

Market View

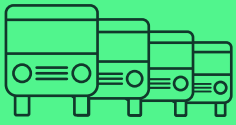
For the latest insights from MOTORS.

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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October 2024 at a glance

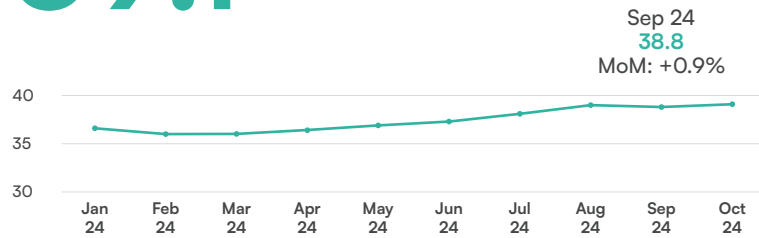
- After a small drop in September, stock levels rose again, up 0.9% MoM to their highest level this year.
- Stock levels for all price bands fell MoM with vehicles priced under £5,000 and between £10,000 and £19,999 both falling -6.7%.
- Vehicles aged under 2 years old saw stock levels rise +3.3% MoM.

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Stock volume by dealership

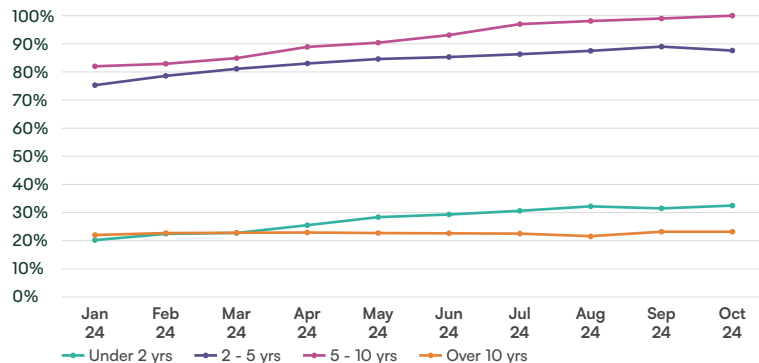
After a small drop in September, stock levels rose again, up 0.9% MoM to their highest level this year.

39.1



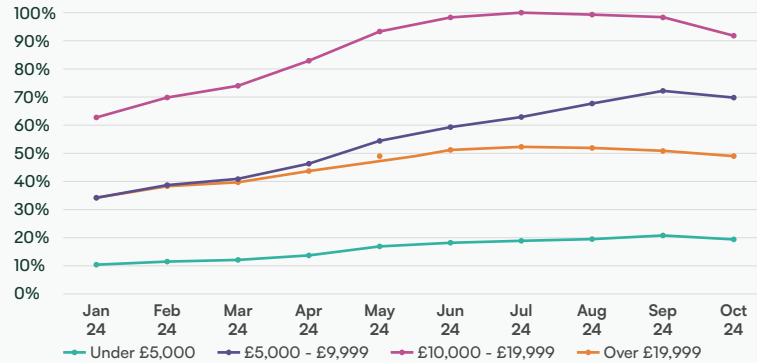
Indexed stock volume by age

Vehicles aged under 2 years old saw stock levels rise +3.3% MoM.



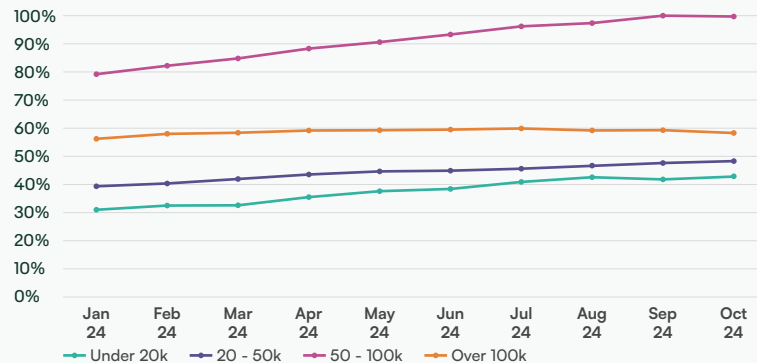
Indexed stock volume by price

Stock levels for all price bands fell MoM with vehicles priced under £5,000 and between £10,000 and £19,999 both falling -6.7%.



