

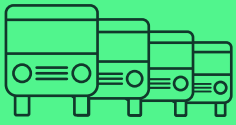
Market View

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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November 2024 at a glance

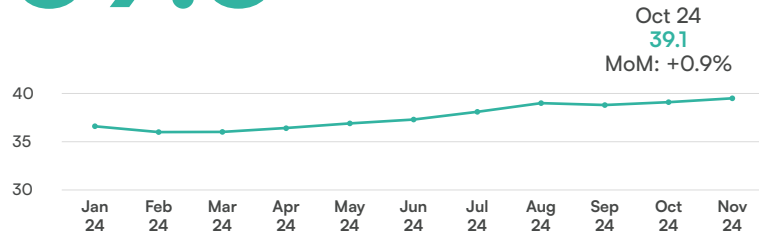
- Stock levels have increased across all price bands this month as the seasonal drop in sales begins to take hold.
- Older stock is on the up. Stock levels for vehicles between 5 and 10 years old were up +4.0% MoM and those over 10 years old, up +3.3%.
- Vehicles priced between £5,000 and £10,000 saw stock levels increase by +9.5% MoM.

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Stock volume by dealership

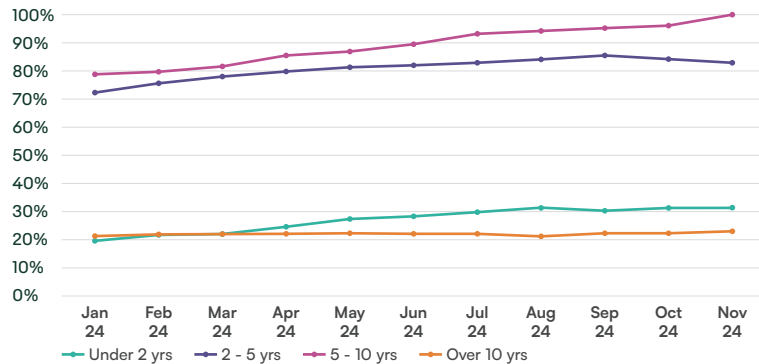
Despite a small decrease in September, stock levels per dealer have continued to rise since March this year.

39.5



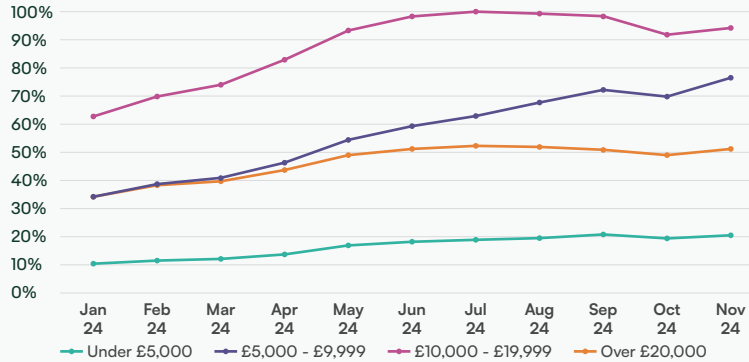
Indexed stock volume by age

Older stock is on the up. Stock levels for vehicles between 5 and 10 years old were up +4.0% MoM and those over 10 years old, up +3.3%.



Indexed stock volume by price

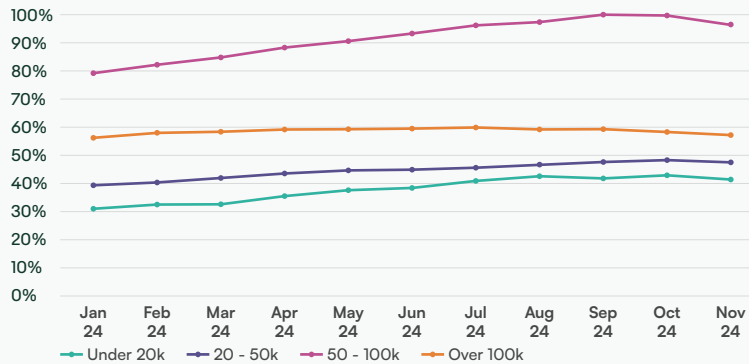
Stock levels increased across all price bands, with vehicles priced between £5,000 and £10,000 leading the way, up +9.5% MoM.



