



Online B2C used car sales fell 10.1% in October compared to the same month last year. Even though this was only 1% lower than in the previous month it means sales for the first 10 months of the year are 10.5% down on the same period last year and 6.1% lower than in 2019.

The high energy prices are making buyers reconsider the appeal of used BEVs which saw sales tumble by 33.3% in October YoY. Diesel continues to fall from grace as sales fell 22.5% YoY and used petrol sales also struggled with sales dropping 13.3% over the same period. Only hybrids saw any growth with sales up 7.5% over the same period.

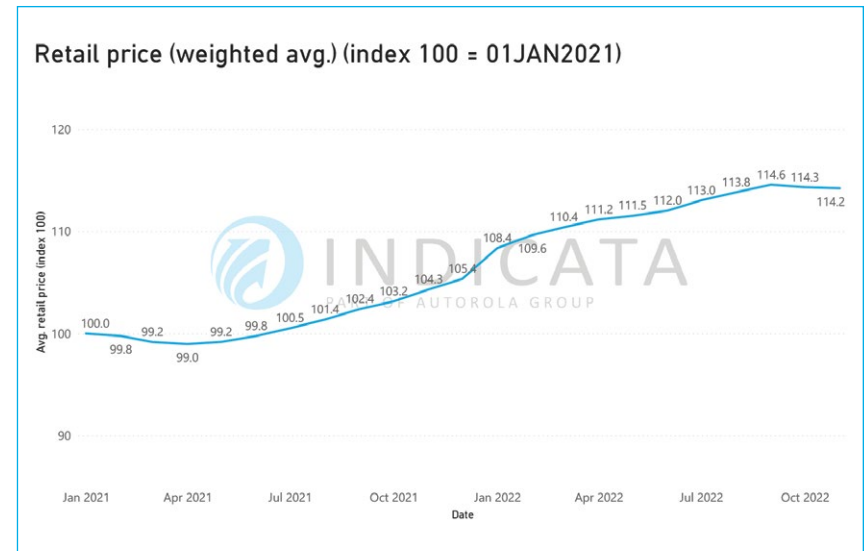
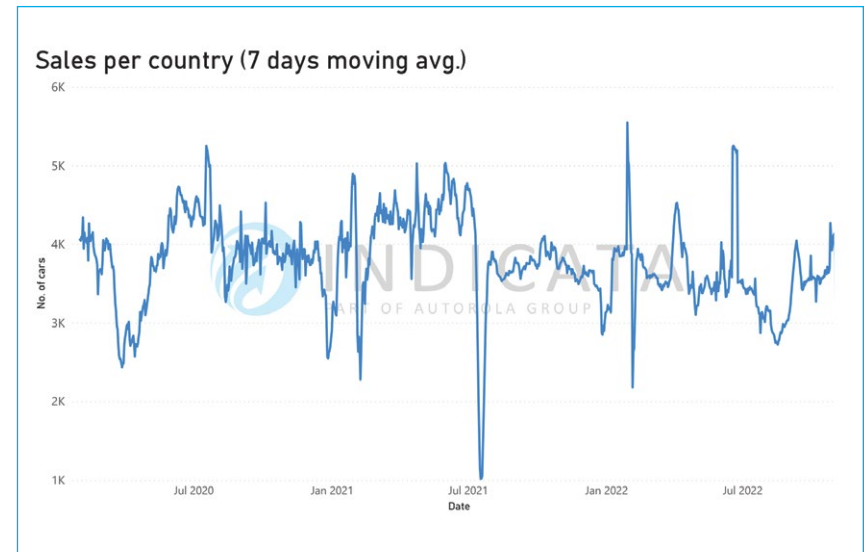
With sales falling, stock levels going into November rose by 4.2% compared to the start of the previous month but they are still 3.4% lower than in November 2021 and 19.8% behind the same point in 2019.

After a period of being the fastest-selling powertrain the change in consumer demand has seen BEVs slip back to the slowest-selling with a stock turn of just 3.7x and with the lowest year-on-year decline of 47% compared to just a 7% fall in turn rate for 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 sales weakening average online B2C used car prices going into November eased back by 0.1 percentage points but they are still 8.9pp higher than at the end of last year.

Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Polo	62.6
Volkswagen	Golf	76.8
Renault	Captur	66.3

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Renault	Austral	11x	32.4
Kia	Niro	7x	54.7
Suzuki	Ignis	6x	57.6



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