

Market View

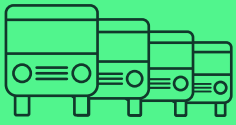
For the latest insights from MOTORS.

Welcome to our monthly Market View for Commercial Vehicles. We have analysed activity across the MOTORS network to provide insights into stock, price and consumer demand. We compare this data over time periods so that you can spot emerging trends.



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Stock

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September 2024 at a glance

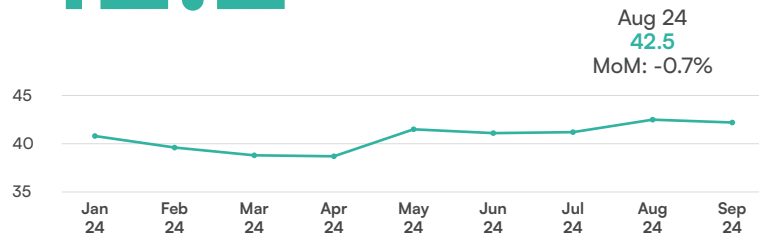
- Stock levels of commercial vehicles have remained flat MoM.
- Vehicles priced under £10k saw a +6.6% increase MoM, whilst those priced over £10k saw an average -1.4% drop.
- Stock levels for vehicles less than 2 years old (-3.2%) and those with under 20k on the clock (-1.7%) also dropped MoM.

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Stock volume by dealership

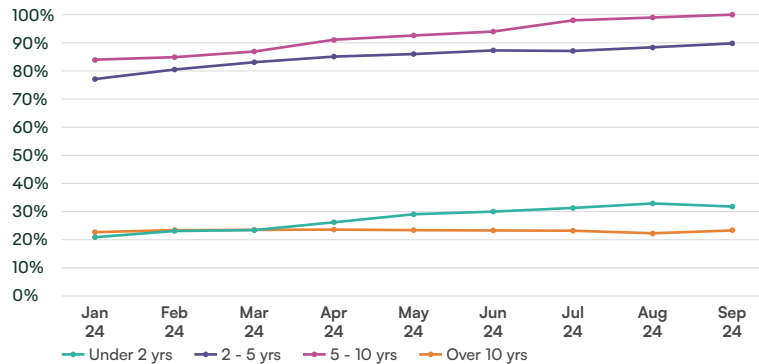
Stock levels of commercial vehicles have remained flat MoM.

42.2



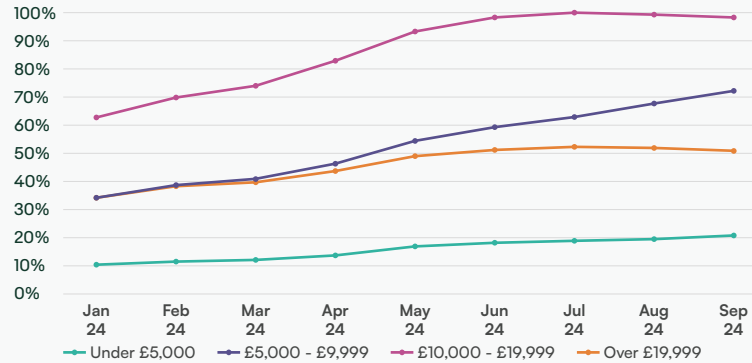
Indexed stock volume by age

Younger vehicles saw stock levels fall MoM with those aged under 2 years old down, -3.2% whilst all other price bands were up.



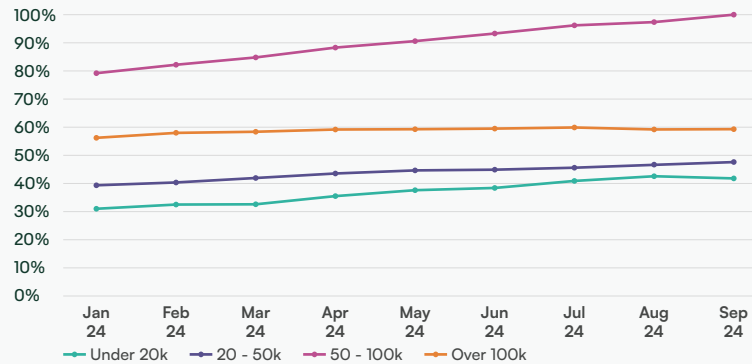
Indexed stock volume by price

Vehicles priced under £10k saw a +6.6% increase MoM, whilst those priced over £10k saw an average -1.4% drop.