Most stock in November was for vehicles aged between 5 and 10 years old.

Indexed stock volume by mileage

Stock levels have actually decreased across all mileage bands MoM, with the least miles on the clock (under 20k) down the most by -3.4%.





Stock

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November 2024 at a glance

- For the first time this year, Citroen (+1.6% MoM) have more stock in the market than Mercedes-Benz (-5.3% MoM).
- The Vauxhall Vivaro now accounts for 10% of all used vans for sale.
- The seasonal decline in sales is now taking hold as we see MoM falls across all price ranges.

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Indexed stock volume top 9 makes

Ford lead the way as usual while Iveco saw a huge +11.1% increase in stock levels MoM.

#	Make	Oct 24	Nov 24	MoM
1	Ford	98.1	100.0	+1.9%
2	Vauxhall	36.3	37.0	+2.0%
3	Volkswagen	30.7	32.1	+4.3%
4	Peugeot	20.7	21.2	+2.2%
5	Citroen	20.1	20.4	+1.6%
6	Mercedes-Benz	21.3	20.2	-5.3%
7	Renault	18.7	18.6	-1.0%
8	Nissan	7.6	7.6	+0.3%
9	Iveco	3.1	3.4	+11.1%

Indexed stock volume selected makes/models

The Vauxhall Vivaro continues its march up the table with November seeing it now account for 10% of all used vans for sale.

#	Make	Model	Oct 24	Nov 24	MoM
1	Ford	Transit Custom	99.1	100.0	+0.9%
2	Ford	Transit	68.9	68.9	0.0%
3	Vauxhall	Vivaro	46.6	49.0	+5.0%
4	Volkswagen	Transporter	33.8	35.3	+4.7%
5	Mercedes-Benz	Sprinter	34.0	31.3	-7.7%
6	Ford	Transit Connect	28.3	29.5	+4.1%
7	Ford	Ranger	26.1	26.9	+3.1%
8	Vauxhall	Combo	26.6	26.1	-2.1%
=9	Renault	Trafic	25.3	25.2	-0.3%
=9	Citroen	Berlingo	25.1	25.2	+0.6%
10	Peugeot	Partner	22.8	24.1	+5.9%
11	Peugeot	Boxer	14.6	14.8	+1.3%
12	Renault	Master	12.3	12.3	+0.8%
13	Volkswagen	Crafter	11.6	11.6	0.0%
14	Iveco	Daily	7.2	8.0	+11.2%

38.5% of all used commercial vehicles are Ford as its Transit Custom continues to be the most stocked model.

Indexed stock volume selected makes/models (2 - 5 yrs / 50 - 100k miles)*

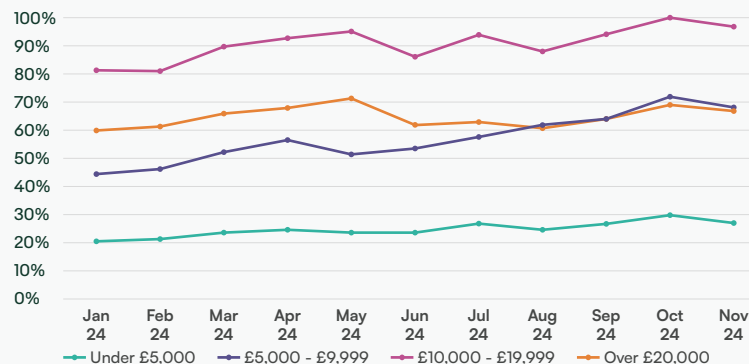
Overall, stock levels for these selected makes/models has increased MoM. The Mercedes-Benz Sprinter bucked the trend however, down -21.3%.

