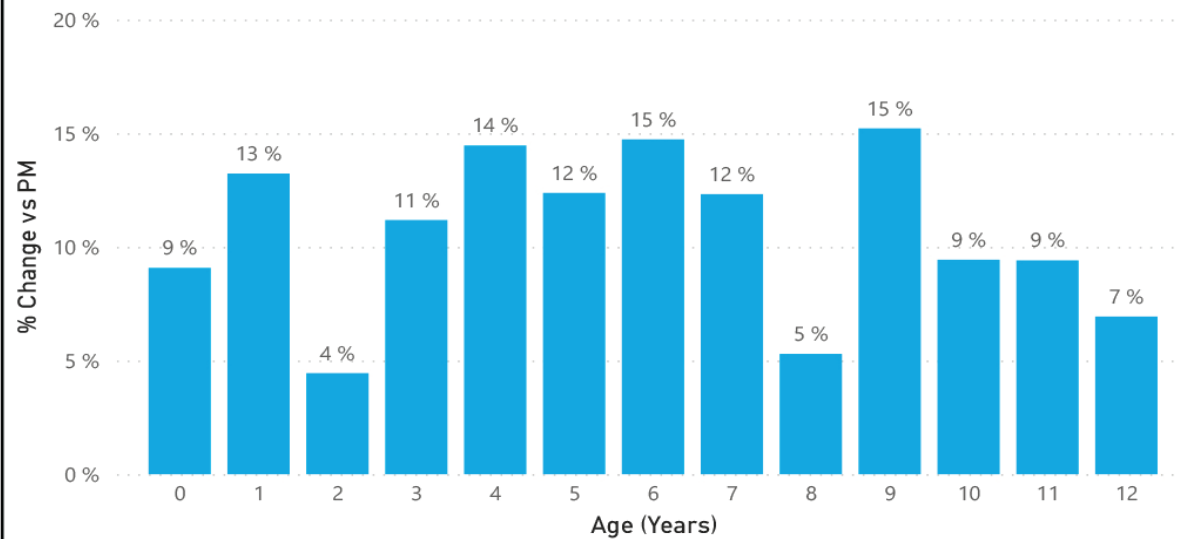


### % Sales Change by Fuel Type (Curr. vs. Prev. Month)

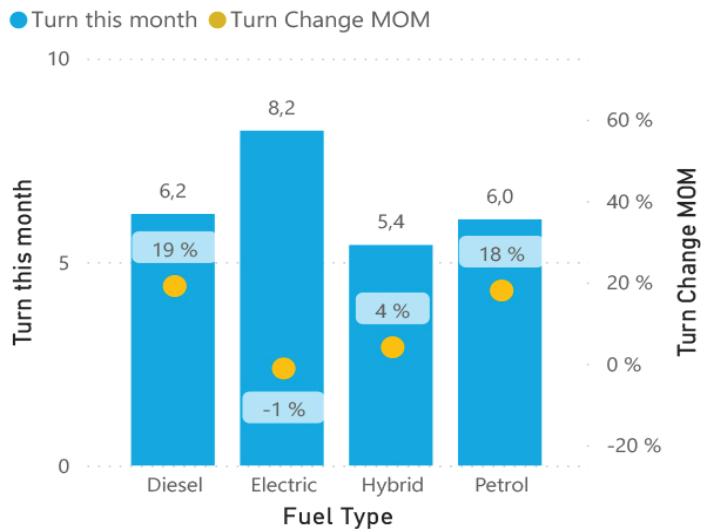


### % Sales Change by Age Group (Current vs. Previous Month)

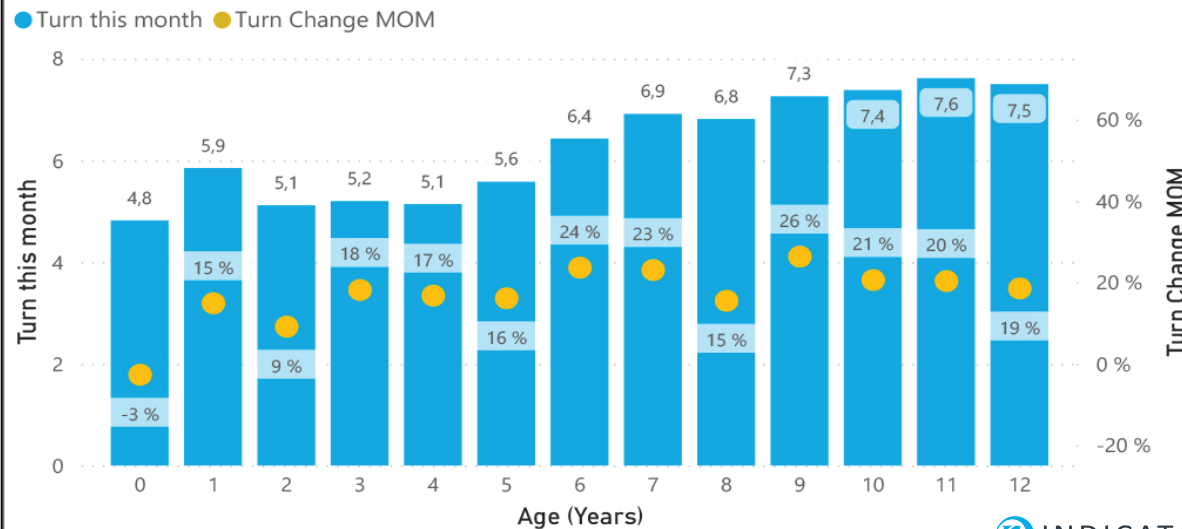
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### Stock Turn by Fuel Type (Current Month)



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





Online B2C used stock levels going into August are 9.9% down on the start of the previous month which means they are now 19.4% lower than at the start of August last year which is the seventeenth consecutive month of year-on-year reductions.