Indexed stock volume by mileage

Vehicles with under 20,000 miles on the clock saw average stock levels rise by +2.5% MoM.



Stock volumes for commercial vehicles with under 50,000 miles on the clock were up MoM, and down for those over 50,000.



Stock

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October 2024 at a glance

- Ford remained the most stocked make by far despite falling -1.4% MoM.
- Levels of sold stock across all price bands were up MoM
- Nissan saw stock levels fall by -40% MoM.

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Indexed stock volume top 9 makes

Citroen and Renault both saw stock levels rise by +4.1% MoM.

#	Make	Sep 24	Oct 24	MoM
1	Ford	100.0	98.6	-1.4%
2	Vauxhall	36.0	36.5	+1.4%
3	Volkswagen	30.1	30.9	+2.8%
4	Mercedes-Benz	21.9	21.4	-2.1%
5	Peugeot	20.6	20.8	+1.2%
6	Citroen	19.4	20.2	+4.1%
7	Renault	18.1	18.8	+4.1%
8	Nissan	8.0	7.6	-4.0%
9	Iveco	3.2	3.1	-3.7%

Indexed stock volume selected makes/models

Stock levels for the Ford Transit Custom were up again +0.96% MoM putting them at their highest so far this year.

#	Make	Model	Sep 24	Oct 24	MoM
1	Ford	Transit Custom	99.0	100.0	+0.96%
2	Ford	Transit	73.3	69.5	-5.13%
3	Vauxhall	Vivaro	45.1	47.1	+4.40%
4	Mercedes-Benz	Sprinter	36.1	34.3	-4.95%
5	Volkswagen	Transporter	31.6	34.1	+7.94%
6	Ford	Transit Connect	29.6	28.6	-3.33%
7	Vauxhall	Combo	26.9	26.9	-0.04%
8	Ford	Ranger	26.5	26.4	-0.45%
9	Renault	Trafic	23.9	25.5	+6.81%
10	Citroen	Berlingo	23.9	25.3	+5.78%
11	Peugeot	Partner	22.5	23.0	+2.11%
12	Peugeot	Boxer	14.2	14.7	+3.84%
13	Renault	Master	12.3	12.4	+0.31%
14	Volkswagen	Crafter	13.0	11.7	-10.16%
15	Iveco	Daily	7.6	7.3	-4.06%

It was a mixed month for VW. Stock levels for the Transporter were up nearly +8% MoM, while the Crafter was down over -10%.

Indexed stock volume selected makes/models

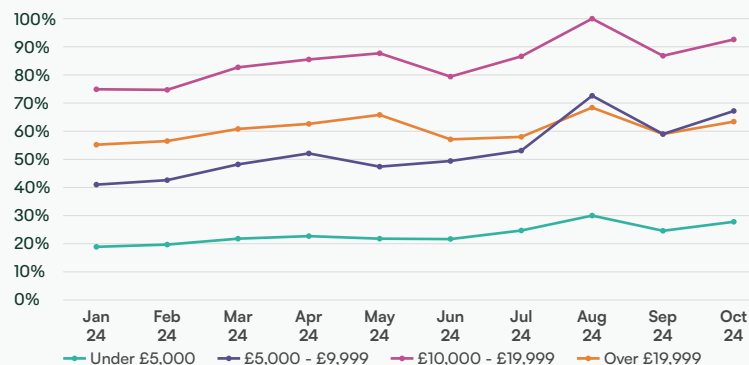
(2 - 5 yrs/50 - 100k miles)

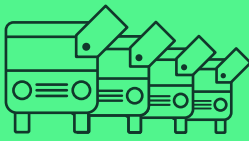
The Vauxhall Vivaro saw stock levels rise the most, up nearly 10% MoM, while the Ford Transit fell -4.37% but remained in second spot as it has all year.