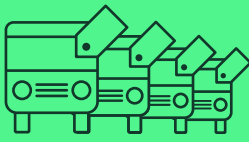
#	Make	Model	Oct 24	Nov 24	MoM
1	Ford	Transit Custom	99.5	100.0	+0.5%
2	Ford	Transit	49.0	55.9	+14.1%
3	Vauxhall	Vivaro	52.5	52.3	-0.5%
4	Ford	Transit Connect	35.4	36.4	+3.0%
5	Peugeot	Partner	30.0	32.0	+6.7%
6	Volkswagen	Transporter	22.5	24.6	+9.3%
7	Ford	Ranger	23.5	23.7	+0.9%
8	Citroen	Berlingo	20.8	22.3	+7.4%
9	Vauxhall	Combo	20.0	20.9	+4.5%
10	Renault	Trafic	20.2	18.8	-6.6%
11	Mercedes-Benz	Sprinter	19.5	15.3	-21.3%

*This is the age and mileage band with most stock.

Indexed sold stock by price

The seasonal decline in sales is now taking hold as we see MoM falls across all price ranges.





Price



November 2024 at a glance

- Prices rose slightly MoM, up +0.6% with those aged over 10 years old seeing the biggest rise at +1.4%.
- The average price for vehicles under 10 years old is down since the start of the year: Under 2 yrs -£2,367, 2 - 5 yrs -£2,169 and 5 - 10 yrs -£630.
- Renault and Nissan were the biggest average price fallers MoM, both seeing a -3.1% drop.

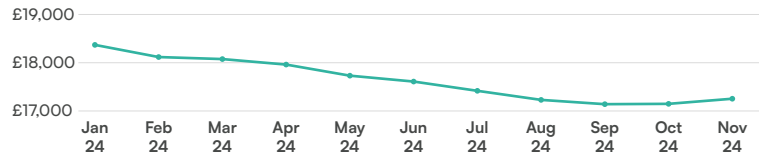
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Average price

Prices rose slightly MoM, up +0.6%. The overall average price is down just over £1,100 since the start of the year.

£17,254

Oct 24
£17,148
MoM: +0.6%



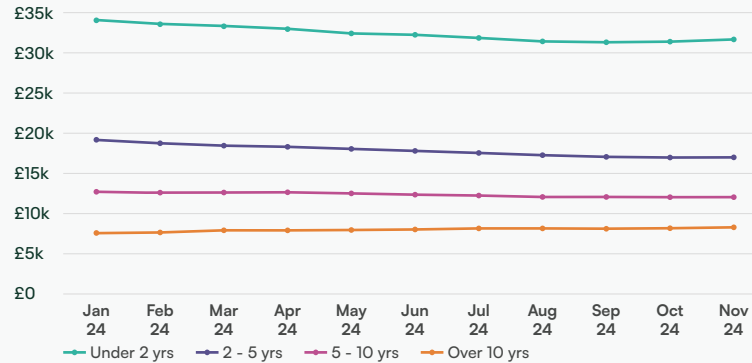
Average price top 9 makes

On the whole prices for the top makes remained largely static MoM. Renault and Nissan saw the most significant change, both down -3.1%.

#	Make	Oct 24	Nov 24	MoM
1	Volkswagen	£22,242	£22,105	-0.6%
2	Iveco	£16,512	£16,668	+0.9%
3	Ford	£16,619	£16,664	+0.3%
4	Mercedes-Benz	£15,317	£15,554	+1.5%
5	Renault	£14,957	£14,499	-3.1%
6	Nissan	£13,769	£13,342	-3.1%
7	Citroen	£12,032	£11,879	-1.3%
8	Vauxhall	£11,671	£11,691	+0.2%
9	Peugeot	£11,497	£11,475	-0.2%

Average price by age

Vehicles aged over 10 years are the only price band where the average price has increased since the start of the year, up £700 to £8,292.



