

# Market View

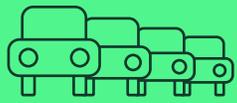
# Focus on stock

Welcome to our monthly Market View. This month, we're focusing on stock at a time when supermarket levels are noticeably up and bucking the industry trend.



# MOTORS

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# Stock



## June 2024 at a glance

- On average, dealers have been leaner in stock levels with decreases of -5.1% MoM and -6.6% YoY.
- The average amount of stock for car supermarkets was 254 vehicles in June 24, up +3.7% MoM with franchises at 56 vehicles, down -11.4% MoM.
- Despite the MoM increase by car supermarkets they had the biggest YoY fall, down -16.4%. Independents bucked the overall downward trend, up +4.9% YoY.

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### Stock volume - by dealership

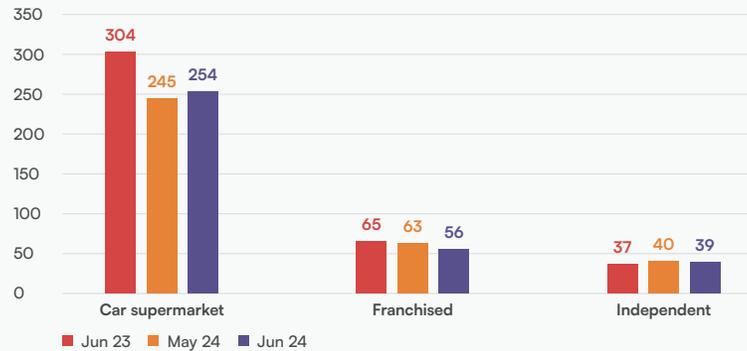
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# 51.2

May 24: **54.0** MoM: **-5.1%**  
 Jun 23: **54.8** YoY: **-6.6%**

### Stock volume - by dealer type

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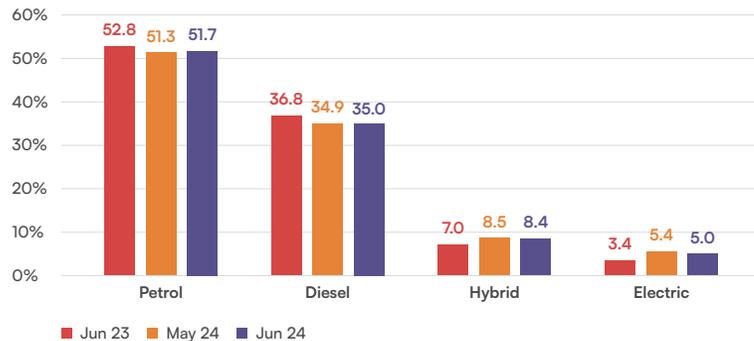


“With only small downward movements of prices and stock levels in June, we are seeing further signs of the relative stability that has characterised the first half of the year.”

Lucy Tugby,  
Marketing Director, MOTORS

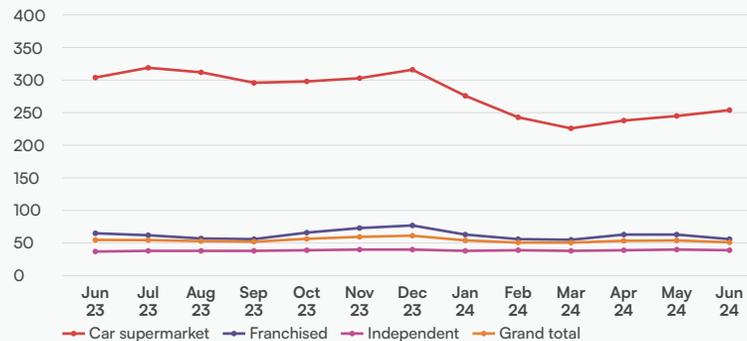
### Stock volume - by fuel type

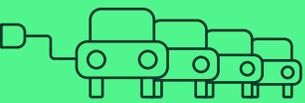
Electric stock is up +25.9% YoY, with alternative fuel vehicles accounting for 13.4% of overall stock.



### Stock volume - trend per dealership

Despite the MoM increase by car supermarkets they had the biggest YoY fall, down -16.4%. Independents bucked the overall downward trend, up +4.9% YoY.





