

Used hybrids are the second best-selling used powertrain

The June online B2C used vehicle market saw petrol account for 60.6% of sales as it remains the first choice of the typical Dutch used vehicle buyer. But diesel's fall from grace appears to be close to completion as it fell further into third place as hybrid cemented its position as the second most popular powertrain with a 17.24% market share.

The elephant in the room is undoubtedly BEVs, which were just 6.21% of online B2C sales in June but accounted for 10.6% of online B2C used stock. It would be easy to dismiss this as a timing issue. After all, new BEVs became the most popular powertrain in May, taking a third of all new car sales. However, if we look at the online B2C used car market for cars under two years old, BEVs still only had a 15.95% market share.

Staying with that same age range, diesel has almost been wiped out, with sales taking just 0.97% of the June market of these younger used cars. In contrast, the 40.76% market share of hybrids brings them close to the 42.32% share of used petrol cars.

With BEV demand still sluggish, the increasing level of used BEV stock, which accounts for 10.6% of online B2C used vehicle stock at the beginning of July and 11.27% of used car stock, is a problem. Dealers and traders are struggling to find buyers for the wave of used BEVs appearing, resulting in the MDS hitting 139 days by the start of July. This means you could sell almost two petrol cars in the time it takes to sell one BEV.

Our online B2C used car retail price index is based on a consistent pool of vehicles indexed against January 2022 and would generally see a lifecycle-driven downward curve in average prices. Average prices going into July made it eight consecutive months of falling prices month-on-month as they dropped 0.5 percentage points, leaving prices 1.9pp higher than in January 2022.

Whilst the reduced volume of diesel stock has increased average diesel prices, the excess BEV supply combined with the weak demand continues to see their prices tumbling.

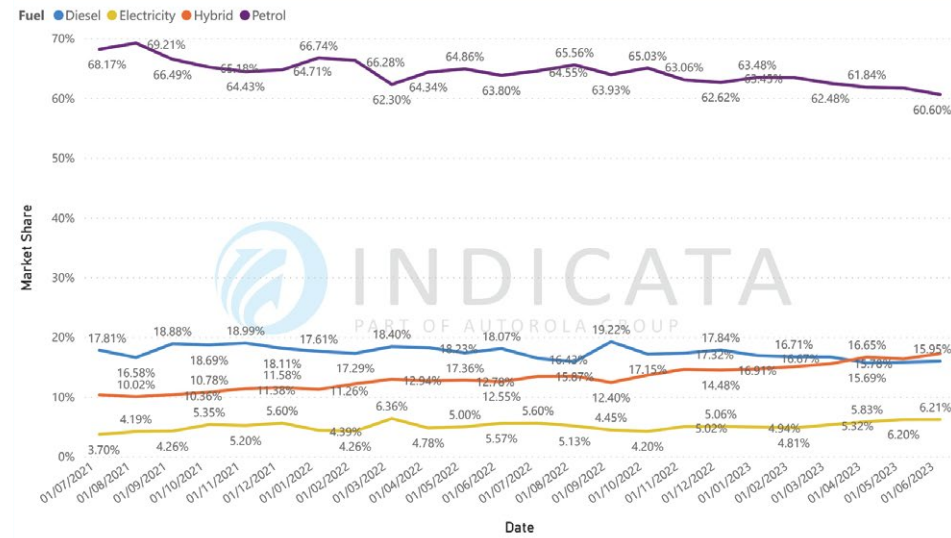
Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	Golf	90.3
Volkswagen	Polo	69.0
Volkswagen	T-ROC	66.7

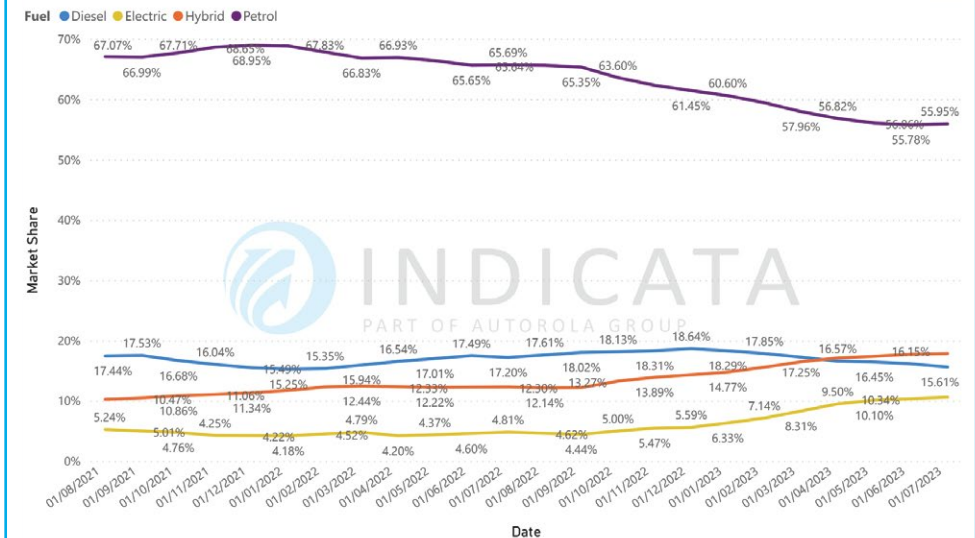
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Lynk & Co	01	6x	55.5
Volkswagen	Tiguan	6x	58.2
Renault	Arkana	6x	58.3

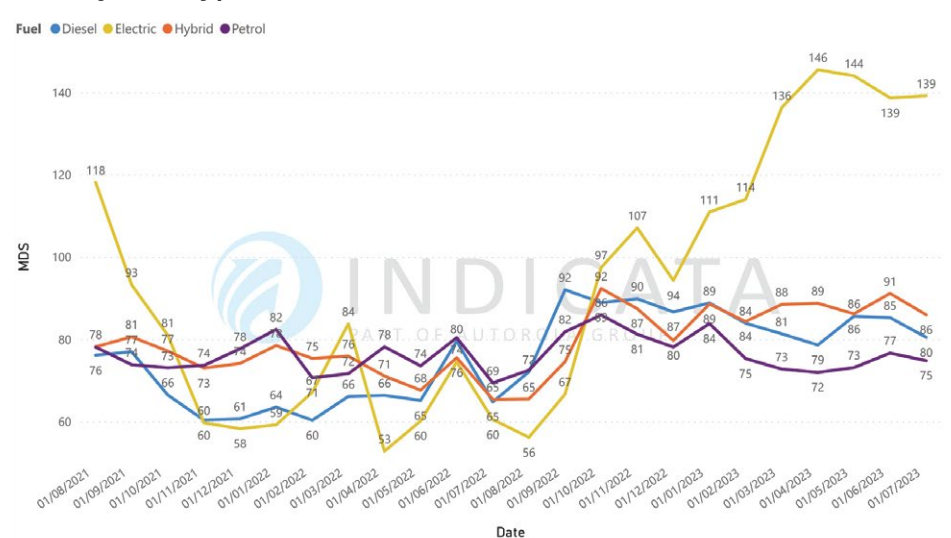
Sales Market Share by Month and Fuel Type - The Netherlands



Stock Market Share by Month and Fuel Type - The Netherlands



MDS by Fuel Type - The Netherlands



Retail Price (weighted avg.) Index 100 = Jan - The Netherlands

