

Online B2C used BEV demand stalls

Online B2C used BEV demand has been a rollercoaster of a ride over the last 12 months. As new models entered the used car market demand saw them become the fastest-selling powertrain in December 2021. The Netherlands was one of the first countries to see this trend and whilst there was some hiatus during 2022, in part due to the soaring energy costs and other cost-of-living issues, they remained a fast-selling powertrain until September when demand stalled, and they fell back to being the slowest selling powertrain.

Average prices have increased each month except for diesel

Part of the issue could be explained by looking at average online retail prices. Our online B2C used car retail price index is based on a consistent pool of vehicles indexed against January 2022 and would

normally see a lifecycle driven downward curve in average prices. Throughout 2022 average prices have consistently increased month-on-month for all powertrains except diesel.

Average online BEV prices significantly outperformed the average price increase for the whole market. Some of that can be explained by a richer mix of used BEVs now available but it seems that the increased demand created an opportunity for prices to rise sharply too. Since that September fall in sales demand we are now seeing prices fall faster than the rest of the market with BEV prices at the start of December 0.8 percentage points down month-on-month. Average online used car prices for the whole market were just 0.1pp lower over the same period but they are still 7.9pp higher than in December 2021.

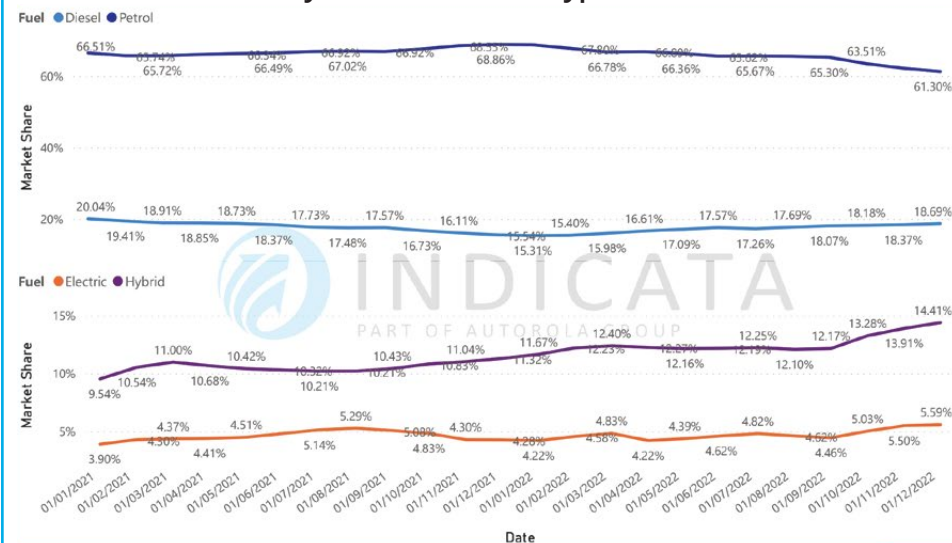
Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	Polo	66.9
Volkswagen	Golf	78.3
Renault	Captur	68.4

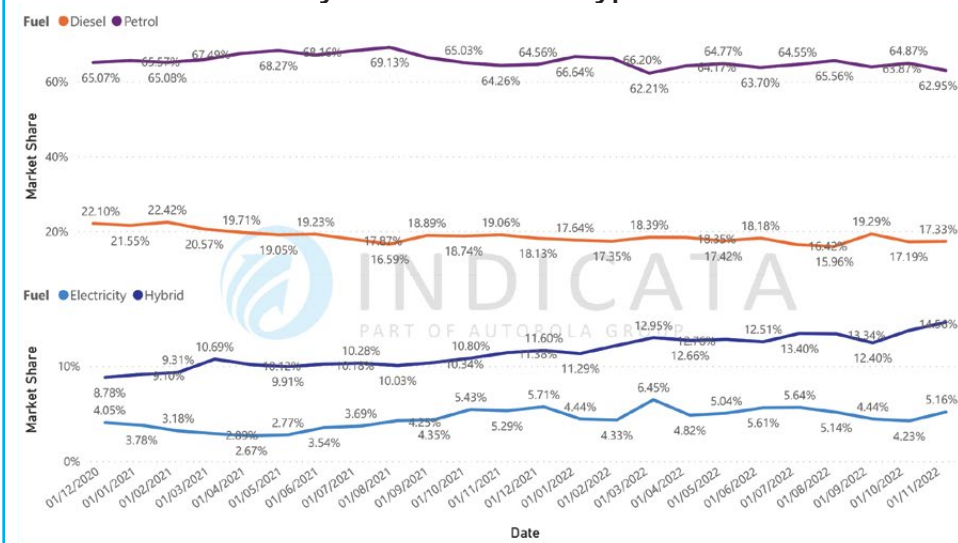
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Renault	Austral	12x	27.7
Dacia	Sandero	7x	54.5
Suzuki	Ignis	6x	56.5

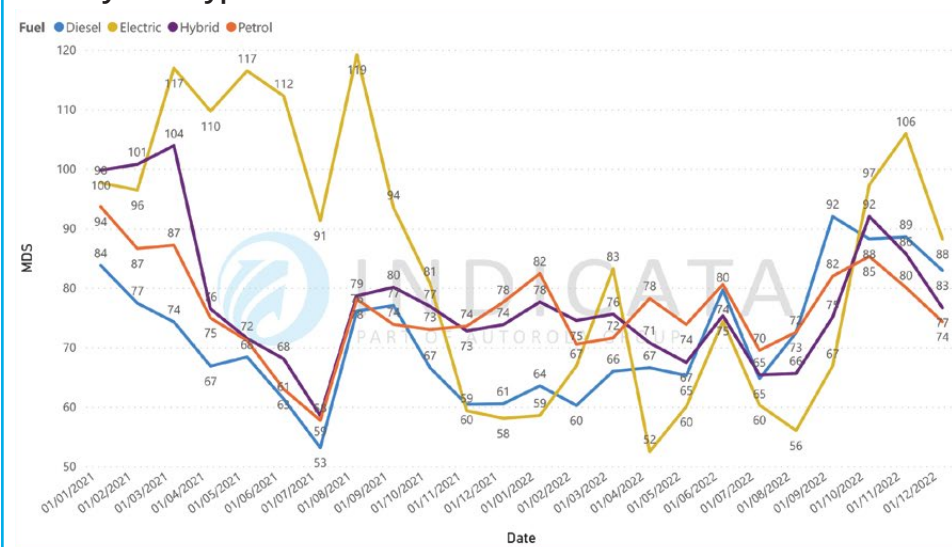
Stock Market Share by Month and Fuel Type



Sales Market Share by Month and Fuel Type



MDS by Fuel Type



Retail Price (weighted avg.) Index 100 = Jan