Indexed stock volume by mileage

Vehicles with under 20k on the clock were down -1.7% MoM whilst all other mileage bands were up, on average, +1.6%.



Stock levels for vehicles with 50 - 100k miles on the clock, continue to pull away from other mileage bands.



Stock

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September 2024 at a glance

- Sold volumes for all price bands were down -3.0% MoM.
- Ford top the lists again, way ahea of their nearest rivals Vauxhall and Volkswagen.
- Citroen saw the biggest rise in stock levels, up +5.5% MoM.

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Indexed stock volume top 9 makes

Overall, stock levels have increase slightly at +1.1% MoM for the top 9 makes. Citroen were up the most at +5.5% and VW down the most at -2.3%.

#	Make	Aug 24	Sep 24	MoM
1	Ford	98.2	100.0	+1.8%
2	Vauxhall	34.7	36.0	+3.8%
3	Volkswagen	30.7	30.1	-2.3%
4	Mercedes-Benz	21.6	21.9	+1.1%
5	Peugeot	20.6	20.6	0.0%
6	Citroen	18.4	19.4	+5.5%
7	Renault	18.1	18.1	+0.2%
8	Nissan	8.1	8.0	-2.0%
9	Iveco	3.2	3.2	+1.6%

Indexed stock volume selected makes/models

Ford Transit Custom stock levels were up MoM (+3.98) while the Transit was down (-1.89%), increasing the gap between the two most popular vans.

#	Make	Model	Aug 24	Sep 24	MoM
1	Ford	Transit Custom	96.2	100.0	+3.98%
2	Ford	Transit	75.5	74.0	-1.89%
3	Vauxhall	Vivaro	43.2	45.5	+5.45%
4	Mercedes-Benz	Sprinter	36.4	36.4	+0.21%
5	Volkswagen	Transporter	33.5	32.0	-4.60%
6	Ford	Transit Connect	29.6	29.8	+0.69%
7	Vauxhall	Combo	25.6	27.2	+6.27%
8	Ford	Ranger	26.5	26.7	+0.99%
=9	Citroen	Berlingo	23.1	24.2	+4.44%
=9	Renault	Trafic	23.5	24.2	+2.63%
10	Peugeot	Partner	22.7	22.7	+0.30%
11	Peugeot	Boxer	15.2	14.3	-5.40%
12	Volkswagen	Crafter	13.8	13.1	-4.88%
13	Renault	Master	12.7	12.5	-1.74%
14	Iveco	Daily	7.5	7.7	+2.31%

September saw stock levels for the Ford Transit Custom at their highest this year.

Indexed stock volume selected makes/models

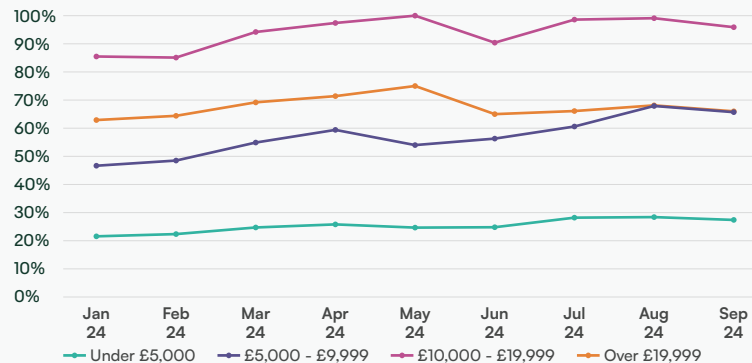
(2 - 5 yrs/50 - 100k miles)

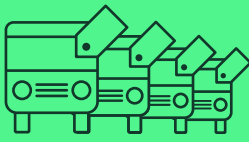
Ford tops the list again but also sees the biggest faller as the Ranger drops -6.59% MoM. Mercedes-Benz Sprinter stock levels were up the most at +8.69%.