With the semiconductor shortages creating long lead times on new orders manufacturers are unable to support sales with tactical registrations and that meant the sale of very young used cars under 1-year-old in July were 50% lower than in the same month last year.

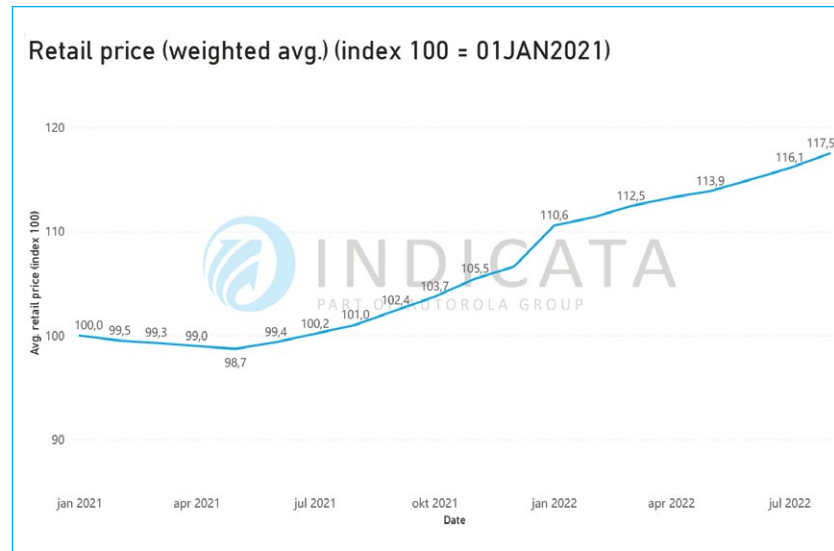
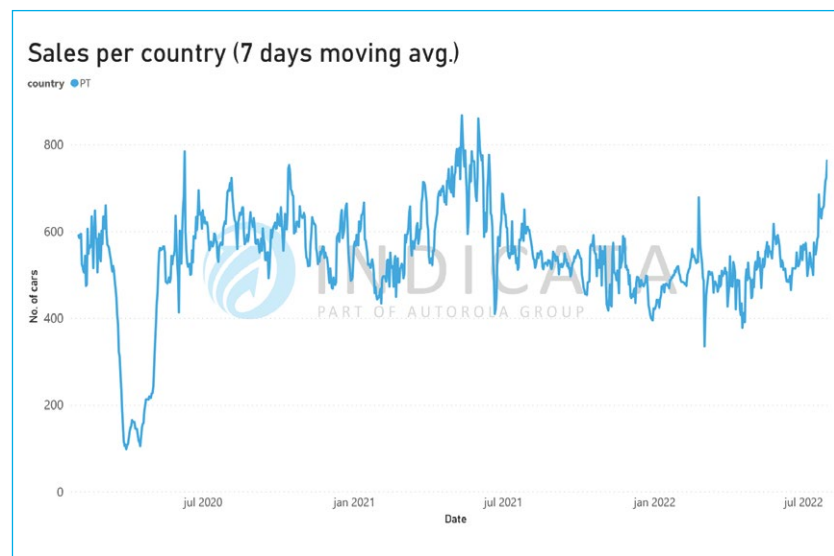
Across the whole market July online B2C used car sales were 5.6% higher than in June but 7.6% lower than in July 2021. Online B2C used car sales for July YTD are now 17.1% lower than the first seven months of last year although they are 1.5% higher than in 2019.

Demand for BEVs continues to exceed supply with online B2C used BEV sales leaping up

72.5% year-on-year compared to a 20.7% increase in hybrids, an 8.6% fall in diesel and a 17.9% drop in petrol car sales over the same period.

The constrained supply combined with strong demand has resulted in an 85% increase in BEV stock turn YoY to 7.2x meaning they sell 30% quicker on average than the second fastest-selling powertrain, used petrol cars.

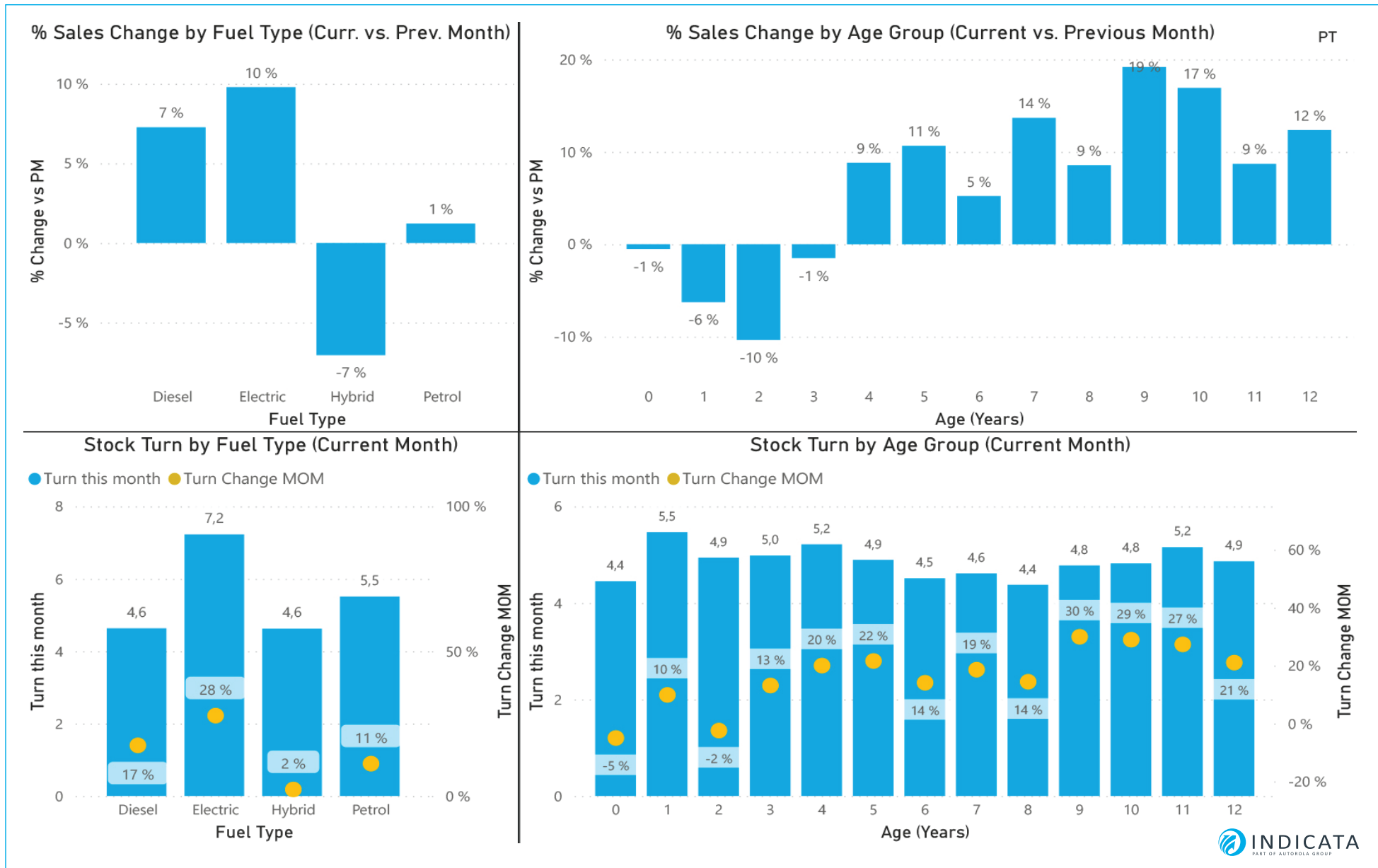
Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. With stock levels so low but demand still strong prices are still rising sharply. Average online B2C used car prices going into August were 1.4 percentage points higher than at the start of the previous month and are now 10.9pp higher than at the start of this year.