#	Make	Model	Sep 24	Oct 24	MoM
1	Ford	Transit Custom	96.2	100.0	+3.91%
2	Ford	Transit	55.2	52.8	-4.37%
3	Vauxhall	Vivaro	44.8	49.2	+9.87%
4	Ford	Transit Connect	35.6	35.0	-1.80%
5	Peugeot	Partner	30.3	29.6	-2.28%
6	Volkswagen	Transporter	23.7	23.3	-1.97%
7	Ford	Ranger	20.8	20.7	-0.66%
8	Citroen	Berlingo	22.6	22.3	-1.29%
9	Vauxhall	Combo	20.3	20.5	+0.96%
10	Renault	Trafic	20.1	19.6	-2.72%
11	Mercedes-Benz	Sprinter	19.6	19.6	-0.21%

Indexed sold stock by price

Levels of sold stock across all price bands were up MoM.





Price



October 2024 at a glance

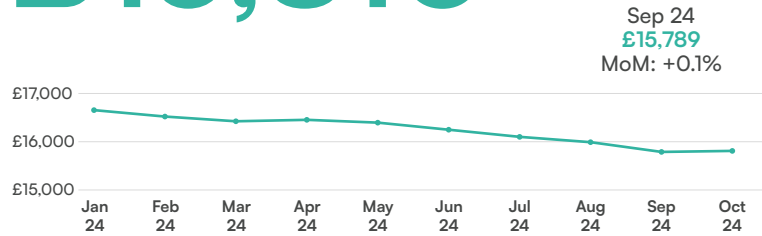
- The overall average price rose slightly +0.1% MoM.
- The average price of VW commercial vehicles makes them the most expensive out there, up again +2.7% MoM.
- 2 to 5 year old Ford Transits with under 20,000 miles on the clock saw the biggest average price rise, up +5.3% MoM to £9,273.

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Average price

The overall average price for commercial vehicles is down £845.00 since the start of the year.

£15,810



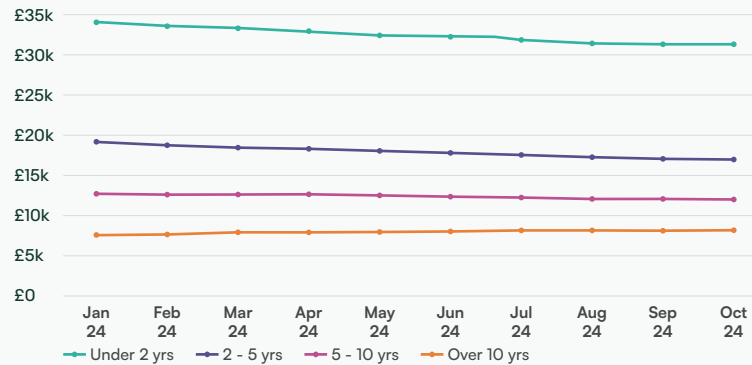
Average price top 9 makes

The average price of VW commercial vehicles makes them the most expensive out there, up again +2.7% MoM.

#	Make	Sep 24	Oct 24	MoM
1	Volkswagen	£21,770	£22,361	+2.7%
2	Ford	£16,829	£16,697	-0.8%
3	Iveco	£16,655	£16,582	-0.4%
4	Mercedes-Benz	£15,432	£15,391	-0.3%
5	Renault	£14,865	£15,019	+1.0%
6	Nissan	£13,906	£13,832	-0.5%
7	Citroen	£11,904	£12,098	+1.6%
8	Vauxhall	£11,621	£11,727	+0.9%
9	Peugeot	£11,512	£11,554	+0.4%

Average price by age

Average prices for all age bands remained steady across all age bands.



