



September's online B2C used car sales were 21.9% up on the August results but it still meant they were 1.5% lower than in September 2021 and 4.7% behind the same month in 2019. This means sales for the first three quarters of the year are 8.1% lower than last year and 9.0% behind the first nine months of 2019.

The drop in year-on-year sales were driven by the traditional powertrains with online B2C used diesel car sales 3.1% lower in September 2022 than the same month last year whilst used petrol car sales dropped 6.4% over the same period. Used BEVs and hybrids managed to increase sales with both powertrains seeing a 16.4% YOY increase in sales.

The 51% increase MoM in young used cars less than 1-year-old may indicate manufacturer-backed tactical registrations have gone crazy but it is worth noting these

levels are still 10% down on what was seen this time last year.

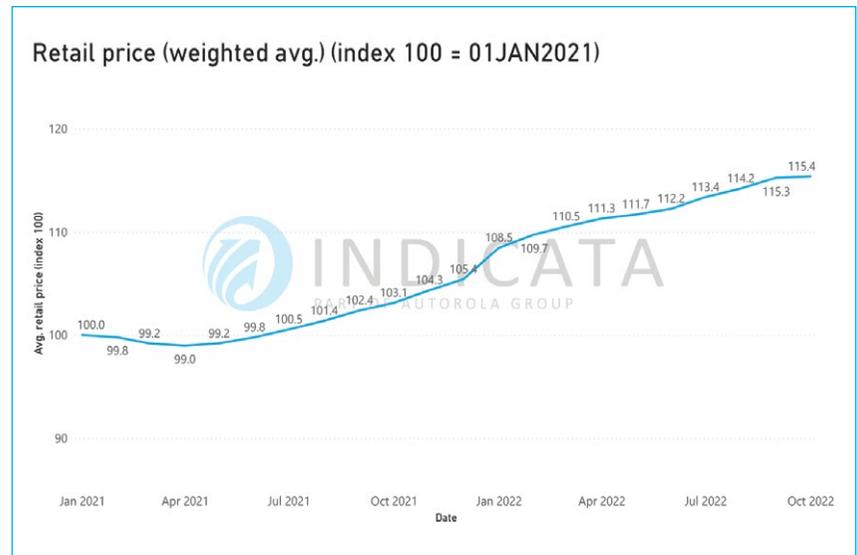
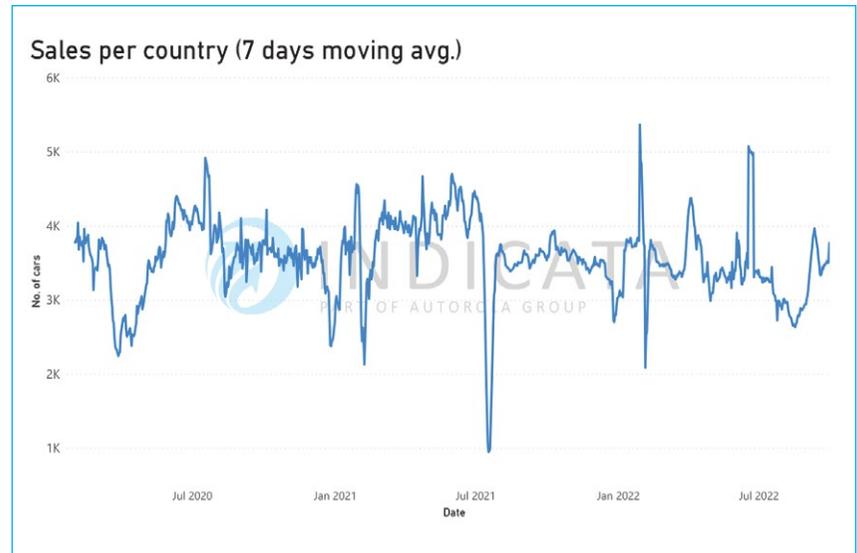
Stock levels going into October saw a small 2.0% improvement, but they are still 8.5% down on the same point last year.

Demand for BEVs may have seen a 1% MoM reduction with stock turn dropping to 4.5x, but they are still 11% up against September 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. As we are seeing in other markets used car inflation is slowing or even reversing. In the Dutch market average online B2C used car prices going into October are just 0.1 percentage points higher than a month earlier which puts them 10.0pp higher than at the end of last year.