Top selling < 4-years-old by volume		
Make	Model	MDS
Renault	Clio	51.0
Peugeot	3008	55.4
Renault	Mégane	55.1

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
BMW	i3	13x	28.8
Renault	Grand Scénic	11x	34.1
Renault	Zoe	10x	37.5

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July online B2C used car sales were 1.1% up on June's result but a staggering 25.5% lower than in July 2021. Despite this year getting off to a good start the lack of right quality used cars coming into the market to meet the increased demand is hampering sales and after seven months total sales for 2022 are 9.2% lower than for the same period last year.

Whilst the sale of very young used cars under 1-year-old increased by 19% month-on-month indicating some manufacturer backed tactical registrations the volume was 43% lower than in July 2021.

All powertrains saw weak year-on-year results. Online B2C used diesel sales collapsed by 32.8% YoY whilst used petrol sales fared only slightly better with a 27.8% fall. Hybrids did the best with an 8.2%

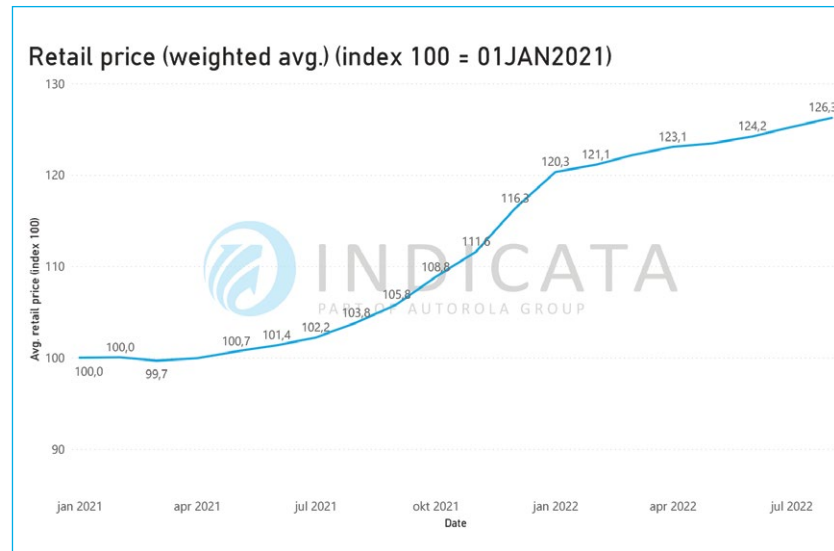
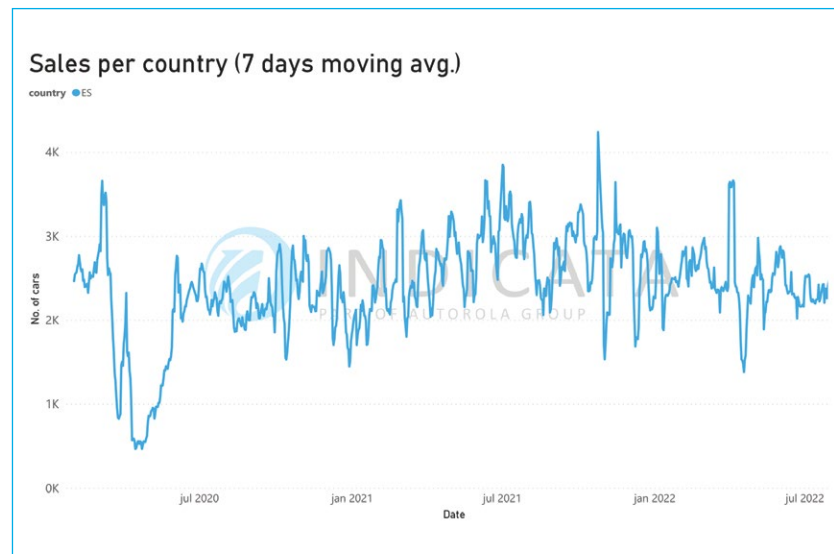
increase compared to July 2021 whilst BEVs managed a feeble 3.8% rise over the same period.