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

The average price of the most popular van in the UK, the Fort Transit Custom, fell by -2.87% (-£383.00) MoM to £12,962.

#	Make	Model	Sep 24	Oct 24	MoM
1	Volkswagen	Transporter	£20,789	£21,254	+2.24%
2	Ford	Ranger	£17,237	£17,187	-0.29%
3	Mercedes-Benz	Sprinter	£16,228	£16,506	+1.72%
4	Ford	Transit	£14,202	£14,521	+2.25%
5	Ford	Transit Custom	£13,345	£12,962	-2.87%
6	Renault	Trafic	£11,178	£11,162	-0.14%
7	Ford	Transit Connect	£10,005	£9,865	-1.40%
8	Vauxhall	Vivaro	£9,780	£9,724	-0.57%
9	Citroen	Berlingo	£8,018	£8,083	+0.80%
10	Peugeot	Partner	£7,914	£7,952	+0.48%
11	Vauxhall	Combo	£7,285	£7,161	-1.71%

Average price selected makes/models

The average price for a VW Transporter was up +3.86% MoM, and increase of just over £1000,00.

#	Make	Model	Sep 24	Oct 24	MoM
1	Volkswagen	Transporter	£26,312	£27,328	+3.86%
2	Ford	Ranger	£25,949	£25,892	-0.22%
3	Volkswagen	Crafter	£21,540	£21,387	-0.71%
4	Ford	Transit Custom	£17,284	£17,173	-0.64%
5	Iveco	Daily	£16,667	£16,601	-0.40%
6	Ford	Transit	£16,439	£16,343	-0.59%
7	Renault	Master	£15,860	£16,289	+2.71%
8	Renault	Trafic	£15,999	£16,003	+0.03%
9	Mercedes-Benz	Sprinte	£15,639	£15,696	+0.36%
10	Peugeot	Boxer	£14,539	£14,632	+0.64%
11	Vauxhall	Vivaro	£12,800	£13,141	+2.67%
12	Citroen	Berlingo	£10,216	£10,498	+2.76%
13	Ford	Transit Connect	£10,601	£10,223	-3.56%
14	Vauxhall	Combo	£9,151	£9,040	-1.22%
15	Peugeot	Partner	£8,745	£8,830	+0.97%

Top 5 price movers by MoM increase and decrease

Increase

Make	Model	Age	Mileage	Avg price	MoM
Ford	Transit	2 - 5 yrs	Under 20k	£9,273	+5.3%
Citroen	Relay	5 - 10 yrs	Over 100k	£31,977	+3.6%
Ford	Transit	5 - 10 yrs	50 - 100k	£6,408	+2.3%
Citroen	Relay	5 - 10 yrs	50 - 100k	£15,090	+1.7%
Ford	Transit	Under 2 yrs	Under 20k	£11,632	+1.4%

Decrease

Make	Model	Age	Mileage	Avg price	MoM
Ford	Transit Connect	5 - 10 yrs	20 - 50k	£12,946	-2.8%
Citroen	Berlingo	Over 10 yrs	Over 100k	£3,088	-2.6%
Citroen	Berlingo	2 - 5 yrs	20 - 50k	£12,464	-2.5%
Citroen	Dispatch	5 - 10 yrs	Over 100k	£7,253	-2.3%
Ford	Transit	2 - 5 yrs	Over 100k	£12,270	-2.2%



Demand



October 2024 at a glance

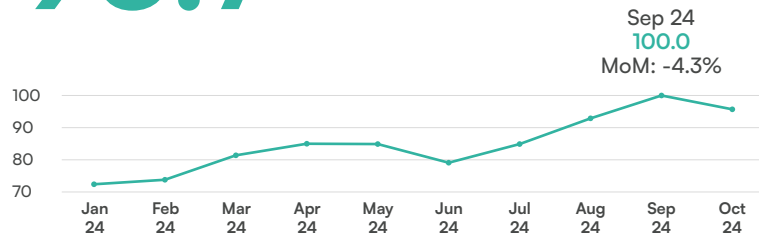
- Sales of commercial vehicle peaked in September before falling away by -4.3% in October.
- Vehicles priced between £5,000 and £20,000 have the majority of listings together with the bulk of the ad views.
- Vehicles aged between 3 and 8 years have the majority of listings. Ad views are highest for vehicles over 10 years old.