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

Up the most MoM was the Mercedes-Benz Sprinter which cost £399 more (+2.4%) and down the most was the Renault Trafic which cost £234 less (-2.0%).

#	Make	Model	Oct 24	Nov 24	MoM
1	Volkswagen	Transporter	£21,169	£21,501	+1.6%
2	Ford	Ranger	£17,129	£17,349	+1.3%
3	Mercedes-Benz	Sprinter	£16,456	£16,855	+2.4%
4	Ford	Transit	£14,501	£14,558	+0.4%
5	Ford	Transit Custom	£12,915	£12,940	+0.2%
6	Renault	Trafic	£11,089	£10,864	-2.0%
7	Vauxhall	Vivaro	£9,674	£9,717	+0.4%
8	Ford	Transit Connect	£9,840	£9,656	-1.9%
9	Citroen	Berlingo	£8,060	£8,120	+0.7%
10	Peugeot	Partner	£7,929	£7,837	-1.2%
11	Vauxhall	Combo	£7,129	£7,044	-1.2%

*This is the age and mileage band with most stock.

Average price selected makes/models

On average, prices fell by -0.2% MoM. The Renault Master dropped the most, down -2.92%, while the Peugeot Partner saw the biggest rise, up +2.03%.

#	Make	Model	Oct 24	Nov 24	MoM
1	Volkswagen	Transporter	£27,200	£27,207	+0.02%
2	Ford	Ranger	£25,778	£25,568	-0.82%
3	Volkswagen	Crafter	£21,316	£21,213	-0.48%
4	Ford	Transit Custom	£17,085	£17,224	+0.81%
5	Iveco	Daily	£16,593	£16,690	+0.59%
6	Ford	Transit	£16,284	£16,424	+0.86%
7	Mercedes-Benz	Sprinter	£15,631	£15,799	+1.07%
8	Renault	Master	£16,231	£15,758	-2.92%
9	Renault	Trafic	£15,905	£15,468	-2.74%
10	Peugeot	Boxer	£14,556	£14,291	-1.82%
11	Vauxhall	Vivaro	£13,070	£13,050	-0.15%
12	Citroen	Berlingo	£10,431	£10,352	-0.8%
13	Ford	Transit Connect	£10,196	£10,157	-0.38%
14	Vauxhall	Combo	£8,999	£9,154	+1.72%
15	Peugeot	Partner	£8,784	£8,962	+2.03%

Top 5 price movers by MoM increase and decrease

Increase

Make	Model	Age	Mileage	Avg price	MoM
Renault	Trafic	Over 10 yrs	Over 100k	£5,217	+5.8%
Volkswagen	Transporter	2 - 5 yrs	Under 20k	£32,667	+4.7%
Citroen	Berlingo	Over 10 yrs	Over 100k	£3,203	+4.5%
Volkswagen	Transporter	Over 10 yrs	Over 100k	£11,459	+1.9%
Vauxhall	Vivaro	5 - 10 yrs	20 - 50k	£11,650	+1.7%

Decrease

Make	Model	Age	Mileage	Avg price	MoM
Citroen	Relay	5 - 10 yrs	Over 100k	£8,534	-6.7%
Vauxhall	Movano	5 - 10 yrs	Over 100k	£8,394	-6.4%
Vauxhall	Vivaro	2 - 5 yrs	Over 100k	£9,340	-2.9%
Citroen	Dispatch	5 - 10 yrs	50 - 100k	£10,035	-2.7%
Volkswagen	Transporter	5 - 10 yrs	20 - 50k	£26,686	-2.7%