However, part of the problem for BEVs is the lack of available stock which has resulted in stock turn increasing by 120% YoY to 7.6x and 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. Whilst prices are rising at a slower rate than last year there is still strong used car inflation with prices going into August 1.0 percentage points higher than at the start of July and 10.0pp higher than at the beginning of the year.

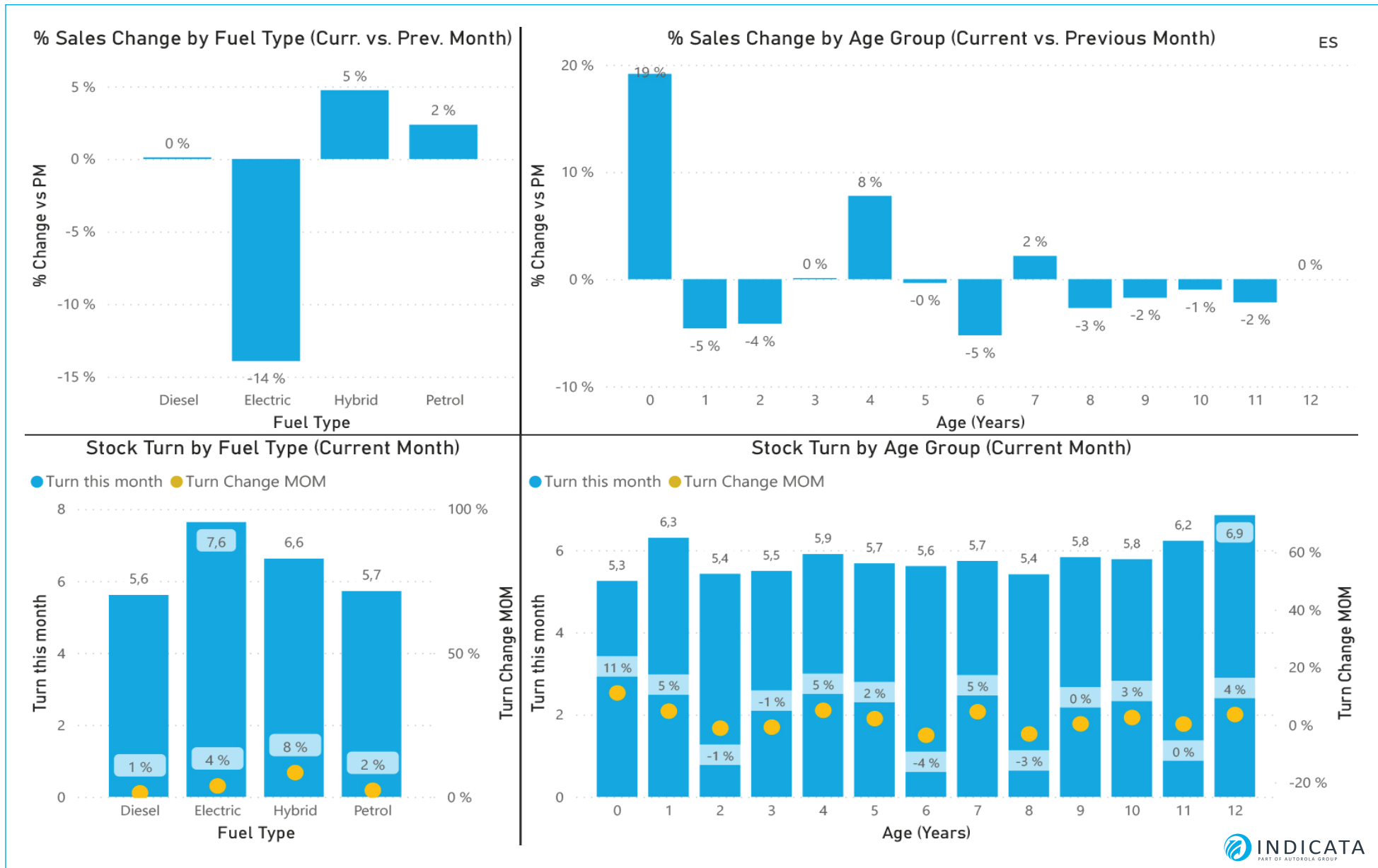
Top selling < 4-years-old by volume		
Make	Model	MDS
Seat	León	58.7
Volkswagen	Golf	72.4
Peugeot	3008	66.3

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Nissan	Leaf	19x	18.9
Renault	Zoe	17x	20.9
Cupra	León	13x	26.8



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July online B2C used car sales were just 0.6% higher than June's result but 17.4% down on July 2021. With seven months of the year behind us total online B2C used car sales are now 12.4% down versus last year and 4.3% lower than for the same period in 2019.

At a powertrain level only BEVs saw sales increase year-on-year, rising 13.6% whereas hybrid sales fell 3.4%, petrol car sales dropped 18.9% and used diesel sales were 22.5% down over the same period.

Whilst the increase in BEV sales was far from spectacular it is the availability of stock which is preventing higher growth. Demand for BEVs has pushed up stock turn by 109% YoY to 7.0x and BEVs are now selling as quickly as used diesel cars.