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Indexed total commercial vehicles sold

Sales of commercial vehicle peaked in September before falling away by -4.3% in October.

95.7



Commercial vehicles sold top 10 makes/models

Sales have increased MoM for the Citroen Berlingo and the VW Transporter with both moving up 2 places.

#	Make	Model	Sep 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	2	0
3	Vauxhall	Vivaro	3	0
4	Volkswagen	Transporter	6	+2
5	Ford	Ranger	4	-1
6	Mercedes-Benz	Sprinter	5	-1
7	Vauxhall	Combo	8	+1
8	Ford	Transit Connect	7	-1
9	Citroen	Berlingo	11	+2
10	Renault	Trafic	9	-1

Ad views by price

Vehicles priced between £5,000 and £20,000 have the majority of listings together with the bulk of the ad views.

Price range	% of avg listings		% of avg ad views	
	Sep 24	Oct 24	Sep 24	Oct 24
Under £5,000	8.7%	8.6%	21.9%	21.6%
£5,000 - £9,999	23.4%	23.9%	29.4%	28.7%
£10,000 - £19,999	39.8%	39.1%	29.8%	30.4%
Over £19,999	28.1%	28.5%	19.0%	19.3%

Ad views by age

Vehicles aged between 3 and 8 years have the majority of listings. Ad views are highest for vehicles over 10 years old.

Age range	% of avg listings		% of avg ad views	
	Sep 24	Oct 24	Sep 24	Oct 24
Under 6 mths	4.7%	4.6%	2.1%	2.2%
6 mths - 1 yr	3.6%	3.9%	1.4%	1.6%
1 - 2 yrs	4.8%	4.9%	2.7%	3.1%
2 - 3 yrs	5.8%	5.9%	3.5%	3.4%
3 - 4 yrs	17.0%	15.7%	10.3%	9.6%
4 - 5 yrs	13.9%	14.4%	11.0%	11.0%
5 - 6 yrs	15.0%	14.7%	13.2%	13.0%
6 - 8 yrs	16.4%	16.9%	18.4%	19.3%
8 - 10 yrs	9.4%	9.5%	13.6%	13.4%
Over 10 yrs	9.6%	9.5%	23.8%	23.4%

Ad views top 10 makes

Only Mitsubishi saw a rise in ad views this month, up +7.8%. All other makes were down with Iveco down the most at -17.5%.

#	Make	Sep 24	Oct 24	MoM
1	Ford	66.2	65.7	-0.8%
2	Volkswagen	39.7	35.6	-10.4%
3	Mercedes-Benz	23.4	21.7	-7.3%
4	Vauxhall	15.6	14.6	-5.9%
5	Peugeot	10.5	10.2	-2.4%
6	Renault	9.6	9.5	-0.8%
7	Nissan	9.0	8.9	-1.0%
8	Citroen	8.5	7.9	-7.2%
9	Mitsubishi	6.1	6.6	+7.8%
10	Iveco	4.1	3.4	-17.5%

Ad views top 10 makes/models

The Toyota Hilux has moved up in popularity again this month, now up to 6th. The Ford Transit Custom remains the most popular overall.

#	Make	Model	Sep 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	3	+1
3	Volkswagen	Transporter	2	-1
4	Ford	Ranger	5	+1
5	Mercedes-Benz	Sprinter	4	-1
6	Toyota	Hilux	7	+1
7	Vauxhall	Vivaro	6	-1
8	Ford	Transit Connect	8	0
9	Mercedes-Benz	Vito	9	0
10	Mitsubishi	L200	11	+1

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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