# Electric/hybrid stock

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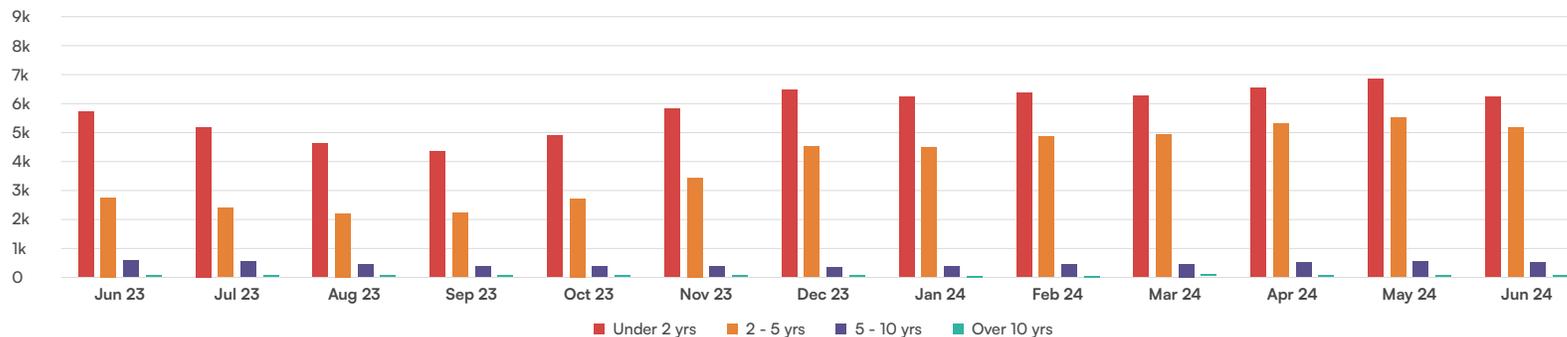
## June 2024 at a glance

- Electric stock is up +25.9% YoY, with alternative fuel vehicles contributing to 13.4% of overall stock.
- The volume of electric vehicles aged between 2 - 5 years old is up +88% YoY, with over 5,000 listed.
- June saw over 9,400 hybrid vehicles aged between 2 - 5 years old listed, up +5.6% YoY.

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### Electric vehicle stock volume - by age

Stock levels have dropped this month vs May for electric vehicles under 5 years old.

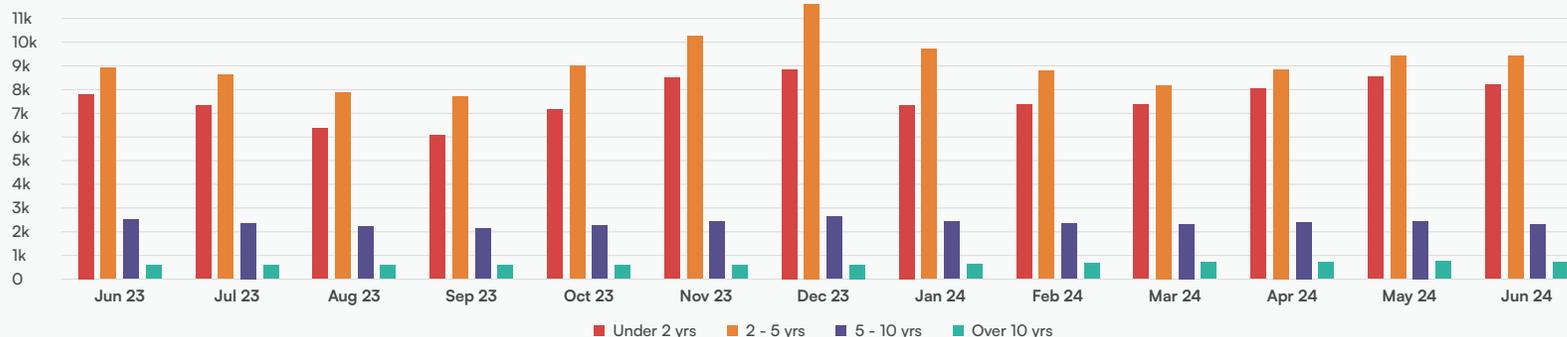


“In terms of fuel choice, petrol still led the way in June, accounting for half of all ad views, followed by diesel (44%), hybrid (5%) and electric (2%).”

Lucy Tugby,  
Marketing Director, MOTORS

### Hybrid vehicle stock volume - by age

All ages of hybrid stock levels were down this month, except for 2 - 5 year old vehicles that saw no change.



# MOTORS

## About MOTORS

**MOTORS is an advertising ecosystem helping dealers to reach millions of in-market car buyers and sell cars fast.**

It provides dealers with access to multisite advertising across some of the UK's best loved destinations for used cars, led by its specialist automotive site MOTORS ([www.motors.co.uk](http://www.motors.co.uk)), as well as through ongoing partnerships with eBay and Gumtree. This creates a cost-effective advertising platform reaching buyers across the digital car search journey, which typically sees them visit on average 4.2 sites.\*

In June 2024, the Cazoo brand was acquired by MOTORS and is in the process of being established as a modern car search marketplace with more than 250,000 listings providing even greater online visibility for car dealer listings.

Retailers enjoy the simplicity of a single upload, one point of contact and access to a stock management and response reporting centre, ensuring that it is a time-efficient and a value-packed way to advertise.

Each month MOTORS publishes a Market View analysis of the key used car trends across its platform, detailing average pricing, stocking levels and consumer demand. This data provides valuable insight for dealers across the UK..

Since 2021, MOTORS has been owned by O<sub>3</sub> Industries and Novum Capital.

For more information, please visit [www.dealer.motors.co.uk](http://www.dealer.motors.co.uk)