Across all powertrains online B2C used car stock levels going into August are 4.7%

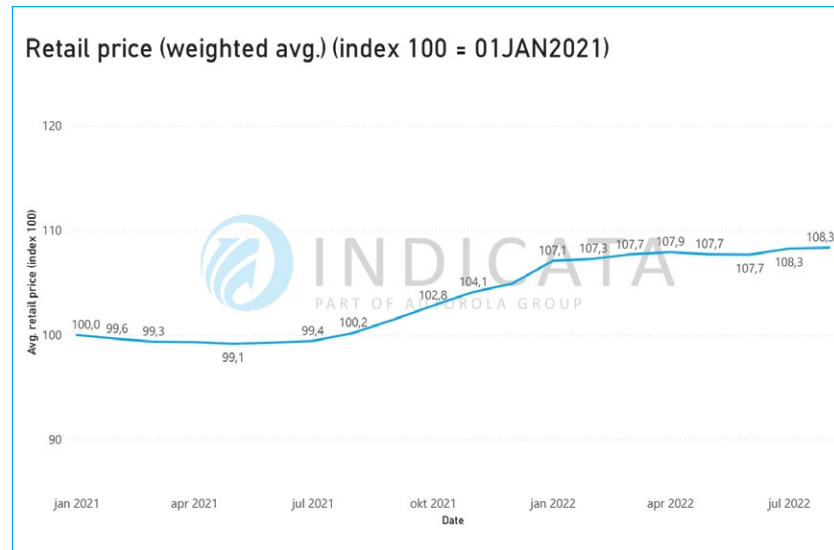
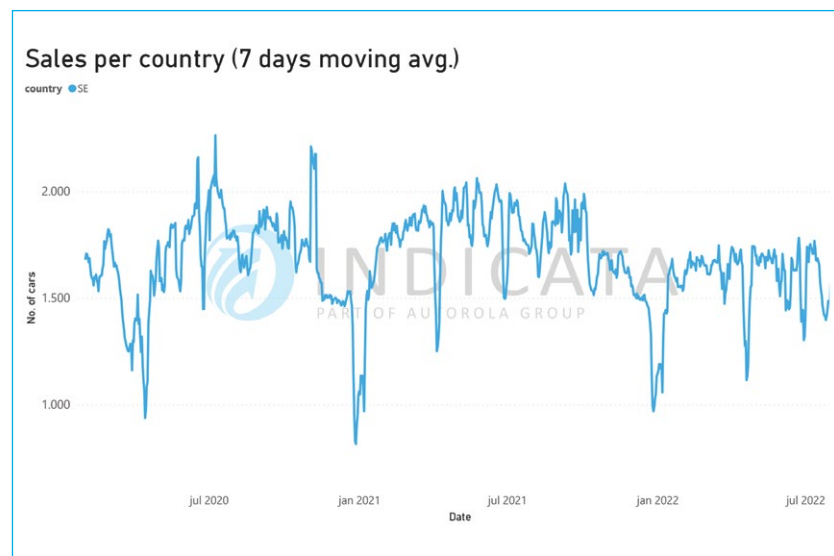
lower than at the start of the previous month and 7.2% down on August 2021.

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.

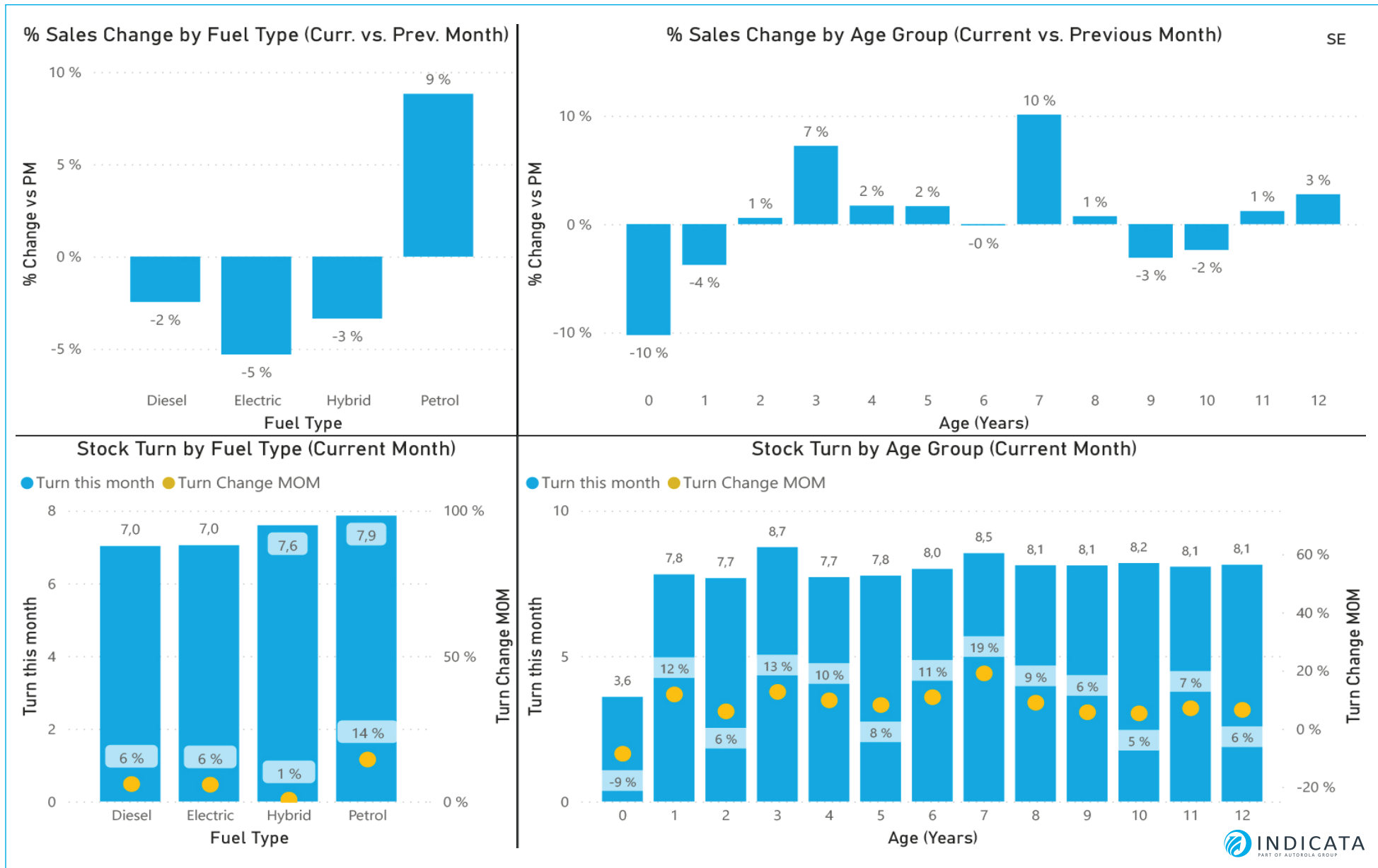
Unlike the rest of the region the Swedish market hasn't seen such aggressive price rises but the semiconductor issue pushing up used car demand is still having an impact with prices at the start of August in line with the start of July. But prices are still 4.2 percentage points higher than at the start of the year and allowing for how prices would normally behave that means they are closer to 5.5% above where they would be expected to be.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volvo	V90	50.8
Volvo	V60	46.8
Volvo	XC60	49.9