#	Make	Model	Aug 24	Sep 24	MoM
1	Ford	Transit Custom	97.7	100.0	+2.39%
2	Ford	Transit	56.0	57.4	+2.37%
3	Vauxhall	Vivaro	46.9	46.5	-0.76%
4	Ford	Transit Connect	36.0	36.6	+1.65%
5	Peugeot	Partner	29.1	29.1	+0.28%
6	Volkswagen	Transporter	23.9	23.5	-1.44%
7	Citroen	Berlingo	21.4	21.6	+1.15%
8	Mercedes-Benz	Sprinter	19.0	20.7	+8.69%
9	Vauxhall	Combo	19.7	19.4	-1.25%
=10	Ford	Ranger	20.0	18.7	-6.59%
=10	Renault	Trafic	18.6	18.7	+0.22%

Indexed sold stock by price

Sold volumes for all price bands were down -3.0% MoM.





Price

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September 2024 at a glance

- Average prices for commercial vehicles dropped again, down -1.3% MoM, continuing the downward trend since the start of the year.
- Vehicles aged between 2 and 5 years old were down the most MoM at -1.2%.
- 5 to 10 year old Citroen Relay (+8.3%) and Peugeot Expert (-3.1%), both with over 100k on the clocks, saw the biggest MoM price ups and downs.

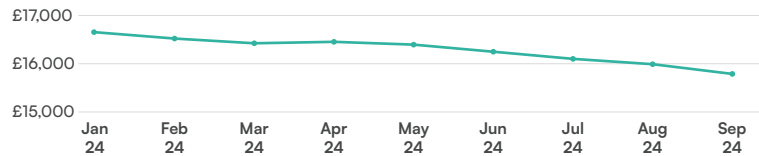
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Average price

Average prices for commercial vehicles dropped again, down -1.3% MoM, continuing the downward trend since the start of the year.

£15,789

Aug 24
£15,996
MoM: -1.3%



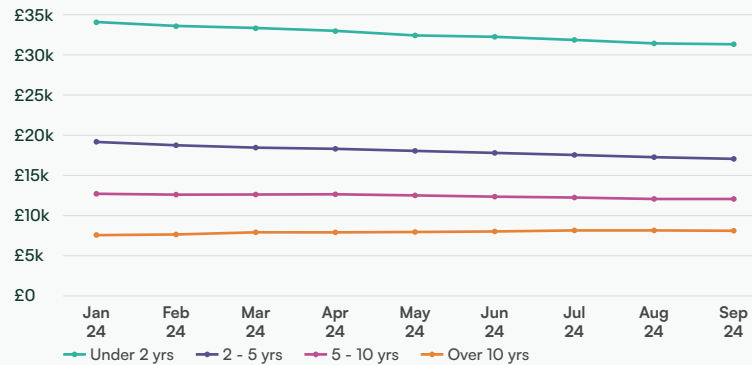
Average price top 9 makes

Only Ford and Citroen saw average prices rise MoM, albeit marginal gains, up +0.4% and +0.7% respectively. All other makes fell, on average, by -1.9%.

#	Make	Aug 24	Sep 24	MoM
1	Volkswagen	£22,364	£21,770	-2.7%
2	Ford	£16,770	£16,828	+0.4%
3	Iveco	£17,153	£16,655	-2.9%
4	Mercedes-Benz	£15,554	£15,432	-0.8%
5	Renault	£14,981	£14,865	-0.8%
6	Nissan	£14,309	£13,906	-2.8%
7	Citroen	£11,824	£11,904	+0.7%
8	Vauxhall	£11,894	£11,620	-2.3%
9	Peugeot	£11,648	£11,511	-1.2%

Average price by age

Vehicles aged between 2 and 5 years old were down the most MoM at -1.2%.



Average price selected makes/models (2 - 5 yrs/50 - 100k miles)

The overall trend of falling prices continued here, with only 4 makes/models showing a MoM increase, led by the Mercedes-Benz Sprinter, up +1.28%.