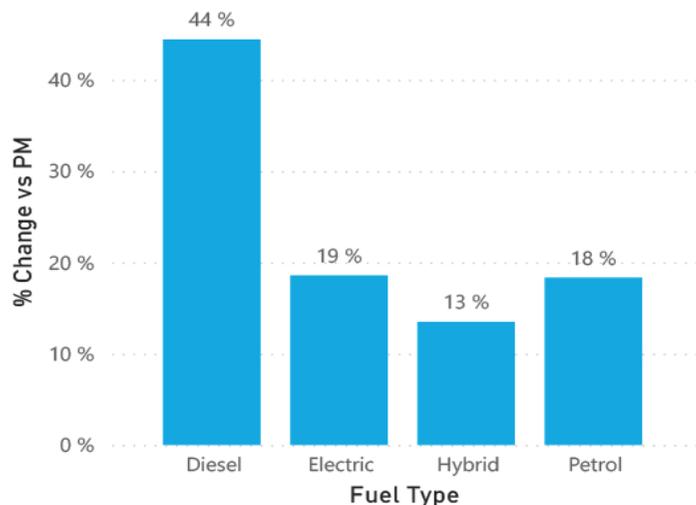
Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	57.1
Volkswagen	T-ROC	43.9
Volkswagen	Polo	61.8

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Mercedes-Benz	G-Class	60x	6.0
Volkswagen	Touran	19x	19.1
BMW	i3	15x	24.3



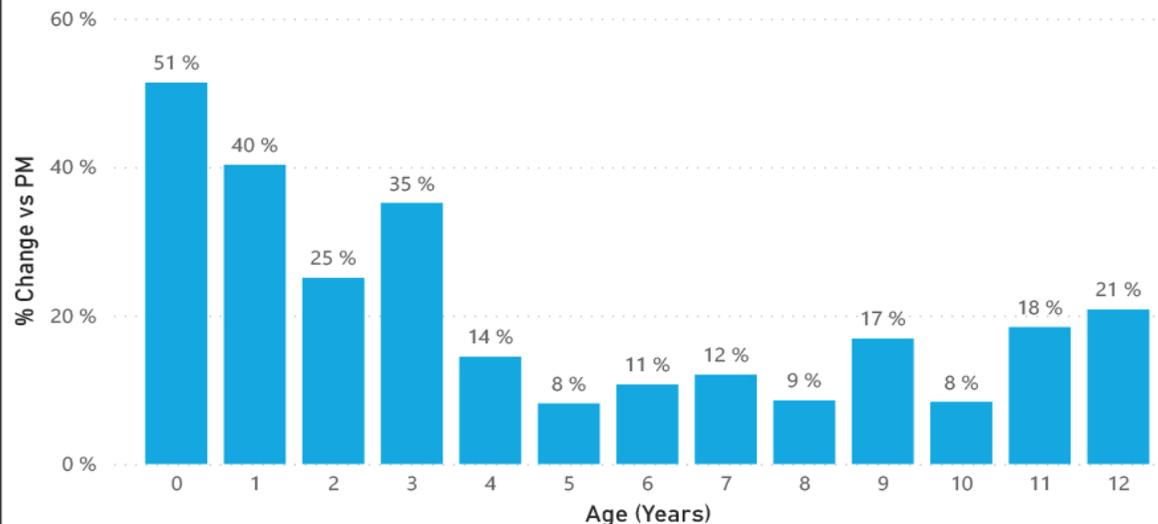
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% Sales Change by Fuel Type (Curr. vs. Prev. Month)

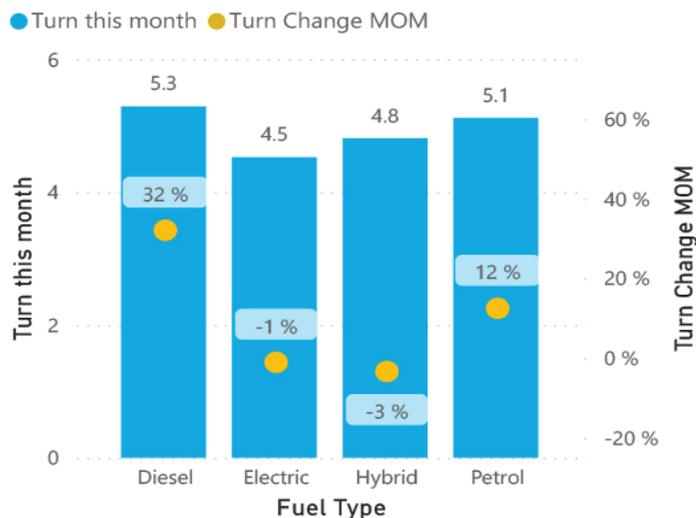


% Sales Change by Age Group (Current vs. Previous Month)

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Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)