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Kia	Soul	26x	14.0
Renault	Clio	25x	14.2
Renault	Zoe	25x	14.5



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Online B2C used car sales continued their rollercoaster ride with July sales 41.4% down on June but 65.6% higher than in July 2021. Total online B2C used car sales for the first seven months of the year are now 13.0% higher than this time last year and 15.0% above the same period in the pre-Covid 2019.

All powertrains saw significant falls in online B2C used car sales month-on-month and similar significant increases year-on-year, but hybrids saw the biggest increase with sales jumping 303.1% in July compared to July 2021. Online B2C used BEV sales jumped 175.0% YoY with used petrol sales up 70.1% and diesel sales increasing by 61.1%.

Used diesel cars remain the fastest-selling cars with a stock turn of 6.5x, a 65% increase on July 2021.

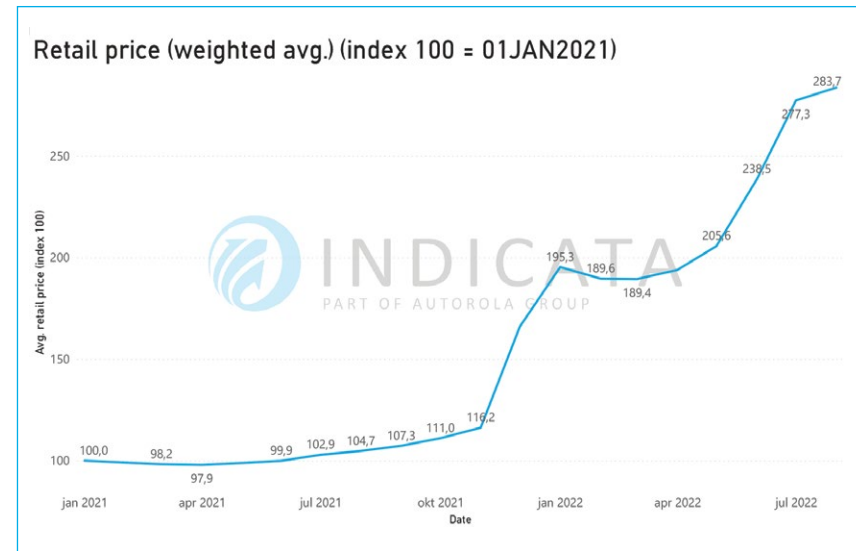
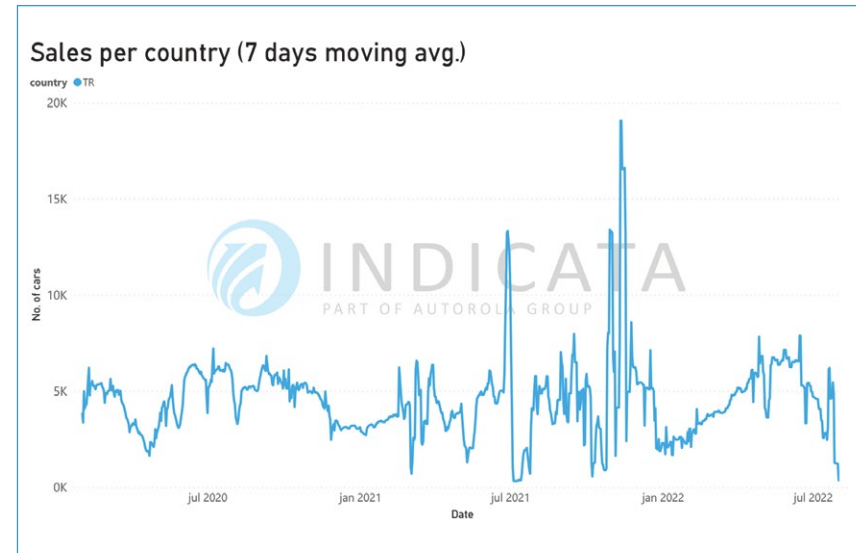
BEVs saw stock turn leap up by 209% YoY but at 2.7x sales remain sluggish compared to other countries.

Getting the right quality used stock remains a challenge with stock levels going into August 3.3% lower than at the start of July and 3.2% down on August 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 prices going into August rose by just 6.4 percentage points the inflationary pressure caused by new car shortages is continuing to drive prices upwards and they are now 119.1pp higher than at the start of the year.