#	Make	Model	Aug 24	Sep 24	MoM
1	Volkswagen	Transporter	£21,298	£20,789	-2.39%
2	Ford	Ranger	£17,197	£17,236	+0.23%
3	Mercedes-Benz	Sprinter	£16,023	£16,227	+1.28%
4	Ford	Transit	£14,103	£14,202	+0.71%
5	Ford	Transit Custom	£13,466	£13,345	-0.89%
6	Renault	Trafic	£11,285	£11,178	-0.95%
7	Ford	Transit Connect	£10,252	£10,004	-2.41%
8	Vauxhall	Vivaro	£9,887	£9,780	-1.08%
9	Citroen	Berlingo	£8,000	£8,018	+0.22%
10	Peugeot	Partner	£7,963	£7,913	-0.62%
11	Vauxhall	Combo	£7,463	£7,285	-2.38%

Average price selected makes/models

Only the Ford Ranger (+1.91%) and Peugeot Partner (+1.80%) saw significant MoM rises, as overall, the selected makes/models were down -1.12%

#	Make	Model	Aug 24	Sep 24	MoM
1	Volkswagen	Transporter	£26,688	£26,311.60	-1.41%
2	Ford	Ranger	£25,462	£25,949.31	+1.91%
3	Volkswagen	Crafter	£22,164	£21,540.24	-2.81%
4	Ford	Transit	£17,217	£17,287.08	+0.41%
5	Iveco	Daily	£17,289	£16,666.73	-3.60%
6	Ford	Transit Connect	£16,434	£16,446.01	+0.07%
7	Renault	Trafic	£16,122	£15,998.85	-0.77%
8	Renault	Master	£16,052	£15,860.28	-1.20%
9	Mercedes-Benz	Sprinter	£15,773	£15,639.28	-0.84%
10	Peugeot	Boxer	£14,759	£14,539.13	-1.49%
11	Vauxhall	Vivaro	£13,162	£12,799.59	-2.75%
12	Ford	Transit Custom	£10,889	£10,602.90	-2.62%
13	Citroen	Berlingo	£10,340	£10,216.05	-1.20%
14	Vauxhall	Combo	£9,365	£9,151.45	-2.28%
15	Peugeot	Partner	£8,590	£8,745.43	+1.80%

Top 5 price movers by MoM increase and decrease

Increase

Make	Model	Age	Mileage	Avg price	MoM
Citroen	Relay	5 - 10 yrs	Over 100k	£9,273	+8.3%
Volkswagen	Transporter	2 - 5 yrs	Under 20k	£31,977	+6.9%
Mitsubishi	L200	Over 10 yrs	Over 100k	£6,408	+4.3%
Renault	Trafic	2 - 5 yrs	50 - 100k	£15,090	+3.0%
Peugeot	Boxer	5 - 10 yrs	50 - 100k	£11,632	+2.8%

Decrease

Make	Model	Age	Mileage	Avg price	MoM
Peugeot	Expert	5 - 10 yrs	Over 100k	£7,585	-3.1%
Peugeot	Expert	2 - 5 yrs	50 - 100k	£11,797	-2.6%
Renault	Trafic	2 - 5 yrs	20 - 50k	£17,699	-2.5%
Ford	Ranger	2 - 5 yrs	20 - 50k	£26,169	-2.0%
Vauxhall	Combo	5 - 10 yrs	50 - 100k	£7,471	-1.8%



Demand

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September 2024 at a glance

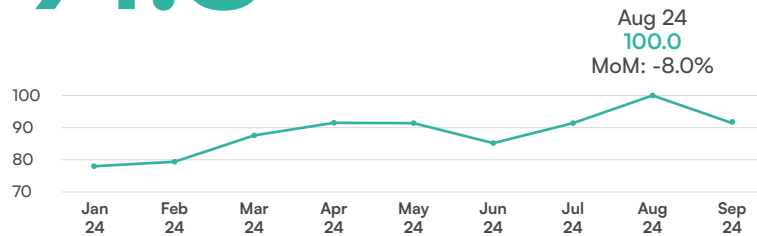
- Despite sales falling by -8.0% MoM, September is the second biggest month for commercial vehicle sales this year.
- 62% of listings are in the 3 to 8 years old age band, which also attracts the majority of ad views at 53%.
- 8 out of 10 of the top makes saw ad views increase, with Citroen leading the way at +15.9% MoM.