Demand



November 2024 at a glance

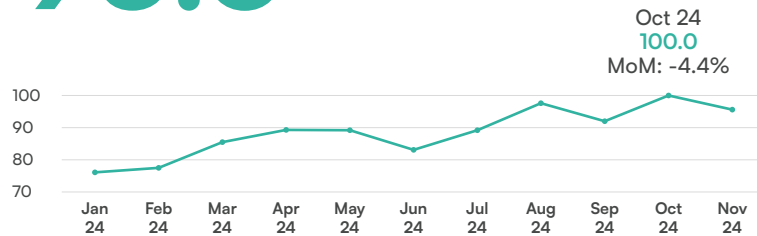
- Declining ad views and sales of commercial vehicles are indicative of the time of year.
- Vehicles aged between 3 and 8 years old and those priced between £10,000 and £20,000 have the majority of listings.
- Overall, there was little change MoM in ad views across both price and age bands.

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Indexed total commercial vehicles sold

Sales of commercial vehicles were down -4.4% MoM but were still up +19.5% from the start of the year.

95.6



Commercial vehicles sold top 10 makes/models

It's the same top 3 since the start of the year. The Ford Ranger is back in fourth spot having traded places with the VW Transporter since July.

#	Make	Model	Oct 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	7	-1
9	Renault	Trafic	10	+1
10	Citroen	Berlingo	9	-1

Ad views by price

With little change MoM, ad views are spread evenly across all price bands.

Price range	% of avg listings		% of avg ad views	
	Oct 24	Nov 24	Oct 24	Nov 24
Under £5,000	8.6%	8.5%	22.0%	20.6%
£5,000 - £9,999	23.9%	24.5%	28.5%	28.9%
£10,000 - £19,999	39.1%	38.7%	30.3%	30.5%
Over £20,000	28.5%	28.3%	19.1%	20.0%

Ad views by age

The majority of ad views are for vehicles aged over 3 years old, with those over 10 years old getting the most (23.7%).

Age range	% of avg listings		% of avg ad views	
	Oct 24	Nov 24	Oct 24	Nov 24
Under 6 mths	4.6%	4.7%	2.2%	2.3%
6 mths - 1 yr	3.9%	3.6%	1.6%	1.7%
1 - 2 yrs	4.9%	5.0%	3.1%	3.1%
2 - 3 yrs	5.9%	5.8%	3.4%	3.4%
3 - 4 yrs	15.7%	15.0%	9.6%	9.0%
4 - 5 yrs	14.4%	14.3%	11.0%	10.2%
5 - 6 yrs	14.7%	14.9%	13.0%	13.2%
6 - 8 yrs	16.9%	17.3%	19.3%	19.9%
8 - 10 yrs	9.5%	9.8%	13.4%	13.5%
Over 10 yrs	9.5%	9.6%	23.4%	23.7%

Ad views top 10 makes

Ad views stabilised around July after falling earlier in the year but have fallen again since October, as we head towards Christmas.

#	Make	Oct 24	Nov 24	MoM
1	Ford	66.0	59.1	-10.5%
2	Volkswagen	35.8	32.5	-9.2%
3	Mercedes-Benz	21.7	18.1	-16.8%
4	Vauxhall	14.7	12.3	-16.2%
5	Peugeot	10.3	8.8	-13.9%
6	Renault	9.6	8.5	-11.5%
7	Nissan	9.0	7.9	-12.2%
8	Citroen	7.9	7.2	-9.6%
9	Mitsubishi	6.6	6.1	-7.6%
10	Iveco	3.4	3.4	-0.7%

Ad views top 10 makes/models

Since January, the Ford Transit Custom has been the most viewed vehicle, while the Ford Transit and VW Transporter have traded places for second and third.

#	Make	Model	Oct 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	2	0
3	Volkswagen	Transporter	3	0
4	Ford	Ranger	4	0
5	Mercedes-Benz	Sprinter	5	0
6	Toyota	Hilux	6	0
7	Ford	Transit Connect	8	+1
8	Vauxhall	Vivaro	7	-1
9	Mitsubishi	L200	10	+1
10	Mercedes-Benz	Vito 9	9	-1

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, static and mobile caravans, campervans and motorhomes.

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