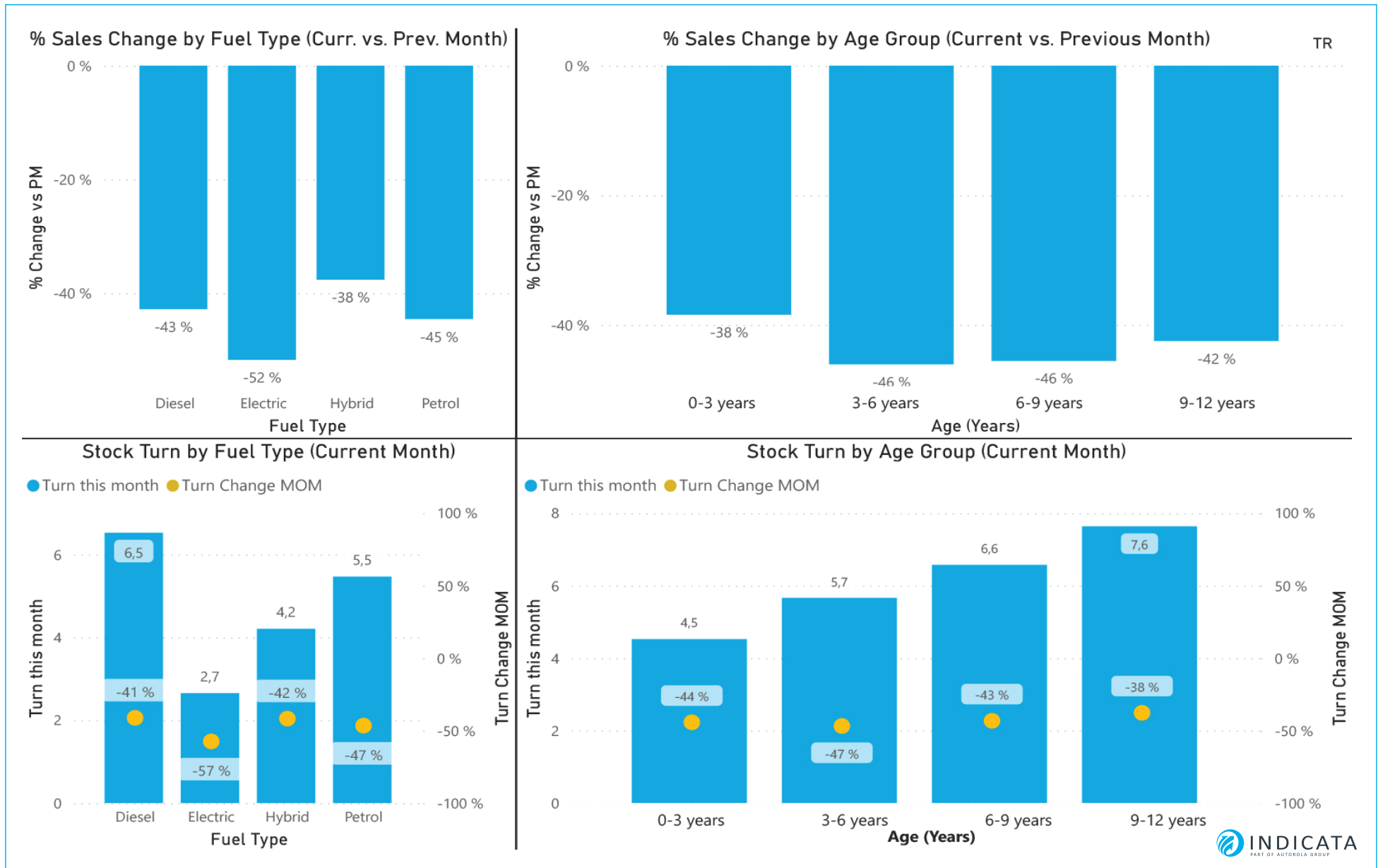
Top selling < 4-years-old by volume		
Make	Model	MDS
Fiat	Tipo	64.6
Renault	Clio	64.0
Volkswagen	Passat	78.7

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Hyundai	Accent	7x	48.5
Peugeot	301	7x	50.0
Ford	EcoSport	7x	52.0



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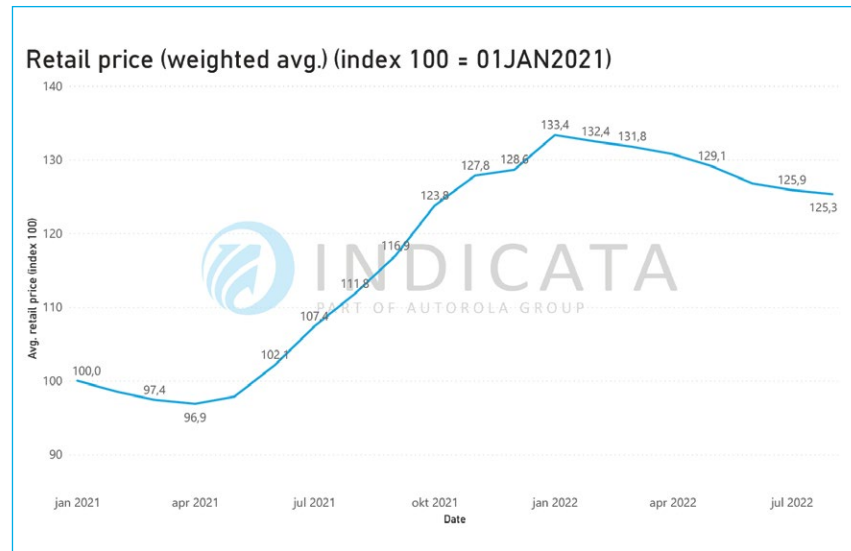
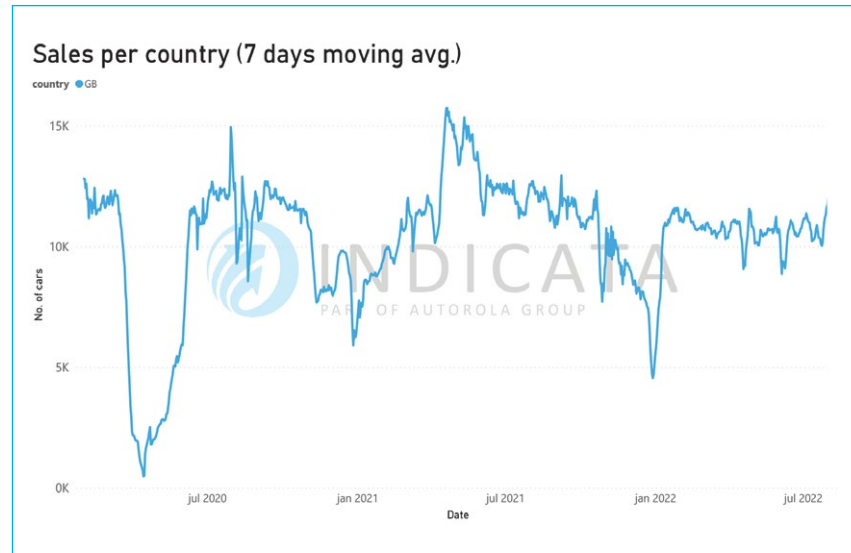
Online B2C used car sales in July were 6.9% up on June but 21.3% down on July 2021. July YTD sales are now 10.0% lower than the first seven months of last year and 6.4% behind the same period in 2019.