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Indexed total commercial vehicles sold

Despite sales falling by -8.0% MoM, September is the second biggest month for commercial vehicle sales this year.

91.8



Ad views top 10 makes

8 out of 10 of the top makes saw ad views increase, with Citroen leading the way at +15.9% MoM.

#	Make	Aug 24	Sep 24	MoM
1	Ford	65.2	66.2	+1.6%
2	Volkswagen	41.5	39.7	-4.3%
3	Mercedes-Benz	21.6	23.4	+8.3%
4	Vauxhall	13.7	15.6	+13.4%
5	Peugeot	10.3	10.5	+1.7%
6	Renault	9.0	9.6	+6.0%
7	Nissan	8.5	9.0	+6.6%
8	Citroen	7.3	8.5	+15.9%
9	Mitsubishi	6.2	6.1	-1.7%
10	Iveco	3.8	4.1	+10.5%

Ad views by price

Vehicles priced between £5k and £20k account for around 60% of both listings and ad views.

Price range	% of avg listings		% of avg ad views	
	Aug 24	Sep 24	Aug 24	Sep 24
Under £5,000	8.3%	8.7%	21.1%	21.9%
£5,000 - £9,999	22.4%	23.4%	29.4%	29.4%
£10,000 - £19,999	39.9%	39.8%	30.2%	29.8%
Over £19,999	29.5%	28.1%	19.4%	19.0%

Ad views by age

62% of listings are in the 3 to 8 years old age band, which also attracts the majority of ad views at 53%.

Age range	% of avg listings		% of avg ad views	
	Aug 24	Sep 24	Aug 24	Sep 24
Under 6 mths	5.5%	4.7%	2.0%	2.1%
6 mths - 1 yr	3.4%	3.6%	1.4%	1.4%
1 - 2 yrs	4.7%	4.8%	2.6%	2.7%
2 - 3 yrs	5.7%	5.8%	3.5%	3.5%
3 - 4 yrs	16.9%	17.0%	10.4%	10.3%
4 - 5 yrs	13.8%	13.9%	10.8%	11.0%
5 - 6 yrs	15.3%	15.0%	13.8%	13.2%
6 - 8 yrs	16.3%	16.4%	18.3%	18.4%
8 - 10 yrs	9.2%	9.4%	14.0%	13.6%
Over 10 yrs	9.2%	9.6%	23.2%	23.8%

Ad views top 10 makes/models

Top 3 stay the same, as the Ranger and Sprinter swap places to complete the top 5, while the Nissan Navara makes the top 10 for the first time this year.

#	Make	Model	Aug 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Volkswagen	Transporter	2	0
3	Ford	Transit	3	0
4	Mercedes-Benz	Sprinter	5	+1
5	Ford	Ranger	4	-1
6	Vauxhall	Vivaro	7	+1
7	Toyota	Hilux	9	+2
8	Ford	Transit Connect	6	-2
9	Mercedes-Benz	Vito	8	-1
10	Nissan	Navara	11	+1

Commercial vehicles sold top 10 makes/models

It's been the same top 3 all year. The Ranger and Sprinter both move up a place to complete the top 5 at the expense of the Volkswagen Transporter.

#	Make	Model	Aug 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	2	0
3	Vauxhall	Vivaro	3	0
4	Ford	Ranger	5	+1
5	Mercedes-Benz	Sprinter	6	+1
6	Volkswagen	Transporter	4	-2
7	Ford	Transit Connect	8	+1
8	Vauxhall	Combo	9	+1
9	Renault	Trafic	7	-2
10	Peugeot	Partner	10	0

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About MOTORS eBay and Gumtree Joint Package

The MOTORS eBay and Gumtree Joint Package is a powerful advertising solution for retailers of motorbikes, scooters, commercial vehicles, and campers/caravans.

By simultaneously providing access to eBay and Gumtree marketplaces, retailers can reach millions of potential customers in a time-efficient and cost-effective way.

MOTORS has over 15 years of experience connecting vehicle retailers with buyers and is owned by O3 Industries and Novum Capital.

For more information, please visit www.dealer.motors.co.uk