Sales of BEVs struggled to see much increase month-on-month as limited supply of the right quality used BEVs hampered sales but online B2C BEV sales were still 56.0% higher than in July 2021. This continuing strong demand but limited supply of stock means they continue to be the fastest-selling car with a stock turn of 10.1x, which is a 57% increase on this time last year and 21% quicker than the average for the other powertrains.

Whilst online B2C used car stock levels going into August are 3.0% down on the

start of July they are 4.6% higher than in August 2021 and 13.5% above the same month in 2020 with the new plate change just one month away.

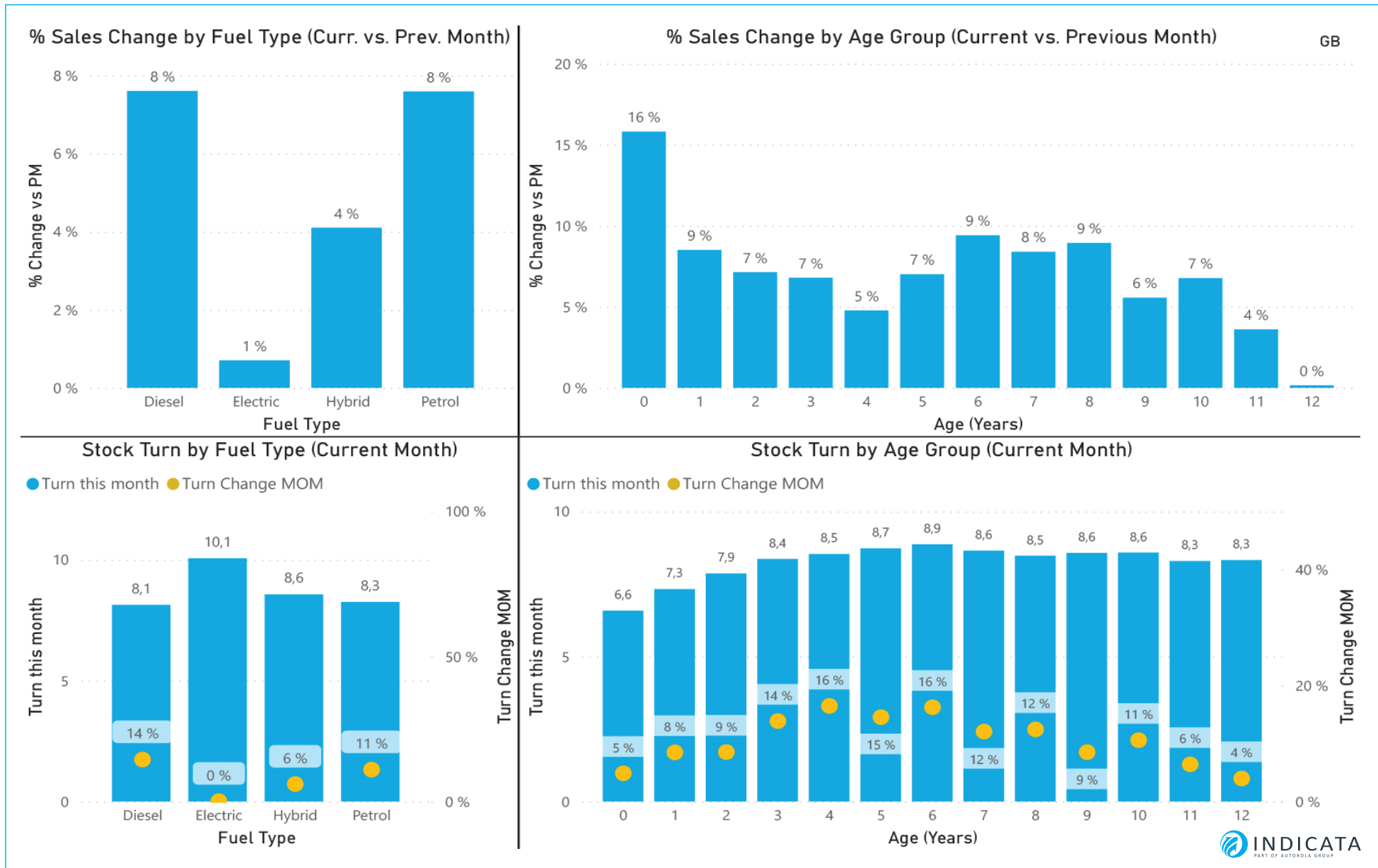
Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. Whilst the increased used car demand and constrained supply pushed up prices across all markets last year the U.K. clearly peaked at the start of the year after the new year uplift. The average price going into August was 0.6 percentage points lower than at the beginning of July and 3.3pp down on the end of last year.



Top selling < 4-years-old by volume		
Make	Model	MDS
Ford	Fiesta	42.9
Volkswagen	Golf	46.6
Nissan	Qashqai	38.4

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
MG	5	17x	20.6
Toyota	C-HR	16x	22.5
Tesla	Model 3	15x	24.3

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# Background

On the 24th of 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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